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A WEEKLY TRADE REVIEW

ESTABLISHED 1886

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Wisconsin Tobacco Pool Still Holds Spot Light

Continues to Give Out Interesting Arguments—Its Activities Command Attention In and Out of the Trade—Members Keep Up Running Fire of Complaints to the Press.

EDGERTON, Wis., April 29.—The pool's activities are still the center of things. It continues to give out "interesting arguments" anent controversies, as regularly as ever. It commands universal interest within the trade and out. The Chicago *Tribune,* and the Middle Western press in general is devoting an astonishing amount of attention and space to learned speculation and discussion of the general co-operative movement. The high schools and universities in this section of the Nation have found out that the pool furnishes a copious supply of material for their debating teams. Perhaps no economic idea of recent times has so intrigued the public attention since the wave upon which Bryan so spectacularly rode into the public's ken with his silver tongue and "Cross of Gold."

He "Do Move," When Once Started

The supposedly stoic farmer of the Mississippi valley has often in the past surprised the nation by the radical schools of economic thought his ponderings and meditation have brought forth. He is slow in action, tardy in his conclusions, but deeply sincere and capable of sustained effort, when he does swing into action. The cities have always had their "soap-box orators." Usually the action actually brought about has been less vigorous and effective than the noise and agitation prevalent in the early stages would cause a bystander to predict. Once the farmer is under way, however, the whole horizon is violently agitated. The vigor and scope of his endeavors produce enormous changes overnight. He will determinedly assault any institution, regardless of its past prestige, once he makes up his mind to do so.

Somwhat Perplexing

The suddenness and vigor of the co-operative movement has been typical of all this. But, after sweeping all opposition before it, it is now seriously threatened and top heavy. The growers' hopes are now falling short of their goal on account of their "child" being unable to sell their binders for them. Like a full back who charges at the line like a bull and falls under his own impetus when no opposition is met, the pooled grower is disheartened by the mere unexpectedness of it all. They fully expected tough opposition from "the interests." The lack of it, or the apparent lack of it, leaves them no one to fight but each other.

Like a "Wet Blanket"

The pool's packing message, and the announcement of a closing date for the sale of tobacco in the bundle, strikes a chill to their enthusiasm. They all know what the packing of tobacco entails. It has a familiar, but unwelcome ring to most of them. This is because of the old local pools, or "equities," who packed tobacco similiarly for the farmers in 1918-19-20; tobacco which is still unsold.

Turn Attentive Ear to Old Friends

Heretofore, the farmers, and their oracles, have always laid the blame to the fact that they were not organized. Now many of them are coming to their old friends, the buyers, and are really listening to them as sincere beliefs. It used to go in one ear and out the other with them, labeled as propaganda in order for the farmer to be put in the proper frame of mind to be fleeced the following year. Now the 'weight hog" grower will really listen to advice upon seed. The "acre hog" nods his head seriously now in talking rotation of crops, and the essential demands of the proper fertilizing of his fields. The pool officials are also doing some able propaganda work concerning the raising of tobacco. The pool paper reaches all the growers, and the peerless Professor Johnson is taking up much space therein with excellent advice to the grower upon everything incident to the raising of tobacco.

Lurid Lamentations

Letters continue to pour into the press concerning the pool. The *Wisconsin Tobacco Reporter* selected another one to print the past week. It is only the conservative one that see the print. Here is the one printed last week:

"We have read from time to time the different views of the Pool. I am about sixty years old, and I have been a farmer and a tobacco raiser all my life, and the fact is, I joined the pool.

"My reasons were, we had been led to believe by speakers, well paid by the state, that to join the pool was the only thing to do. We listened to their eloquence, and they told us we were being robbed by the middlemen, as they called them. They also told us we should not dump our crops direct on the market, but should hold them, and sell direct through the pool organization to the manufacturers at such times as they should need the tobacco.

"In order to do this, we must join the pool and appoint men to sell our tobacco for us. Some of us argued that we had tried that with our 1918 tobacco and that a quantity of that tobacco is still unsold. But we were willing to give it one more trial after being convinced by those speakers that we would have a perfect organization and reliable men to do our business. It would cost us the small sum of $5.00 to join, and as soon as our tobacco was ready for delivery we would receive a cash payment of half its value, and we were led to believe that this would be a great deal more than we received for our entire crop in former years.

But to our great disappointment things have changed. We are compelled to accept stemming prices for our whole crop after obeying the orders of our manager and stripping our crop in three grades and sometimes four grades, and we have no choice in the matter.

"In former years we had the liberty of doing as we pleased. Now many of us had no choice. We are ordered to bring in our stemming and in a few days are ordered to bring in our good tobacco (best grade) for which we receive stemming prices and a payment so small it makes us feel like driving home by way of some back road for fear of meeting someone we owe a few dollars and had promised to pay when we had sold our tobacco.

"But as stated before, it was pointed out to us by the speakers what a great saving it would be for us to cut out the expense of the middleman and have our crops sold directly to the consumer.

"Have they done this? No. The only difference is, that instead of the so called middleman giving us our check, he gives it to the pool, and in turn the pool representative makes us out one for a small portion of the total.

"The pool has made it more pleasant for the middleman. Now at our expense we employ a large number of men in each tobacco section whose business it is to travel from farm to farm all over the state and gather samples from each crop. These samples are shipped to some central point where it is convenient for the buyers to look for them, and I have heard several of the middlemen speak how much more pleasant it is for them to sit along side a radiator and look over the samples than the old way of riding over the rough roads and looking at bundles in a shed in zero weather.

"And the worst part of this is that we have to stand for all this expense and then be forced to deliver our crops, both good as well as stemming, at several cents a pound less than our neighbors who outside of the pool are getting for the same grades."—(Signed) J. O. VENAAS, a Pool Member.

Seeking More Members

The pool for the past week has been having a series of meetings at different points throughout the state. This series ends with a monster rally at Edgerton on May 5. The purpose is new membership. Each member is supposed to put in a half day each week in an endeavor to get one new signer.

The country districts are being thoroughly scoured for old tobacco in cases, with almost none to be found.—BADGER.

Tobacco Salesmen's Board Meeting

The Board of Governors of the National Board of Tobacco Salesmen's Associations held their regular semi-annual meeting at their office, 123 Liberty street, New York City, Monday April 30. The following were present: President Jonas J. Ollendorff of New York City, First Vice-President E. M. Freeman of Newark, N. J., Third Vice-President Max Berliner of New York City, Secretary A. Brown of Newark, N. J., Assistant Secretary C. I. Miller, Sid J. Freeman of New York City, Albert Freeman of New York City, John Frischberg of Boston, Mass., Harry L. Whipple of Boston, Mass. and Joseph Ogush of Jersey City, N. J.

The National Board of Tobacco Salesmen's Associations went on record as endorsing the Tobacco Exposition to be held during the week of January 28 to February 2, 1924 at the 71st Regiment Armory; that the Convention of the National Board of Tobacco Salesmen's Associations and their affiliated branches have been instrumental in keeping the cigar and tobacco salesmen within due bounds.

The Tobacco Salesmen's Association stands for clean and wholesome competition. They are opposed to price cutting that is detrimental to the best interests of the jobbing interests of the country. They stand for truthfulness, honesty and conscientiousness.

The President, Jonas J. Ollendorff reported that the National Council of Traveling Salesmen have gone on record to back the National Board of Tobacco Salesmen's Associations at any time in their fight against anti-tobacco propaganda. The National Council of Traveling Men have a membership of 150,000 salesmen throughout the United States.

If the cigar manufacturers and jobbers desire to have good, honest, dependable men. they should see that the men are members of the National Board of Tobacco Salesmen's Associations.—E. M. FREEMAN, Publicity Director.

Prices Maintained at Rotterdam

AMSTERDAM, Holland, April 28—Prices ruled high at the inscriptions in Rotterdam yesterday. The principal American buyers were:

H. Duys & Co., securing 700 bales, including these marks, Pvd A/H; Pvd K/Deli; D. C. M. Deli; D. C. M. Deli/M.

Hinsdale, Smith & Co., 330 bales.

Manus, Muller & Co., 200 bales.

Prominent Men to Speak at T. M. A. Convention

Charles Dushkind, Managing Director of the Tobacco Merchants' Association, has just announced that two members of President Harding's Cabinet will speak at the coming convention of the T. M. A.

According to Mr. Dushkind's announcement, the Hon. Herbert Clark Hoover, Secretary of Commerce, will address the convention proper, while the Hon. Henry Cantwell Wallace, Secretary of Agriculture, will speak at the banquet.

Among the other notables who will speak are General Herbert Mayhew Lord, Director of the Budget, and Herbert Kaufman, the famous writer, philosopher and poet. Other speakers will be announced later.

A meeting of the Executive Committee of the T. M. A. was held at the offices of the association on Tuesday, May 1, for the purpose of passing upon the final arrangements for the convention and banquet.

T. M. A. To Be Represented At Commerce Meeting

The Chamber of Commerce of the United States will hold its eleventh annual meeting in New York City on May 7 to 11, inclusive.

The meeting will be centered around the subjects, "Transportation in All Its Phases in the United States" and "Europe and Europe's Affairs." The different questions to be considered will be approached in their relation to the general subjects and considered from that point of view.

The problems affecting railroads, ocean

The pages which are missing were removed because they were advertisements

transportation, highways, electric railways, aerial transportation, electrical communications, and postal facilities are so complex and so interrelated that they require concerted study and action to insure a proper and balanced adjustment of a transportation system which will serve all efficiently and economically.

The adjustment of Europe's affairs upon a sound foundation, both from a financial and economic point of view, is essential to the re-establishment of the commerce and industry of the world upon a stabilized basis and the continuance and growth of the industrial, agricultural, financial and commercial activities of the United States.

The railroad rate structure, the public interest and the right to strike, co-operation between waterways and railroads, co-ordination between motor truck and railroad transportation, co-ordination of railroads, waterways and highways, the farmer's interest in transportation, financial support, establishment of credit, the Government and the railroads, foreign trade, foreign affairs, reparations, intergovernmental debts, foreign credits, and depreciated currencies are among the subjects which will be dealt with specifically and which are of vital interest to every business man in America, whether he be a retailer, a wholesaler, a banker or a manufacturer.

The tobacco industry will be splendidly represented by the following delegates appointed by the T. M. A. to represent it at the meeting:

H. H. Shelton, National Councillor.

Jonathan Peterson, president, United States Tobacco Co.

Fred Hirschhorn, president of General Cigar Co.

James M. Dixon, president of Tobacco Products Corp.

F. L. Fuller, counsel for Liggett & Myers Tobacco Co.

W. B. Bell, of counsel for P. Lorillard Co.

Aaron J. Bach, of Elias Bach & Son.

Louis Cahn, vice-president of Consolidated Cigar Corp.

Leaf Board Committees Appointed

Jerome Waller, recently elected to the office of president of the Leaf Tobacco Board of Trade of New York, has sent an eloquent appeal to the members of the board asking for their co-operation and support, and pointing out the many ways in which the organization can assist the industry. In his communication, Mr. Waller says:

"After nine years of faithful and diligent service, your President, Mr. Joseph Mendelsohn, has stepped down and I was honored by being elected as his successor. During his incumbency in office, your Board has thrived and flourished, through his indefatigable efforts, and to worthily succeed him is a big task. He leaves behind him large shoes for small feet to fill. Whether I can successfully do so rests with you.

"I shall endeavor to fill the office to the best of my ability but the success of the organization depends upon you more than it devolves upon me.

"The monthly meetings of the Board of Trustees do not spell the success of the organization nor does the annual meeting of the members, no matter how well it may be attended, mean success. These are only means to an end.

"Bear in mind that the organization is yours and to solve your problems they must be brought to us. When you are confronted with a trade problem, go to one of your Trustees or come to me and tell us your troubles so that we may thrash them out at our monthly meetings,—that your experience may be the means of formulating and promulgating regulations which will enure to the benefit of the trade at large as well as to yourself.

"If you will co-operate and help us to codify our trade regulations, our customs and our credits, we can entrench and fortify ouselves against the demands which modern merchandising is now making of every merchant. Let us inculate the spirit of brotherhood by applying the axiom 'One for all and all for one.'"

The committees for 1923-1924 have been appointed as follows:

Finance:—P. R. Lowe, Chairman, 155 Water Street, Morris Neuberger and Edwin S. Brill.

Arbitration:—Joseph F. Cullman, Chairman, 161 Front Street, P. R. Lowe, G. W. Spitzner, Menko Rose and A. Selgas.

Legislative:—John H. Duys, Chairman, 142 Water Street, Joseph Mendelsohn, Joseph F. Cullman, Jr., Benno Rosenwald and Henry Oppenheimer.

Statistics:—Fred Frese, Jr., Chairman, 172 Front Street, Ira Strouse and Henry Rothenberg.

Conference:—I. J. Jacoby, Chairman, 169 Water Street, Edgar Pretzfeld and Fred Bloch.

By-laws:—Henry Oppenheimer, Chairman, 182 Water Street, A. C. Weil and William Singer.

Regulations:—A. C. Weil, Chairman, 170 Water Street, S. Ruppin and N. Bijur.

Transportation:—Milton Samuels, Chairman, 165 Front Street, I. J. Jacoby, Ernest Ellinger, Henry Fisher and Jerome Kohlberg.

Membership:—Chas. R. Goldsmith, Chairman, 193 Front Street, Howard Friend and Morris Neuberger.

Insurance:—Benno Rosenwald, Chairman, 143 Water Street, J. D. Palmer and Jack Marqusee.

House:—Howard Friend, Chairman, 170 Water Street, Fred Frese, Jr. and Milton Greenhall.

Entertainment:—John H. Duys, Chairman, 142 Water Street, Harry S. Rothchild and Chas. W. Duignan.

March Internal Revenue Collections

WASHINGTON, D. C., May 1.—The Internal Revenue Bureau has just issued a statement showing the collection of taxes on large cigars during the month of March to be $3,849,624.48 as compared with $3,470,519.03 in March, 1922, which was an increase of $379,105.48. The taxes collected on small cigars for March this year were $74,932.05 as compared with $89,303.34 in March last year, or a decrease of $14,371.29. On large cigarettes the taxes collected in March this year were $10,258.94 as compared with $10,310.52, or a decrease of $71.58. On small cigarettes the taxes collected were $15,130,827.84 in March this year as compared with $10,908,135.46 in March last year, or an increase of $4,222,692.38. The taxes collected on snuff of all descriptions in March this year amounted to $752,758.77 as compared with $670,428.79 in March last year, an increase of $82,329.98. In March, 1923, the taxes collected on chewing and smoking tobacco amounted to $5,808,497.39 as compared with $6,191,274.47 in March, 1922, or a decrease of $382,777.08. On cigarette papers and tubes the taxes collected in March this year were $37,296.20 as compared with $82,615.62, a decrease of $45,319.42. Special taxes on the manufactures of cigars, cigarettes and tobacco amounted to $1,078.76 in March this year as compared with $3,562.16 last year, and miscellaneous collections under repealed laws relating to tobacco were $2,317.40 this year in March as compared with $1,684.54 in March last year.—LAMM.

Fear New Tobacco War

MUNFORDVILLE, Ky., May 1.—Governor Morrow was asked today by Hart County officials and nearly fifty tobacco growers for protection against increasing outrages by night raiders.

A renewal of the tobacco war seems imminent. Bands of raiders have swept over a considerable part of the county and torn the canvas covering from several thousand acres of tobacco plants, thereby ruining them and striking a blow at production. Reports today showed that in the last raids 1,500 yards of plant beds were stripped. The situation is so serious that a bloody outbreak is feared. Victims of the marauders are all growers who have failed to become members of any tobacco growers' organizations.

Similar depredations have occurred in Harrison and Bourbon Counties, and $2,000 reward was offered today for capture of the raiders.

Leaf Tobacco Held by Manufacturers and Dealers

April, 1923 and 1922, January 1, 1923 and October 1, 1922

WASHINGTON, D. C., April 30, 2 P. M.—These statistics represent for dealers in and manufacturers of tobacco other than the original grower: (1) The quantity of leaf tobacco reported as held by manufacturers who, according to the returns of the Commissioner of Internal Revenue, manufactured during the preceding calendar year more than 50,000 pounds of tobacco, 250,000 cigars, or 1,000,000 cigarettes, and by dealers in or manufacturers of leaf tobacco who, on an average, had more than 50,000 pounds of leaf tobacco in stock at the end of the four quarters of the preceding calendar year; (2) all imported leaf tobacco in United States bonded warehouses and bonded manufacturing warehouses.

Types	Pounds of Leaf Tobacco on Hand April 1, 1923	April 1, 1922	Jan. 1, 1923	Oct. 1, 1922
Aggregate*	1,846,555,045	1,784,550,762	1,491,300,988	1,457,439,314
Chewing, smoking, snuff, and export types: Total	1,327,731,051	1,303,255,393	1,068,041,784	993,398,177
Burley	463,013,543	395,026,582	282,731,014	280,856,317
Dark. Dist. of Ky. and Tenn.: Total	308,260,061	322,529,467	194,171,022	209,515,830
Dark fired of Clarksville, Hopkinsville and Paducah Districts	168,571,392	202,045,805	100,148,167	130,158,946
Henderson	13,236,305	13,695,047	5,340,230	3,892,378
Green River	70,226,677	54,478,816	45,098,886	39,110,397
One Sucker	56,225,687	52,309,799	43,583,739	36,354,109
Virginia Sun Cured	10,370,511	10,636,660	8,426,134	8,281,677
Virginia Dark	44,805,577	39,182,430	23,257,698	24,670,890
Bright Yellow Dist of Va., N. C., S. C., and Ga.	490,426,128	516,493,969	544,404,848	446,257,193
Maryland	6,080,027	12,527,557	10,673,098	16,943,856
Eastern Ohio Export	4,505,917	6,630,418	4,206,177	6,535,646
All other domestic, including Perique-Louisiana	269,287	228,310	171,793	336,768
Cigar types: Total	441,590,228	401,632,676	346,603,961	382,585,962
New England, including Connecticut: Total	90,910,984	75,704,579	75,821,662	74,094,278
Broad leaf	36,839,890	27,158,653	30,997,303	31,761,014
Havana seed	44,816,577	39,735,089	35,337,465	34,821,370
Shade grown	9,254,517	8,810,837	9,486,894	7,511,894
New York	4,235,366	5,740,467	3,627,919	4,534,948
Pennsylvania	119,620,827	96,827,434	81,374,523	90,258,253
Ohio	85,023,749	75,578,658	64,025,509	73,974,259
Wisconsin	125,741,787	130,690,044	102,653,168	120,573,234
Georgia and Florida	6,383,550	7,388,776	7,586,286	8,138,932
Porto Rico	9,446,351	9,498,628	11,330,786	10,872,958
All other domestic	227,614	204,090	184,108	139,100
Imported types	77,233,766	79,662,693	76,655,243	81,455,175

*Leaf tobacco on hand April 1, 1923, includes 1,401,994,826 pounds, for which the "Marked weight" was reported (i.e., weight at time it was packed or baled), and 444,560,219 pounds for which the "Actual weight" was reported. The corresponding amounts included for 1922, were 1,382,952,926 and 401,597,836 pounds, respectively; for Jan. 1, 1923, 1,119,322,365 and 371,978,623 pounds, respectively, and for Oct. 1, 1922, 1,115,657,317 and 341,781,997 pounds, respectively. Allowance should be made for shrinkage on the amounts for which "Marked weight" was reported, in order to ascertain the actual weight. The total for April 1, 1923, includes 1,690,583,451 pounds of unstemmed and 155,971,594 pounds of stemmed leaf tobacco.

Guarantee Agency in New Location

The headquarters of the Government of Porto Rico Tobacco Guarantee Agency will henceforth be located at 136 Water street, New York City, instead of 126 Maiden Lane, as in the past.

Agent Dannahower and staff are now comfortably located in a suite at the new address which makes for more privacy for the chief, as he will have a room all to himself.

The new offices are right in the heart of the leaf tobacco section, and doubtless many in the trade will therefore avail themselves of the accommodations extended.

Factory Plans Complete

MARTIN, Tenn., April 28.—The Martin Chamber of Commerce has completed plans for the erection of the building to be occupied by the American Cigar Company. The subscribers to the fund have incorporated under the name of the Martin Improvement Company, which company will let the contract. R. A. Heavener, the architect, reports that just as soon as the plans are approved, he will have them ready to submit for the letting of the contract.

To Handle Hav-a-Tampa

Grosvenor Nicholas & Co., Inc., cigar importers and jobbers, 60 Broad street, have concluded arrangements with the Havatampa Cigar Co., of Tampa, Fla., for the distribution of Hav-a-Tampa cigars in New York, New Jersey, Connecticut and contiguous territory. Hav-a-Tampa cigars have been on the market for only a little more than two years, yet they have become one of the largest sellers in the South, making it necessary to enlarge the factory, which is now one of the largest in the Southern states. This factory is employing some 2,000 cigar makers, and is turning out cigars at the rate of a million every one and a half days. Grosvenor Nicholas & Co. have already received shipments, and the cigars are pleasing smokers.

Greeks Change Tax System

WASHINGTON, D. C., May 2.—The Department of Commerce has a cablegram from Athens stating that the Greek authorities have been persuaded to issue a decree which practically abolishes the control of foreign exchange in connection with the importation of tobacco. The Greek authorities are imposing in its place the export tax payable in sterling exchange. The export tax, the cablegram states, appears to be reasonable.

The Wisconsin Pool to Stop Showing Samples

EDGERTON, Wis., April 28.—The *Reporter* says:

"At a meeting of the executive committee of the Northern Wisconsin Tobacco Pool held at Madison Saturday, April 21, it was voted to stop showing samples of Pool tobacco on Saturday, May 12. Plans are now under way for packing the unsold portion of the southern tobacco at the different packing points. The tobacco is now being weighed up on the farms and payments made, and will be delivered at the different warehouses as fast as it can be taken care of. Some of this tobacco will be put up in the Pool warehouse in Edgerton, although Manager Devine is not able to give date at this time when work will start."

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One Year of Co-operative Marketing

By CLARENCE POE

Editor of the Progressive Farmer

Although of our 1921 crops Texas, Mississippi and Oklahoma sold considerable cotton through co-operative marketing associations, Virginia and North Carolina considerable peanuts, and Kentucky much burley tobacco, nevertheless the 1922 crop was the first one produced by Southern farms of which any large per cent was handled co-operatively. As a South-wide matter, therefore, we are now winding up the first selling season of the co-operative marketing associations. Consequently it is fitting to inquire what lessons may be learned from our co-operative marketing experience thus far.

The writer has made a very diligent effort to keep in touch with all these co-operative marketing associations from Texas to Virginia, inclusive. He was scheduled for speaking tours in six of these twelve states during the organizing period, and helped in the organization of cotton, tobacco, and peanut associations —without money and without price in each case. We had no interest then except to get our farmers to "make themselves masters of their own industry" and we have no interest now except to help our farmers make the most effective use of the powerful weapon they have at last taken into their own hands.

I.—Co-operative Marketing Has Vindicated Itself

Co-operative marketing has vindicated itself. That much may be safely said as a result of the first year's South-wide test. As Josh Billings said, "It's no use to argy ag'in a success," and with 25 to 30-cent cotton and tobacco—well, hardly anybody any longer doubts that prices of both cotton and tobacco have been greatly bettered as a result of the gradual and orderly marketing growing out of co-operative organizations, although as yet but partially organized. With a great majority of the growers in, results will be all the more gratifying.

The farmers, too, have gratified their friends and confounded their enemies by the safe, capable, businesslike men generally elected as directors in all parts of the South. Growers have realized that they were setting up a great business and financial organization, and they have tried to find men who were not mere agitators or orators, but men of level head, sound heart, and strong backbone —and directors do need to be right in backbone as well as head and heart.

The men selected as managers of co-operative marketing associations, too, have generally been men of ability and fitness. Of course it was not always possible to get managers who were both intelligently sympathetic with co-operative marketing and highly capable business experts. Nevertheless, notably few serious mistakes have been made.

II.—Handling the Crop Mortgage Problem

The crop mortgage and credit system has proved perhaps the most serious external obstacles to co-operative marketing. The object of co-operative marketing is to make the farmer master of his own industry, but the crop mortgage too often deprives the farmer of the opportunity of even striving for his freedom. In the language of the Scriptures, "the destruction of the poor is their poverty."

Fortunately, however, as a result of the first year's test of co-operative marketing, thousands of business men have grown more sympathetic toward it. Bankers and merchants are more and more indicating their willingness to let any worthy farmer-customer give a crop mortgage and let the crop be sold through the co-operative.

This policy, if generally adopted, will mean a new day in the South. It will put the Southern farmer on a cash basis. It will enable the poorest farmer to get more horsepower, better implements and machinery, and thereby increase his earning power—and by that token become a better customer of our merchants. As the writer said fifteen years ago:

"The Southern merchant has sold Western meat and scooters and tobacco, when with prosperous patrons he might have quadrupled his profits by selling sulky plows and harvesters and carriages and pianos."

III.—Farmers Can Correct Mistakes

Of course some mistakes have been made. That was to have been expected. It is equally foolish either to give up co-operative marketing because mistakes have been made or to refuse to correct mistakes because it is natural for some to be made.

We found a director in one co-operative the other day who declared that he saw nothing but ruin for the farmer if the co-operative movement failed, and yet was threatening to give up the fight because of some mistakes he thought had been made in naming officials and fixing salaries. We reminded him of the wise saying that when a sensible man has stomach ache, he tries to get rid of the ache and not the stomach. So it is with every man who thinks he sees a mistaken policy in his co-operative—he should fight boldly, manfully, against what he thinks the wrong policy but not give up the stomach because of the ache!

As we told this friend, any co-operative marketing association with all of its initial mistakes is even then a better system of selling crops than the old system, and there is this further important difference, that with co-operative marketing, farmers (if they have the information—and they have a right to require that) can correct any mistakes, whereas they are absolutely powerless to correct any hurtful faults in the old system of selling. Furthermore, we may add that later investigation showed that our friend's criticisms were largely based on misinformation.

IV.—We Must Have Local Organizations

After talking with representatives of co-operative marketing organizations all the way from California and Arizona on the west to Virginia and Maryland on the east, we are convinced of two things:

1. The greatest need of co-operative marketing is strong local organizations.

2. The greatest danger of co-operative marketing organizations is the acceptance of salaried positions in the organizations by men chosen as directors, and this should be promptly safeguarded to prevent future abuses.

We have often discussed the need for local organizations. As Charles W. Pugsley, Assistant Secretary of Agriculture, said recently:

"The most important factor in the success of any farmers' organization is the active interest of individual members. The cause of the death of practically every organization that has ceased to function can be traced directly or indirectly to the lack of the individual member's interest. Officers of the right sort may be able to maintain the influence of a farmers' organization for a time, but it is impossible for them to maintain it indefinitely. When members are not individually a vital part of an organization the officers soon become of no more force as officers than they would be as individuals. Strong *local units* are necessary to maintain members' interest in any large organization."

Very often enemies of co-operative marketing come along with falsehoods about the co-operative. With a strong local unit, such falsehoods can be exploded. Almost as often, there are some real defects in a co-operative that need correction. If the members come together in a local organization, they can consider such defects and petition for remedy. In almost every neighborhood, too, there are outsiders who ought to join the co-operative. If there is a strong local organization, ten times as

(*Continued on page* 40)

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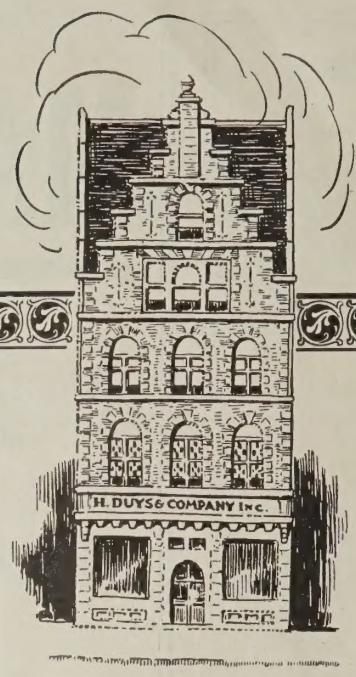
505-511 Canal Street **New York City**

Every American should know



Her name was MATOAKA
—not Pocahontas!

642880



New Crop Sumatra Tobacco

5200 bales bought at the first four inscriptions, suitable for Class A, B and C cigars.

Samples Now Ready

H. DUYS & CO., Inc.

142 WATER STREET
NEW YORK

American Headquarters for Sumatra and Java Tobaccos

Trade-Marks Filed

In U. S. Patent Office

The following trade-marks were published in compliance with section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

Ser. No. 158,822. The Diamond Match Company, Chicago, Ill. Filed Feb. 3, 1922.

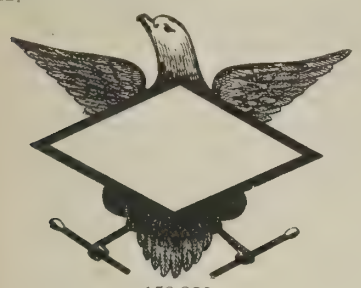


158,822

The particular description of goods.—matches. *Claims use* since Nov. 11, 1911.

* * *

Ser. No. 158,823. The Diamond Match Company, Chicago, Ill., Filed Feb. 3, 1922.



158,823

No claim is made for the exclusive use of the word "Matches" apart from the mark as shown on the drawing.

The particular description of goods.—Matches. *Claims use* since Mar. 22, 1921.

* * *

Ser. No. 177,075. The Diamond Match Company, Chicago, Ill. Filed Mar. 7, 1923.

BIRD'S EYE

177,075

The particular description of goods.—Matches. *Claims use* since April, 1905.

* * *

Ser. No. 177,076. The Diamond Match Company, Chicago, Ill. Filed Mar. 7, 1923.



177,076

The particular description of goods.—Matches. *Claims use* since 1912.

* * *

Ser. No. 177,077. The Diamond Match Company, Chicago, Ill. Filed Mar. 7, 1923.

COPPERHEAD



177,077

The particular description of goods.—Matches. *Claims use* since March, 1913.

* * *

Ser. No. 177,078. The Diamond Match Company, Chicago, Ill. Filed Mar. 7, 1923. Under ten-year proviso.

RED TOP

177,078

The particular description of goods.—Matches. *Claims use* since 1891.

* * *

Ser. 176,236. Western Tobacco Company, Inc., New York, N. Y. Filed Feb. 17, 1923.



Kohar

176,236

The particular description of goods.—Cigarettes. *Claims use* since Feb. 1, 1923.

* * *

Ser. No. 177,477. Otto Eisenlohr & Bros. Incorporated, Philadelphia, Pa. Filed Mar. 15, 1923.



177,477

The particular description of goods.—Cigars. *Claims use* since Apr. 2, 1921.

* * *

Ser. No. 176,723. Delacour Bros. Ltd. London, England. Filed Feb. 28, 1923.

BACHELOR

176,723

The particular description of goods.—Tobacco Pipes. *Claims use* since July 1, 1922.

* * *

Ser. No. 175,601. General Bakelite Company, Perth Amboy, N. J. Filed Feb. 6, 1923.

BAKELITE

175,601

The particular description of goods.—Pipes and Pipe Parts—Namely, Mouthpieces or Bits and Bowl Parts—and Cigar

(*Continued on page* 40)



How we feel about JOHN RUSKIN

Best and Biggest

The dealers' success—and ours—depends upon permanent trade. We'd both go out of business if we depended upon the fellow who shops around from store to store, from cigar to cigar.

Our first consideration, therefore, has been to make the John Ruskin Cigar so good that it will make permanent customers for ourselves and our dealers.

The record for "repeats" that this cigar has made proves that we have moved in the right direction. It holds the trade of every smoker who is seeking the "Best and Biggest" cigar on the market, at its price.

made by

I. LEWIS CIGAR MFG. CO.

Largest Independent Cigar Factory in the World

NEWARK NEW JERSEY

2 for 15¢

8 cents each

John Ruskin

BUILT BY HAND CIGAR

Webster Cigars

STANDARD FOR OVER FIFTY YEARS

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

Patterson Bros. Tobacco Corporation

OF RICHMOND, VA.



MATOAKA

BLUE RIBBON

SMOKING TOBACCO and MATOAKA CIGARETTES

Introduced May 1 on the national market

Jobbers and Dealers, Place Your Orders Now

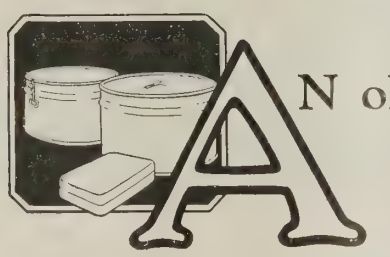
Exclusive Distributors Accepted in Open Territory on Liberal Plan

American Can

CONTAINERS OF TIN PLATE · BLACK IRON · GALVANIZED IRON · FIBRE

TRADE CANCO MARK

Would a better container sell more of your product?



AN old soap appears in new dress — a handy, individual, lithographed metal box. Shelled nuts are packed in cans, to retain their full flavor and freshness. A cooking compound is announced in a new sealed tin can — easy to open.

A better container in each case, adopted to help sales. It may be better keeping quality for the consumer, it may be added convenience, it may be improved appearance—more effective advertising values—it may be one or a combination.

Often an improved container lifts a product entirely out of its old price class.

Would a better container sell more of *your* product? Would it pay you? Ask us about it. We can give you advice based on experience; we can furnish the "better container."

American Can Company

When Wholesalers Talk About Retailers

By FRANK H. WILLIAMS

In many wholesale houses which handle tobacco the traveling salesmen of the concern gather around the salesmanager's desk on Saturdays and talk over conditions in the various territories where the house does business.

At these sessions the financial standings of the various retailers are discussed and other things affecting the success or failure of the retailers are brought to light. Shall a certain store be extended more credit? How can a certain firm be pepped up so that it will go out and get more business and keep out of the bankruptcy courts? Why is some other firm slipping?

These are some of the questions discussed by the salesmanager, the other executives of the wholesale house and the salesmen on Saturday mornings. Many of the things said at these informal conferences would give retailers an illuminating insight into the way the wholesalers consider them. And, undoubtedly, from these conferences the retailers themselves would be able to gain many pointers and ideas of immense value and benefit to them in their enterprises.

It is, then, with the thought in mind that if the average retailer could be present at one of the Saturday morning conferences in the wholesale house from which he buys goods, that he would get a lot of worthwhile pointers. And, as mighty few retail tobacco merchants ever get the chance of being present at such a frank and unrestrained meeting, a report of a typical meeting of this sort is presented in this article.

Imagine, then, the neat, cheerful, progressive office of the salesmanager of a wholesale tobacco house. Imagine seven or eight alert salesmen standing or sitting about the office. Imagine the salesmanager tilted back in his chair with his hands behind his head, the credit man of the house nearby and some of the other executives of the firm in the room.

And now, having the scene before your mind's eye, listen to some of the things said by the men in the room:

The Salesmanager—"Tom"—(addressing one of the salesmen)—"we've been wondering whether or not we better give any more credit to that man Smith in your territory. He's into us pretty deep right now and some of his bills are past due ninety days. And yet here you've sent us in another big order from him. Why isn't he paying up? Do you really think he ought to be given more credit?"

Tom Jennings—"Smith is all right. He's been hard up lately because he went in rather deeply on remodeling his store. But he'll come out all right. There isn't a harder working merchant in my territory than he is. He is on the job himself about fourteen hours a day and he makes a lot of friends and he puts on stunts that keep drawing more trade all the time. He's got the public coming and if we just give him a little time right now, he'll come through all right and pay up and we'll have a mighty good account. You see, some of the other houses are pressing him and if we're lenient with him now he'll feel mighty kindly toward us and that will make him give us the bulk of his business in the future."

The Salesmanager—"He has got a good location and good help and all that sort of thing?"

Tom Jennings—"He's got a peach of a location and since his store has been remodelled, he's got one of the very best stores in the territory. I don't know of any tobacco store in my entire territory that's got a better chance of making a lot of money."

Salesmanager—"He's got a strong friend in you, I'll tell the world."

Tom Jennings—"He sure has. He's always treated me right and I'll fight for him any day in the week."

The Salesmanager—"Well, this order goes through O. K. then. You know what you're talking about, of course."

The Credit Man—"Mr. Brown, here's this man Simonson in Clearwater in your territory who's letting all his bills run overdue all the time. He used to pay up promptly but recently he's been getting terribly slow. What's the matter with him? Is his business slumping?"

Salesman Brown—"Frankly, I'm worried about Simonson. He used to have a fine trade at his store. He's in a good section of the city and he used to have all the trade in his neighborhood sewed up tighter than a drum. But recently a new store opened up about three or four blocks away from him and is getting a quite considerable amount of the patronage that formerly came to his store. This has given him an awful grouch and he's been howling about the way his old friends are going back on him, which has made folks think he's yellow and which has driven them away from his store. If he wouldn't show he was hurt, and would spruce up his store and would start wearing a smile again, it seems to me that he'd get along all right. I've tried to tell him all this, but he simply won't listen to me."

The Salesmanager—"I've been noticing that Simonson was slipping. He used to be one of the very best accounts we had in that territory. I think I'll run up there this week and see if I can't straighten him out."

Salesman Brown—"I sure wish you would. He's a fine fellow when he isn't so grouchy."

The Credit Man—"There are a couple of accounts in your territory, Mr. Lee, that aren't doing as well as might be expected. That man Montgomery in Pleasantville is one of them and John Casper, in Monroeville, is another. What's the matter with them?"

Salesman Lee—"The big trouble with both of those men is that they aren't paying attention to business. Montgomery is trying to work some sort of a sideline—a mail order business, I believe. He's been at it for almost a year now and he hasn't made a cent out of it and I doubt if he ever does make anything out of it. He isn't in his store a quarter of the time and leaves the place to the clerks and, naturally, they aren't running it right. The store is getting dirty and shabby and is losing trade right along. If Montgomery only knew it he could make as much money out of his store as he'd ever get out of his mail order business if he'd simply get down to business and quit fooling around with outside things. John Casper is a young man who had all the pep and enthusiasm in the world when I first got on the job in my territory. At that time he was going big and had all the best trade in the town sewed up. Recently, however, he seems to have gotten tired of working and is spending most of his time in a pool room. Of course, no tobacco store owner can spend a great lot of time playing pool and also make his store go in the way it should. Which is the main reason why Casper's business is slumping the way it is."

The President of the Company—"This gives me the opportunity for asking a question which I am sure that you salesmen can answer. Why is it that a number of the tobacco stores in this territory aren't doing any more business now than they were one or five or ten years ago?"

The Concern's Star Salesman—"I think the main reason is that they haven't vision enough to see the big possibilities ahead of them if they operated their stores on a strictly modern, up-to-the-minute plan. Every now and then I find a tobacco man who is doing just about as much business as he was some years ago and who is, seemingly, entirely content with the business and who doesn't care much whether his business grows or not. Such merchants can't see that by investing money in equipment, fresh paint, modern show windows and so on, that they would be doing something which would mean more money to them in the future. It is the merchants who have a vision of the big things ahead for the tobacco stores whose business is growing fastest now. Such merchants are the ones who merchandise tobaccos on a strictly up-to-the-minute basis and it's no wonder, to

(*Continued on page* 40)

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

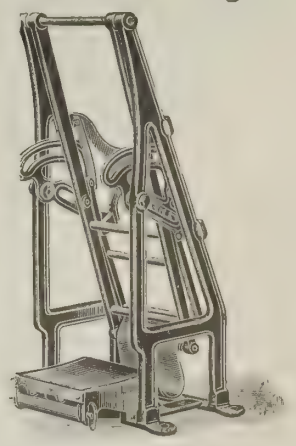
Mill-Factory and Main Office
NEW HAVEN, CONN.

-Salesrooms-

NEW YORK 25 W. 43rd St.
PHILADELPHIA 1215 Filbert St.
BOSTON 99 Chauncy St.

THE STANDARD BUNCH MACHINE

Will Cut Your Cost and Make Better Cigars



Patented

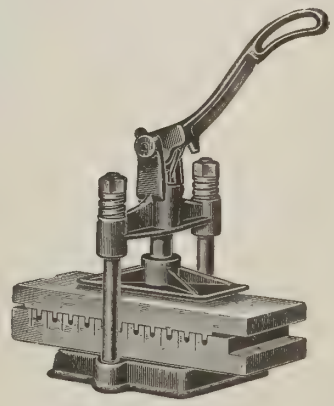
6,000,000 Cigars Daily

are made in the United States on the **Standard Bunch Machine.** Why not make yours on the machine that is used by the makers of the best and largest selling brands in the country. Put your cigars in the same class by using the **Standard Bunch Machine** which produces workmanship superior to hand work and makes a saving of 40% on Binders and 10% on Fillers.

Price $35.00 F. O. B. Detroit

Write us for particulars and free trial offer

THE STANDARD SHORT MOLD LEVER PRESS



Patented

Features No Other Press Has

When pressure is released, the handle will remain up and can be operated with one hand. With our specially hardened springs, this Press will give all molds a positively uniform pressing, taking care of variations of thickness of the molds, and pressing the entire length of the mold, insuring an even pressure to all the bunches. Our Press weighs but fifteen pounds and occupies less space than any other press on the market.

One Mold Size, Price $5.00 each
Two Mold Size, Price $6.50 each
Net F. O. B. Detroit.

Worthy of its name—STANDARD. Almost indestructible. Different in construction. The most pressing power with the least effort. Adjustable in a few seconds.

STANDARD BUNCH MACHINE CO.

3960 Chene Street
Detroit, Mich.



MOZART is an uncommonly mild cigar of Havana fragrance—beautifully made and ably supported by an uncommonly fine campaign of advertising.

Mozart belongs to the "Consolidated" family of

Better Cigars Better Known

◆

Sliding Shell Packs and Display Containers



For Five or Ten Full Size or Small Cigars.

This new and logical package will increase the sales of your cigars.

Smokers are showing a decided preference for it.

Let us submit a design for one or more of your brands. Drop us a line and without expense to you we will show you what can be done.



THE ROCHESTER FOLDING BOX CO.

Capacity, 10 Million Boxes a Day.

ROCHESTER, N. Y.

San Francisco Trade Conditions Continue Fair

No Threatening Clouds to Mar the Peaceful Progress—Distributors and Jobbers Show Optimism Over Situation—Small Manufacturers Are Less Cheerful.

SAN FRANCISCO, Cal., April 24.—Trade conditions still continue fair. Like April skies, there are a few clouds here and there, but not enough to be at all threatening. The retailers report that trade keeps coming a little better. The leaf houses are doing considerable business, though some of the small factories are complaining of having an up-hill pull. The distributors and jobbers, covering the ground in the most general way, are very optimistic over the situation.

A. C. Rhoades, 1193 Valencia street, reports that he is quite pleased with the run of business so far this year. Mr. Rhoades has his distributing office far out from the business center of the city, but he calls attention to the fact that the Mission District, as it is called, is the center geographically, and the center of population, with good street car connections with every part of the city. And he says that San Francisco is like New York. It started at one end and kept pushing up Manhattan island; so San Francisco started at the Ferry, and the retail center keeps pushing back toward the Mission District. But wherever it is, the cigar and tobacco distributing cars of the Valencia street tobacco house are in evidence in all parts of the city.

Handles Easy Sellers

Frank Tuchler, for Jos. Rinaldo Cigar Co., is making the territory south of Market street, has been piling in orders like a steam shovel in a sand bank. And it takes several trucks to fill the orders that he digs up. It is needless to say that he is more than pleased with the new brands he is jobbing. Charles the Great, San Felice, Palo, Detroit Hand Made, he finds them all easy sellers.

Dave Rinaldo, who has just been making the South Coast, finds that the rains have given a decided boost to trade through the rural sections.

Holding Spot Light

M. Peters, sales manager for S. Bachman & Co., reports that the San Joaquin Valley is hanging in suspense on the result of the refinancing of the Raisin Growers Association. All other business is holding its breath. The $40,000,000 a year crop of the raisin growers is certainly a big asset to the whole State. Business will boom there as soon as the new stock subscription goes over successfully.

From the Buckeye State

Among the visitors, Mr. Wemmer, of Diesel-Wemmer Co., is in the city talking San Felice and El Verso. He reports an excellent business clear across the country. Nick King, the Western manager, and Frank Fergus, the Pacific Coast representative, have joined him at San Francisco.

Chas. Knubel, representing the Salvador Rodriguez and Charles the Great, has been taking in the city as a part of his Western trip.

A Gotham Visitor

Louis Cahn, of the Consolidated Cigar Corporation, has been spending several weeks in the city, looking after the interests of the company.

Harold Horn, of the Golden State Leaf House, has been making the Salinas Valley, and reports that the rain made a wonderful difference in the orders to be taken. Mr. Montgomery is sending in some good orders from the Sacramento. The Golden State Leaf House is rejoicing in the receipt of some fine Southern leaf of excellent burning quality. They are shooting it out as fast as they can, to fill in orders that have been waiting.

Dave Horn states that some of the small factory fellows are having a hard time floating their personal brands, though this is partly due, of course, to the aggressive and gigantic advertising of nationwide brands.

Two New Factories and a Move

A new factory is that of Frank Schaaf, recently opened at 497 Guerrero street. Wm. H. Masters has also located a new factory in Hollywood, a suburb of Los Angeles. The Richmond Cigar Co. has moved to Oakland.

Sam Herzog, who was formerly in the business across the bay, has purchased the cigar stand at the corner of Mission and New Montgomery streets. He has added periodicals and various confections, and brightened up the place so that it looks like new. He seems to understand what it takes to draw trade.

Albert H. Coppuck has sold his stand in the lobby of the Wiltshire Hotel to Flora Kearfott.

M. K. Jones has sold his stand at 716 Kearney street to Emile J. Colson.

Joe Rinaldo reports that Max Cahn, who has a fine stand at 19 Kearney street, is putting in another splendid stand in the Palais Royal on O'Farrell street, and is featuring heavily the fine Charles the Great cigar.

Tony Becker, of San José, has sold his cigar stand to Nillie Danck.

Miss Margaret Watson has taken over the Montgomery Hotel cigar stand at San José, which she has enlarged and improved very materially.

Buys Gilt Edge

ALMOND, Wis., April 28.—C. W. Bowen has bought the Gilt Edge Cigar and Pool Hall from John Derubach.

From Motordom

Ike Blumenstein, of Detroit, Mich., blew into New York this week, and was welcomed by his friends in the leaf trade.

Barking Dog Cigarettes

In an article on Barking Dog Cigarettes, manufactured by the Barkmahn Co., Inc., of 1169 Broadway, New York, which appeared in last week's issue of TOBACCO, the prices were inadvertently quoted as twenty for thirty-five cents. While the cigarettes are undoubtedly worth that price, the package of twenty cigarettes really retails for twenty-five cents, as the article should have conveyed.

The Bachman Co. are endeavoring to locate an interesting story concerning an escapade of their advertising dog which appeared in a recent issue of the *New York World*, and will be grateful to any of the readers who can assist them in their search.

Manila Cigar Man Sails for Europe

Hi. Marx, head of the Marx Bros. Cigar Co. left New York, for Europe, on Wednesday. He goes first to Paris and then to Spain. His European tour will be all the more pleasant because it was unplanned. Mr. Marx came to New York from San Francisco, about two weeks ago, to make arrangements for putting La Insular brand to the front on the Eastern market. In San Francisco, the Marx Bros. Cigar Co. owns and operates very successfully a chain of Manila cigar stores. Incidentally, the company is a really important importer of Manilas. For years, in their stores which have a habit of increasing, Marx Bros. featured La Insular brands. The demand expanded into wholesale proportions. La Insulars obtained wide and enduring favor on the Pacific Coast. At times, La Insular factory was unable to supply all the cigars that Marx Bros. could handle. When the factory amplified its facilities to insure largely increased production, the Marx Bros. Cigar Co. promptly took advantage of the opportunity to obtain a bigger supply, constantly. It was decided to introduce the better La Insular sizes in the East. Accordingly Mr. Marx came to New York. With him came Jose de Acuna the general agent in the United States for La Insular factory. While here they negotiated one deal, the first shipment of which called for a million La Insular cigars. On being informed of what Marx and de Acuna had done, Major Carrion, the president of La Insular Cigar and Cigarette Factory, Inc., called an urgent invitation to them to come and visit him in Spain. Major Carrion, who is an aide-de-camp to King Alfonso promised the boys a most enjoyable time in old Madrid and elsewhere. Mr. Marx, at first was undecided but soon he made up his mind to go. Mr. de Acuna, who was married in New York on Saturday, will make the European trip his wedding tour. Sightseeing will be done in Paris, San Sebastian, Madrid, Granada, Barcelona, Malaga and Seville. Mr. Marx will return to New York on his way home to San Francisco.

Manila News

Louis Laks, of the Laks Cigar Co., at 99 John street, New York, is homeward bound from the Philippines. He went to Manila to make arrangements regarding territory and to obtain bigger shipments from the Germinal factory. Agreement being made, he left Manila April 27, and will be back in New York about June 1.

E. M. Elam, United States representative of La Minerva factory in Manila, is en route East from the Pacific Coast and expects to be in New York about May 7.

* * *

Joseph Schwartz, the erstwhile stogie King of Cleveland, was in New York, this week. He is handling a line of Manilas from the Oriente factory and says, of the better sizes, the chief difficulty is to get goods enough to meet the demands of customers.

* * *

H. Mueller, representing C. G. Wilson, Inc., Manila importers, at 24 Stone street, New York, is making a successful trip through the Middle West obtaining new business and repeat orders. C. G. Wilson, Inc., imports and distributes the output of La Conchita, La Prueba and Trinidad factories.

* * *

Sidney J. Freeman & Sons, importers and distributors of quality Manilas from the Flor de Intal factory are steadily developing business on the better sizes. The trade that they build up is there to stay.

* * *

J. M. Sharp, formerly with the Manila Commercial Co., is now on the salesforce of the Manila cigar department of Bowring & Co., New York.

* * *

E. Viegelmann & Co., owners of the Manila cigar factory represented in the United States by Determann & Co., at 132 Front street, New York, have incorporated their business and increased the capitalization.

* * *

D. Ochsman, proprietor of the Manila cigar store in Washington, D. C., reports that trade is growing steadily. In his store Ochsman features some of the more expensive sizes of Manilas.

* * *

One of the biggest shipments of cigars ever made anywhere was forwarded recently from Manila to Spain by Compania General de Tabacos de Filipinas.

Installed in New Offices

M. A. André, representative of the old-established firm of Aixala & Co., of Havana, Cuba, has moved into new offices at 196 Front street, New York. In conjunction with the offices is a warehouse on the street floor, large enough to store five hundred barrels or bales of tobacco. Aixala & Co. have recently entered the Porto Rican business, and have made some excellent connections.

Visits Leaf Market

Samuel Gates, of the Webster Cigar Co., Detroit, Mich., was a recent visitor to the New York leaf market.

From Pearl to Water

Kahn & Lowenthal, recently of 253 Pearl street are now located in commodious new quarters at 171 Water street.

In New Quarters

M. Rosenberg & Co., late of 147 Water street, are now installed in their new offices at 162 Front street.



Trade Mark Registered

BARKING DOG NEVER BITES
"Smoking Mixture"
and
Cigarettes

NOW IN POPULAR DEMAND
EVERYWHERE

THERE IS NO SUBSTITUTE

The Barkmahn Co. Inc.,
1169 Broadway New York



How to Plant and Grow Burley Tobacco

By S. M. DURHAM

The tobacco plant, unlike most all other plants, will pollenize itself. Were it not for this fact it would be almost impossible to maintain any pure strain of tobacco. While it pollenizes itself, yet it is one of the most susceptible to mixing with other vegetation. Thus nature enables us to hood the head and protect it from impure fertilization. The deterioration of tobacco in color, texture and spread of leaf is not so much the result of depleted soil, unfavorable climate and plan of cultivation as in deterioration in the seed. Many of the other crops are stabilized in various communities, but many varieties of tobacco are grown in the same neighborhood and by the farmers' plan of seed growing, though pure seed may be introduced into the neighborhood, it is only a short time till the crop becomes deficient in color and many other qualities, owing to mixture with the surrounding tobaccos.

Selection of the Bed

It is an old saying that where the snow melts first, brings earliest plants. It is equally true that more insects are likely to be found, as the larva deposit is more abundant in such places. Select loose, porous soil, protected from the east and north winds. The ground should be moist, yet well drained.

Clear everything, including stumps, shrubs, roots, large rocks, from the bed. A stump or a large root may be the wintering place of large numbers of insects to turn in on the early plants. Work the ground to a depth of three inches; pulverizing on top well before burning. Rake all loose matter well away from the ground to be burned.

Burning the Bed

Having laid out the width desired to burn, if logs are used, cut them two feet longer than the width of the bed to insure proper burning of the edges. Burn thoroughly and repulverize all the ground. A good fire should be kept from 40 to 45 minutes on any particular spot to destroy all seed in the soil.

In using the burner much depends upon every particle of soil receiving proper heat and proper distribution of the heated soil back on the bed. Much less heat will be required to prepare the bed in the fall than in the spring. If burning is done in the fall a convering of straw or fodder may be used which may be burned off at sowing time.

Work the ground 4 or 5 inches deep, thoroughly pulverizing it and when you feel it is ready, go back and work it three times more. Ditch it well around to keep out washes. Lay your canvas supports either of logs or planks. The larger the logs or wider the plank the better.

Take one heaping tablespoon of seeds and mix thoroughly with fertilizer, ashes or meal, and sow 100 square yards of the bed. Mix the seed in sufficient quantity of material to go over the bed three or four times to insure regularity.

After sowing rake the seed in lightly. If you sow in February do not tramp your beds, but March or April sowing should be tramped or patted.

Canvas the Beds

Select good canvas and put it on now. Don't wait a day. Our beds are usually 12 feet wide, four widths of canvas. Run a line of square topped stakes lengthwise through the middle of your bed, drive them 6 feet apart and drive them down until they stand 8 inches above level of bed poles. Stretch a wire on these stakes and lay your canvas on. This leaves the canvas higher in the middle than on the sides. This gives more space under the canvas to hold the heat, besides the slanting canvas will relieve it of trash likely to accumulate on it.

Here is where many fall down. Some sow beds and never see them again till transplanting time. Go to the bed once a week until the plants begin to come up, then two or three times a week. Well rotted manure or fertilizer in fair quantities should be worked well into the soil in sowing. When plants are in the square, dress again with well pulverized manure and continue at intervals of from two to three weeks until ready to set.

How to Fight Bugs

The main point is to see the first sign of insects. See that all holes in the canvas are closed. The agricultural station recommends many mixtures to use. We have used common fly powder, louse killers used for poultry, when these failed to rout them, we used 1 part of Paris green to 4 parts of lime which has usually done the work. These mixtures may all be dusted on the dry canvas and allowed to fall through.

Good land, plenty barn manure, small quantity fertilizer, a good strong plant set out early in well conditioned soil, all are required for a fine crop of White Burley. One acre of good White Burley is worth more than five acres of inferior. Plant no doubtful land in tobacco. Break your tobacco land as early as possible, break deep and close, then use shallow tools to work the surface. Disk or harrow in manure, mixing it well with the surface. A light dress of manure well worked in is much better than large quantities left on the surface to bleach. It is possible that land may work up too loose, in such cases a drag or roller should be used before laying off the rows.

How to Plant Tobacco

The number of hills per acre depend much on the land. Some sections of the state will bear 6,000 to 7,000 hills per acre. In some sections they should be limited to 5,000 to 6,000 hills to the acre. In case your land is laid off both ways you should lay off one way from 3 to 3¼ feet and narrowed to the other way.

If possible from the shape and lay of the land the wide rows should run as nearly north and south as possible as less ground and tobacco will be exposed to the sun. The best bed for the plant is in the prepared hill, though few take the time to prepare in that way. If fertilizer is used in the hill it should be scattered over considerable surface around the plant root.

Great care should be taken in the selection and handling of plants, either with the planter, stick or peg. In planting with the stick, the men often drop the plants and the boys use the stick and the result is a spotted tobacco field. Too much stress cannot be placed on getting a White Burley crop out early. Burn early, sow early, prepare the ground early. Keep the plants growing and get the crop out early. This gives you color, size and texture which always commands high prices.

The Young Plant

Run a little harrow through within four or five days after set to get ahead of filth.

If insects begin to eat little plants prepare a dust can filled with 1 part Paris green and 3 parts lime and dust the 4 outside rows all around, then every third row through the crop. Spotted inferior crops are often caused by these insects sucking and poisoning the little plants. You must keep your little tobacco clean and the top of the ground loose. If the hoe is necessary when the plant is small never pile the dirt to the plant, but draw as much as is safe from it. This plan will drive the roots downward to seek moisture and better prepare itself for drouth and heat later on.

No good crop of Burley tobacco can be grown without a solid stand. The ground must be covered and the most valuable leaves must be shaded. Missing hills let the sun in around the standing plants and make the fibers coarser and darken the color.

Strong, thrifty plants should be left on the bed for replanting. In case of a real bad stand we have replanted the hills with other quick growing crops to shade the ground. Backward plants can often be brought up by working manure or fertilizer around the roots.

Later Cultivation

When tobacco is laid off both ways we generally use narrow shovels the wide way, and run the harrow the narrow way. The long plows must run farther from the plants, each plowing to avoid the extending roots. The roots of a well developed plant extends to the point where the tips of the leaf point to the ground. So it is safe to run your deep plowing by the leaves. Tobacco can be plowed too much but the harrow is safe at all times. Keep harrowing as long as the leaves will bear without breaking.

Bud worms poison the plants and all the affected parts should be broken out at once and a sucker will soon develop into a large thrifty plant. Leaves stung by the chinch bug should be broken off. Plants bruised or broken down should be treated the same as bud wormed plants. Plants inclined to rust or french should be pulled up. Tobacco dying from root soak should have a deep furrow run through middle row. Pack the dirt close and hard around backward yellow plants instead of loosening soil.

"Topping" and "Suckering"

Tobacco should be topped as soon as the blossoms show well above the plant. Each plant should be topped according to its form and general development. Many growers top too high, shortening and contracting the leaf, lessening the weight and damaging the quality. Exceedingly rich land will bear higher topping than thin land.

The suckers should be kept off. Much of the growth of the tobacco will go to the sucker if left to grow. If suckers are carried to the barn on tobacco, they greatly retard the cureing, damage the color and many times induce houseburn.

The crop should be gone over at least once a week and oftener if possible.

Many years ago the worms were hand picked. Much of that work is relieved by the use of spraying mixtures. Here again we refer to the Agricultural Experiment Station bulletins describing the various mixtures and uses. Never spray just before a rain. Young tobacco will stand more spraying than that which is well spread and beginning to ripen. Better spray often and lightly than seldom and heavy. Worms carried to the barn on tobacco will eat many days and destroy much valuable tobacco.

Cutting and Housing

Here the crop is often made or lost. Don't cut when the humidity is high. Don't cut until it is well ripened. Don't cut when an east or north wind is strong, if forced to do so, windrow on ground till wind lays. If weather will permit and time and material can be had, scaffold your tobacco till thoroughly yellow.

Handle your tobacco carefully. Don't cut when wet from dew or rain. Don't carry tobacco exceedingly hot to the barn. Prepare to haul without bruising. Don't crowd your tobacco on a stick; put from four to five plants to the stick. The barn should be well closed on the north and east side and open on south and west. It should be built on high ground to avoid dampness and fog. The first cutting may be housed six inches apart on all the bottom tiers, after a few days raise this to the third tier and refill the bottom. Scaffold the next cutting and when this is ready to come in house up the first and second ties and fill in with the scaffold tobacco.

In housing each stick should have from eight to ten inches space and every plant should be left to hang clear. Housing each alternate room is a good plan if practical. This leaves free passage of air through the barn. Close barn in foggy weather. Hang sunburned or green tobacco in the sun.

Stripping the Crop

Much depends upon classing tobacco. Do not strip till well cured. Wait till the stalk is thoroughly black and the oil flows out to finish the back of the leaf.

Usually five grades should be made. First pull the ragged leaves at the bottom of the stalk for trash. Second, the next few leaves of thin texture for lugs. Third, the long bright leaf. Fourth, the heavier darker leaves for the red. Lastly, the tips or top leaves on the stalk.

Hands should be of good size to look well. The manufacturer does not like a very small hand as time is lost in handling and more loss is sustained in tie leaves. Hang each grade on separate sticks from ten to twelve hands on the stick and hang straight and close on tiers till bulking time. It is always best to bulk stripped tobacco on the stick. The same is true in hauling to market, if tobacco is not prized at home.

Marketing

We have been successful in securing good prices for our tobacco under the old plan. We feel we have a far superior plan through the association. Our advice is—get your tobacco in the very best order, handle it the very best, load it and carry it to the association warehouse, have it weighed and graded, and take your warehouse receipt home with you.

We offer our congratulations to all the members of the Burley Association and recognize each member a brother with whom we are working to better the condition of our country for our children.

Foreign Regie Question

WASHINGTON, D. C., May 1.—While definite plans have not yet been completed, officials of the Department of Commerce are going ahead with their preparations to make an investigation of foreign tobacco monopolies. The fact that such an investigation would be made just became public at the conference which Secretary of Commerce Hoover had with representatives of the tobacco trade last week.

The preparations have not yet gone far enough to know exactly what will be done, but it is known that considerable field work will be undertaken in the United States, and it is altogether probable that a couple of tobacco experts will be sent abroad to look into the situation from that end. Just how many additional men will be taken on for this work has not yet been determined. The department intends, it is understood, to make use of all of the material which is on hand and to utilize in so far as possible the present facilities of the Bureau of Foreign and Domestic Commerce, including consular officers and commercial attachés, who will be called upon to make special reports on specific monopolies.—LAMM.

Charged With Misbranding

WASHINGTON, D. C., May 2.—In a citation issued by the Federal Trade Commission, G. F. Hemler, of McSherrystown, Pa., is charged with misbranding cigars.

The Commission's preliminary investigation indicates that the respondent manufactures cigars and sells them under the brand name of "Tampa, Florida," and with the words, "All Havana Hand Made," on the box containing such cigars.

The Commission alleges that cigars so branded are not manufactured at Tampa, Fla., and are not made of Havana tobacco, and therefore respondent's acts deceive the public and are unfair to competitors who truthfully brand their cigars.

Thirty days will be allowed the respondent to make answer to the charges before a day is set for further hearing of the case.—LAMM.

From the Dynamic Center

John T. Woodhouse, of Woodhouse & Co., Detroit, Mich., was in New York last week end, studying conditions in the local tobacco market.



The fastest growing brand in America

BAILEY BROS., Inc., Winston-Salem, N.C.

Lawrence Barrett

Highest Grade Sumatra Wrapped Havana Filled Cigars



SIZES

Perfecto Fino - 10c
(4¾ inch thin Perfecto)

Invencible 2 for 25c
(Full size 5½ inches)

Majestic - 2 for 25c
(5 inch full Perfecto)

Vanderbilt - - - 15c
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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, MAY 3, 1923.

COMING EVENTS

T. M. A. Convention at the New Willard Hotel, Washington, D. C., May 16-17.

* * *

Convention of the Leaf Tobacco Board of Trade of the City of New York, in the assembly room of the Merchants' Association of New York, in the Woolworth Building, Monday and Tuesday, June 4 and 5.

SKETCHING THE STATISTICS

As published last week, internal revenue statistics supply proof of increased activity in the tobacco industry. The latest available reports, showing the production of cigars, cigarettes, tobacco and snuff in the United States, pertain to the month of March, 1923. Contrasted with what was done during the same month in the preceding year, the achievements of March, 1923, are worthy of study. Reduced to percentages, comparative statistics, on occasion, can be insignificant or deceptive. But, from the instances cited, anyone may see improvement in the cigar and cigarette business.

Showing a gain of 15.62 per cent., an actual increase of 30,064,788 cigars, Class C was the big winner, numerically. In Class C, the March, 1923 output was 222,253,613 cigars, compared with 192,458,825 cigars produced in March, 1922. As Class C comprises the "three for a quarter," the ten cent, the "two for a quarter" and the fifteen cent cigars, the real significance of augmented production immediately becomes apparent. In buying cigars, the average man does not go beyond Class C, ordinarily. Enlarged output of Class C cigars came in direct response to the demands of smokers.

Increased purchasing of Class C cigars, partly at least, is due to prosperity. In the cities and towns, practically everyone who cares to work can obtain employment. Labor is above par. Employers are hunting for more help. Mechanics command big pay. In many trades, earnings are larger. If a wage earner desires a good cigar, his inclination to buy is not so much restrained by inability to spend. Having money to spend, the workingman can indulge himself, if he feels like it, occasionally. In fact, the horny handed toilers are better fixed financially than the clerks and professionals who wear white collars as badges of servitude.

Of Class A cigars, the cigars that retail for a nickel each or less, the output of March, 1923, amounted to 215,550,898 exceeding by 16,460,153 the 199,090,745 Class A cigars produced in March, 1922, a recorded gain of 8.26 per cent. The increase in Class A confirms the story told more emphatically by Class C.

In Class B, a decrease of approximately three quarters of one per cent. was reported. Here the figures fail to tell all that actually occurred. Class B includes the cigars that retail for more than five cents and not more than eight cents each.

Though 125,900,180 Class B cigars were made in March, 1922, and a smaller number, 124,983,172, represented the output for March, 1923, the value of the 1923 production was greater, by far.

Because, formerly, in Class B production, many six cent cigars were comprised. Most of the six cent cigars were of brands not well advertised. Another handicap to their popularity was the consumer's dislike for the odd price. Produced by small factories, failing to receive extensive publicity, struggling against odds to gain recognition, the six cent cigars did not dominate Class B. They took a place of minor importance. In Class B, however, are a number of long established, strongly favored, widely known, constantly advertised brands of cigars made to retail at the rate of "two for fifteen cents." These cigars did not retrograde. On the contrary, they have gone ahead steadily. Their quality and distinction caused sales to be accelerated and production to be largely increased. Such brands today constitute the great bulk of Class B production. Consequently, the Class B output in March, 1923, was worth much more than the Class B production of March, 1922.

Backing up the supposition that bigger cigar sales are associated with the greater prosperity of workingmen, one may proceed to extremes. The package goods, the so-called little cigars are for smokers inclined to be economical of time and money. The March, 1923, output of little cigars was 49,954,700 just 9,580,860 less than the production obtained in March, 1922. At the other extreme, the cigars in Class E, representing the de luxe packings, the extra choice selections, the exquisite shapes, the finer sizes, the magnificent cigars prepared for epicures and others who will pay unhesitatingly the appropriate price for such enjoyment, also showed a decrease.

Class E cigars, tax paid in March, 1923, numbered 2,431,955, against 3,306,424, recorded in March, 1922, a decrease of 874,469 or 26.44 per cent. For this, who can give the precise reason?

Other facts, seemingly at variance with stated theories, are presented with statistics pertaining to Porto Rican cigar production.

Porto Rican cigars, in Class A, jumped from 3,569,350 in March, 1922, to 8,716,650 in March, 1923, a gain of 144.20 per cent. But Classes B, C and D, of Porto Ricans respectively exhibited decreases of 62.17, 53.56 and 62.8 per cent. For these variations, presumably, manufacturing conditions, more or less temporary, are accountable. The big and good tobacco crop now being harvested in Porto Rico is a factor that must be taken into consideration.

Of Manila cigars, American imports in Classes D and E are inconsequential. But, in Classes A, B and C, Manila imports are of great and growing importance. How much, the figures show. Strictly hand-made, all long filler Manilas in Class A took a leap from 8,659,840, in March, 1922, to 21,684,795 in March, 1923, an increase of 13,024,955 or 150.40 per cent. Class B Manila importations gained 18.31 per cent. and Class C developed a phenomenal augmentation of 498.27 per cent. Unusual values are given to Manilas because the Cagayan Valley is the most economical place in the world for the growing of good tobacco for cigar purposes. While many of the Manilas in Class A are of the variety denominated, sometimes, as "big sticks," various importers are more appreciative of the advantages of brand building. In Class A, shaped Manilas of dependable quality, superior cigars that go to the retailer for about $35 or perhaps more per thousand, are being favored. Job lotting is less encouraged. Class C Manilas, exemplifying fine workmanship and fabricated of notably mild tobacco, obtaining a demand that will endure. The knowing importers are specializing in quality merchandise. As a result, Manila business is expanding and becoming stabilized.

The increase of cigar production, the larger sales of cigars, this Spring, the fact that business has developed so, seems rather remarkable, despite the prosperity of the country. Things have not been easy for cigar manufacturers. Supplies of tobacco were lacking. Desirable tobacco of every kind has been high priced and hard to obtain. The Havana market has been bare for months. What good Porto Rican leaf there was, anywhere, was firmly held and practically unpurchasable by the manufacturer who needed tobacco. Even yet, nearly everyone is waiting to see what the new crops in Cuba and Porto Rico will be.

Compelled to pay extra prices for what tobacco they bought, unable to reduce other expenses of production, and obligated to keep up quality, cigar manufacturers have confronted conditions the reverse of satisfactory. Actually, as outputs prove, they have increased production while operating on a dangerously narrow margin of profit.

Inevitably, too, some of the sorrow has been passed along to jobber and retailer. Dealers' profits have been reduced. To most, the returns have not been entirely proportionate to the amount of business done.

Throughout the country, although larger cigar sales are acknowledged, the development of additional business has not deprived manufacturers and dealers of excuses for kicking.

The consumer has been the chief beneficiary and he is not fully appreciative of what has been done for him.

However, neither manufacturers nor dealers are greatly lamenting. Rather, are they looking forward, being assured of some betterment of conditions in the not too distant future.

Adequate supplies of desirable tobacco are promised to cigar manufacturers. Coming on the market soon, the new crops in Cuba and Porto Rico will affect the situation. Just what the prices will be, no one can say, surely, as yet. The probabilities are that, at most, prices will not be higher than they are now. Consequently, a little comfort is obtainable in that direction. And there are other things that cause cigar manufacturers and dealers to be hopeful.

What has been done, despite handicaps and obstacles, is assurance of success that may be even greater.

If, in their campaigns for bigger business, the numerous cigar manufacturers of the United States will be as wise, liberal and persistent in advertising as American cigarette manufacturers are, it is easily possible for ten billions of cigars to be made and sold in this country next year.

'TIS STRANGE, 'TIS PASSING STRANGE

Down in New York City, Guy Fitch Phelps, field secretary of what is known as the National Board of Temperateness, goes on record as saying that the Big Four of the fight against Prohibition is the Brewers' Association, the Distillers' Association and the motion picture and tobacco trusts. He adds that the Big Four boasts of a two-billion-dollar campaign fund. Apparently the wickedest trust in the bunch is the tobacco trust, which, as the good Mr. Phelps assures us, is "giving away mock cigarettes to school children to develop the cigarette habit."

The last indictment must be considered first, on account of its devilish gravity. If the tobacco trust is teaching school children to smoke by disseminating "mock cigarettes" among little darlings, the atrocity of that enterprise is equaled by its needlessness. We must confess our ignorance of this new satanic device. In our restricted wanderings, we have never happened to come across a mock cigarette. But the real point is here: Why should the tobacco trust squander ill-gotten gains on the gratuitous distribution of mock cigarettes when about nine

mile Americans out of every ten learn to smoke without any expensive encouragement of that kind?

According to the *World Almanac,* more than 50,000,00,000 real cigarettes are manufactured in the United States each year, or about 500 to every man, woman and child in the country. If figures do not lie, the present generation has been developing the evil habit without the aid of mock cigarettes. One would imagine from the returns that the cigarette people were sufficiently busy in catering to the regular trade without falling back on that mock cigarette expedient. But it must be so because Mr. Phelps, not being a smoker, never tells a whopper.

It is even more interesting to learn that the movie managers and the tobacco monopolists have chipped in on that two-billion anti-Prohibition fund. Our own observation, confirmed by statistics, is that the consumption of tobacco has increased since the Eighteenth amendment went into effect. The wayward man, when his toddy is cut off or hard to get, naturally smokes more. Here, too, one would suppose that the tobacco miscreants would be satisfied to let well enough alone. We can only explain their financial contributions to the anti-Prohibition cause on the theory that because it is wicked they insist upon helping it.

In movie circles the case is still more incomprehensible. The other day an ardent Syracuse Prohibitionist informed *The Herald* that he knows of many instances where men who formerly spent their money in saloons are now going to the motion picture theatres and taking their families. Aside from this personal testimony, which many will corroborate, it is an indisputable fact that the flush period of movie prosperity has been coincident with the operation of the Volstead act. But if Secretary Phelps is to be believed, the movie managers are so anxious to hurt their business by restoring the liquor trade that they are willing to pay handsomely for the attainment of that object.

All of which is decidedly mystifying. It is hard to tell which recent development is the most bewildering as a revelation of inscrutable human motives—that distribution of mock cigarettes, the contributions of movie men and tobacco trusts to the anti-Prohibition fund, or the attempt of John D. Rockefeller, Jr., through his agent, Mr. Fosdick, to circumvent William H. Anderson.—*Syracuse (N. Y.) Herald.*

CIGAR PRICES MAY ADVANCE

Higher prices for cigars are looked for by manufacturers who see mounting production costs eating into the margin of profit, though there is a rapidly increasing demand for their product.

Pooling of domestic crops by co-operative tobacco growers' associations in several states, higher prices for Havana and Porto Rican tobacco and for Sumatra leaf at the Amsterdam inscriptions, with increased wages, are the causes of increased costs.

There is a scarcity of good cigar leaf, binders and fillers. Sumatra tobacco, used for wrappers in the finer grades of cigars manufactured in this country, brings $1.50 more a pound than last year, says the *Wall Street Journal.* This is due to keen competitive bidding at inscriptions in Amsterdam and to limited supply of Sumatra leaf suitable for the American market. Binders are 25 per cent higher than in 1922, owing to a crop shortage in Connecticut and Wisconsin. Scarcity of good Havana leaf has boosted the price 33 per cent over last year.

FIFTEEN BILLION CIGARETTES

In the first quarter of the year 1923 fifteen billion cigarettes were produced, against ten billion in the same period of 1922, practically a 50 per cent increase. The heavy increase resulted no doubt from a combination of many reasons.

National consumption of cigarettes has increased at a faster rate than population since the cigarette first came into general use in this country, but the increases in consumption in the years since the war have been phenomenal. Part of the recent increase is due to the spread of the use of cigarettes among women. It is generally agreed that the woman who smokes cigarettes goes on acquiring more sisters month by month. Part of the increase may be due to the converts from the pipe and cigar, but these forms of smoke do not seem to have lost much ground; not enough to explain the major part of the cigarette gain.

Such a general tendency as is shown by the figures of recent years has its cause partly in the fact that the cigarette is thought the most convenient smoke for the greatest number of people. It is the urban form of tobacco, and is smoked largely by the constantly increasing urban population of the nation.—*New York Sun.*

KNEW WHERE TO FIND IT

Tobacco has never had a more staunch friend than the great English poet, Tennyson.

One time he was making a tour through Italy when, much to his chagrin, he discovered that his tobacco had given out. Can you guess what he did? Chances are you can't. For he packed up and went right home where the supply was limitless.

Some of Delights Derived from Cigarettes Poetically Portrayed

Smoking of a Favorite "Fag" Pleasantly and Rapidly Restores Tranquility—Men of All Classes Enjoy Its Very Soothing Influences — Renowned Clergymen and Famous Writers Numbered Among Staunch Supporters of the Little White Roll.

By DR. ARTHUR SELWYN BROWN

THERE is nothing that cheers a man so rapidly and pleasantly as the quiet smoking of a favorite cigarette. There is more soul ease and mental rest secured in that way than can be otherwise suggested. This is universally recognized and is the cause of the immense demands for good cigarettes the world over. Men of all classes have felt the agreeable influences of cigarette smoking. Generals, priests, poets, sailors and workmen, all pay homage to the cigarette. Locke, the philosopher, asserted that a cigarette was as essential as bread. Sir Isaac Newton could not read the stars clearly until he had smoked an after-dinner cigarette. Old Parr, the greatest smoker of his time, smoked cigarettes when he laid his pipe aside. Cigarette smoking appeared to furnish zest for his next pipe. Old Hobbes of Malmesbury, an early English philosopher, noted for his capacity for clear, logical thinking and exposition, was a devotee to cigarettes and the clearness of his mind is attributed to cigarette smoking. Bishop Burnet, another mighty smoker, more renowned today because of his worship of the pipe, than on account of his famous sermons and oratorical gifts, was often cheered by a dainty cigarette after a heavy pipe smoke. He found the lighter pleasures of the cigarette threw golden halos around his heavy pipe smoke clouds, and stimulated his thoughts to more beautiful imagery and developed his lyrical and poetical gifts.

Noble Army of Cigarette Smokers

Coleridge, Lamb, Byron, Campbell, Tennyson, Kipling, Hall Caine, Blackmore, Wells and a great array of other British authors belonged to the noble army of cigarette smokers. Coleridge was ever fond of relating stories about Charles Lamb's pranks and jokes during the glorious evenings they spent together smoking in the London inn where they were wont to meet and which is connected with the name of St. Charles forever. Lamb was an expert pipe smoker, but he was also fond of a cigarette and his friends said that his wit and spirits were livelier when smoking a cigarette than when he smoked a pipe. Pipe smoking made him contemplative but the cigarette promoted activity and made him most jovial and vivacious. How Charles would have laughed at the pun had Coleridge read him the following poem:

Mark Antony to Cleopatra

"I am dying, Egypt, dying,"
Softly fell upon her ear;
And she sighed and sighed and sighing—
Gemmed her cheek, a crystal tear.

"I am dying, Egypt, dying"—
Now she listened, grief-opprest,
While his flaxen curls were lying
Pillowed on her panting breast.

"I am dying, Egypt, dying"—
From her dream of grief she woke;
Then Mark whispered he was dying—
For a cigarette to smoke!

No figure in literature looms so sweetly as Charles Lamb's. He was a very lovable fellow who possessed rare wisdom, a sharp critical faculty, a delightful literary style and a tender, bright humor which moves us to smiles mixed with tears. A ripple of laughter ran through everything he said, wrote or did. Even oaths fell from his lips with a smiling gentleness and sweetness which made them pleasant to hear. He was extremely good company and was a true worshipper at the shrine of Lady Nicotine.

Here's a note by Lamb to Coleridge, written in 1803:

"What do you think of smoking? I want your sober, average, noon opinion of it. I generally am eating my dinner about the time I should determine it.

"Morning is a girl, and can't smoke. She's no evidence one way or the other; and Night is so evidently bought over, that he can't be a very upright judge. Maybe the truth is, that one pipe is wholesome, two pipes toothsome, three pipes noisome, five pipes quarrelsome and that's the sum out. But that is deciding rather upon rhyme than reason. . . . After all, our instincts may teach us best.

"When shall we two smoke again?

"Last night I had been in a quandary of spirits, in what they call the evening; but a pipe, some cigarettes, a little Port and King Lear (being alone) had the effects of solacers. I went to bed pot-valiant.

"Smokingly and Smilingly yours,
"Charles."

On Losing a Cigarette Holder

The reader will not be surprised that this master smoker was called upon by his friends for advice and consolation. Here, for ex-

ample is the way a poet addressed him after losing his cigarette holder:

Inconsolable

Why, tell me why that dauntless breast
  Is heaving to and fro?
St. Charles, St. Charles, I cannot rest
  Until you let me know!
It's worse than useless to conceal
  The anguish of my mind;
You little know how sad I feel—
  You couldn't be unkind!

Nay, ask me not! I dare not tell
  The secret of my grief;
And yet, perhaps, 'twould be as well
  To furnish some relief.
Then listen, friend, while thou art told—
  And foolish tears wander,
I've lost my old meerschaum and gold
  Cigarette holder!

Some day an enterprising cigarette manufacturer will immortalize Charles Lamb by giving his name to choice brands of the golden weed he so dearly loved.

Patron of Cigarette and Pipe

George Borrow, "Prince of the Open Road," like most noblemen, was a patron of the cigarette and pipe. His works do not tell us much about smoking, but he was too fond of the cheerful weed to restrain himself from referring to it occasionally. In Lavengro, for instance, he describes a radical who smoked heavily and was fond of arguing.

The custom of smoking proves valuable in solving and making friendships. If we could estimate the good done in this world by smoking and the presents of cigarettes and other smoking materials could be determined in money values, how stupendous the total would amount to!

The cheerful Borrow was like Charles Lamb in attracting the friendships and smoking companionship of distinguished intellectual men. Edward Fitz Gerald, translator of Omar Khayyam, was one of his old friends. Many a time they smoked together in the smoking rooms of the hotels Borrow visited for his lunch.

Notable Cigarette Smokers.

Lamb, Coleridge, Borrow, Swinburne and other celebrated smokers are generally believed to have lived before the cigarette era. That is believed to have begun in England in the early sixties. In 1870, Ouida, the novelist, wrote in *Puck* that: "In the most fashionable lounge, Bill Jacobs could lean against a rail, with a clay-pipe in his mouth, and a terrier under his arm, close beside the Earl of Guilliadesie, with his cigarette and monocle."

Ouida contrasts the old and the new; the clay-pipe with the cigarette, which only the elite then smoked. But she was referring to the great public. Smoking experts like Lamb and his companions had long before discovered the charms obtainable from cigarettes and were accustomed to making their own cigarettes. It was the factory made, paper-wrapped cigarette which took Europe by storm in the early "sixties." Andrew Lang, writing on the enchanted cigarette,—but when the writing begins and we tackle our projects, the enchanted disappears—then we find we have to till the soil, sow the weeds, gather the leaves, cure and dry them and then roll the sweet charmer. Dr. Mandell Creighton, Bishop of London, was at this time one of the mightiest cigarette smokers in Europe, who is said to have spent a fortune on rare cigarettes. His friends report that cigarette smoking made him very friendly, hospitable, chatty and devoid, apparently, of a care in the world. He liked to hear the:

Song of the Smoke Wreaths

Not like clouds that cap the mountains,
  Not like mists that mask the sea,
Not like vapors round the fountains—
  Soft and clear and warm are we.

Hear the tempest, how its minious
  Tear the clouds and heap the snows;
No storm rage is in our pinious,
  Who knows us, 'tis peace he knows.

Soaring from the burning censers,
  Stealing forth through all the air,
Hovering as the mild dispensers
  Over you of blisses rare.

Softly float we, softly bend we,
  Tinted from the deep blue sky,
Scented from the myrrh-lands, bend we
  Downward to you, ere we die.

Cigarette smoke brings sweet fancies,
  Sober thoughts with visions gay;
Peace profound, with daring glances
  Through the clouds to endless day.

Not like clouds that cap the mountains,
  Not like mists that mask the sea,
Not like vapors round the fountains—
  Soft and clear and warm are we.

Champions Cause of Smokers

Berton Braley is one of the greatest smoking champions America has produced. An inveterate smoker and fluent writer, his pen has often been wielded valliantly in the defense of tobacco smoking. Of course, he was provoked by the savage attacks of misguided and unbalanced individuals, to defend cigarette smoking. On one occasion he wrote as follows, speaking in the third person as the Oracle:

"'As a man of the world,' said the Oracle, rolling his tenth after-supper cigarette, I am aware there lies in certain quarters a prejudice against these dainty tubes; but as a scientist and a cigarette smoker, I believe it is my duty to defend the savagely attacked 'coffin nails.'

"'And in doing this, I shall disregard all the puerile accusations so often burbled forth in anti-smoking literature and anti-cigarette crusades, and expatiate only on the virtues of the "dude stick" as cracked-brain adversaries vapidly term it.

"'There come times in every man's life when a short smoke is a thing most avidly to be desired and secured, yet where a pipe might give offence and a cigar might be mistaken for a riotous extravagance. Why, then? Shall the hankering mortal continue to hank or shall he take the "makings," and roll a tube, or open a new package and inhale a few heaven-savoring whiffs? Surely the latter, for thus shall he save himself from the nervous grouchiness of self-denial, or the folly of a valuable cigar four-fifths wasted.

"'Then, for the man who rolls his own smokes, there is a certain pride of workmanship in creating them, self-laudation while he is "fussing" and filling in the weed, and the satisfaction secured when a nicely rounded cigarette is finally made.

"'When "She" with dainty, but unskilled, hands strives to roll a real cigarette for you, what smiles of absorbed anticipation and condescension are expressed on your face, and how ambrosial to the taste and aromatic to the nostrils is the limp and flattened amateurish product of Her endeavor? They force you to roll another with consciously unconscious ease and how mightily you swell up when She says: "Oh! how cleverly you do things! why, it looks just awfully easy, but I can't seem to make them at all!"

"'You proceed to tell her, of course, "It's just a matter of practice. I smoke so much that I have to keep an eye on my savings account and indulge in cigar store cigarettes only occasionally. In fact I believe I smoke too much, using this figure of speech as an excuse to exhibit the yellow smoke stains on your fingers.'"

A Great Burst of Eloquence

After a complete discussion of the pleasures of making your own cigarettes, Braley refers to cigarette smoking by women and waxes so eloquent that he finally rises into a great lyric outburst:

"The final canonization of the cigarette," he says, "and the most absolute demonstration of its esthetic value, is exhibited when it glows between the pearly teeth of a pretty woman.

"No Puritan I. Let the women be piquant, pert and pretty, let her be gowned in taking wise, and let her smoke the best Egyptians or Turkish with her monogram stamped on each in blazing gold, and I will fall down and worship. She will win my heart, my regards, my muse. It it please Her majesty to blow fragant beryllian rings and aureolize her beauty in an atmosphere of lovely smoke, I will respect her greatly, and if she waft graceful exhalations from temptingly pursed up lips and with a languorous deftness, I will proclaim her the apotheosis of the smoker."

"As the muse says, a little too rakishly, perhaps, in:

The Cigarette Girl

She hates conventionality,
  She's different from the rest;
She scorns a mere formality,
  She likes a piquant jest.

She knows a thing or two or more,
  You needn't say it twice;
Perhaps you've met her kind before,
  She's naughty, but she's nice!

Her feelings are devotional
  Toward Egypt's Turkish cigarettes;
Impulsive and emotional,
  She smiles and loves and smokes and bets.

She's played most every sort of game,
  And she doesn't take advice;
So everyone says—"But just the same,
  Though naughty, she's so awfully nice!"

There is'nt much satiety
  When you're around with her;
She's burning with variety,
  She's different, as it were!

Ah! let's toast her, patron saint
  Of cigarettes, so sweet and nice;
She's not demure, nor shy nor quaint,
  She's naughty—but, really, she's so nice!

"When this fine poem was recited the Oracle turned to his ash-tray and looked at the big heap of 'butts' piled on it, and turning to his friend remarked judicially:—

"'A cigarette is a perfect type of a perfect pleasure, it is exquisite and it leaves you unsatisfied. I'll roll another!'"

There can be little doubt that Braley felt sorry for those who waste so much time in crusading against cigarette smoking. Such people seemed to him to be trying to stop the earth from making its diurnal revolutions. While they cry out in shrill tones against the evils of cigarette smoking mankind, in ever increasing numbers, patronizes the seductive "smoke."

Solace in Solitude

Tennyson, you know, wrote one of his famous poems, "In Memoriam," at Showell Rectory.

Smoking his pipe incessantly, he eventually learned that the odor of tobacco greatly distressed the good rector. Tennyson might have done any one of many things—but with the peculiar patience of the true-blue pipe smoker, he took all his paper and his ink and his pens to the work house in the garden.

And there in the shed, where he could smoke in peace and write in glory, he finished this wonderful piece of work.

An Explanation

Cigar manufacturers don't name their brands after famous men and women as they used to, a wise retailer says. "You see, so many men don't live up to their reputations. Spanish names are in the ascendant again."—*Owensboro (Ky.) Messenger.*

Chicago Trade Showing Considerable Activity

The Tobacco Business Doing Its Share to Help the Windy City Maintain Its Reputation As a Progressive Trade Center—Changes and Improvements Noted.

CHICAGO, April 28.—Chicago is noted far and wide for its business life and action, and the tobacco trade is maintaining its share of activity. There are a few "specks" on the horizon, but they are not of sufficient importance to cause general concern. Business as a whole is really good and getting better.

Sky-Gazing

Capt. Cyril Turner, British air ace, woke up our natives this week with his "Hello Chi" and "Lucky Strike" cigarettes in smoke letters a mile high in the sky. He is here under contract with the American Tobacco Co., and after "sky-writing" here for a limited engagement, he will leave for other Middle West cities. People "sure" craned their necks to see this marvelous stunt.

Making Changes

The Cowan Grocer Co., 30 West Washington street, is closing up its fancy grocery department and will use this space by an addition to the restaurant, besides installing a large soda fountain. The cigar department, which is a big one, will remain where it now is, with C. Keffer in charge.

"Ye Pot and Kettle" cafe at 64 West Randolph street has been closed and is now in bankruptcy.

The General Cigar Co. has joined the moving crowd and closed up the store at Randolph and Dearborn street, which it operated for several years past.

Elias Condax, of E. A. Condax & Co., came in to say that their Chicago office moves from its location on Franklin street to Market and Lake streets. He also stated that on orders from New York headquarters, all his sales force has been let out and he will work the trade alone for the time being.

Blackstone cigar windows are now seen around the city. This leader of Waitt & Bond comes in 10, 2 for 25 and 15 cent sizes.

Gus Le Bolt, wholesaler, of Springfield, Ohio, closed this week with the William J. Seidenberg Corp., to distribute the Frat cigar in his territory.

Going around the Loop, one sees several Robert Bacon and Joan of Arc window displays. Al Spellman must be in town as it looks like his work. Grommes & Elson distribute both brands for the San Telmo Cigar Mf'g. Co. of Detroit.

Hillman's Department store has discontinued the cigar department. In former years it operated one of the largest tobacco departments on State street. Of late years, little attention was given to the tobacco and cigar end.

Blue Boar cigarettes have arrived. The American Tobacco Co. has just introduced this "English Blend." They retail at 20 for 25 cents. A neat display carton of 200 is seen on many show cases.

Sam Mosow of the Sioux Tobacco Co., large jobbers of Sioux City, Iowa, was a visitor at the Wm. J. Seidenberg Corp., Chicago office. They are the distributors of Virginia Lee for Northern Iowa and Southern Minnesota. While here, Sam also closed to represent the Pancho-Arango made in bond cigar, which they will carry in ten sizes.

Big Condax Window

The Rialto Cigar store on Clark St., near Randolph, shows one of the largest Condax cigarette displays that was ever placed in a window here.

B. Lyon, who has operated a cigar store at 126 North Wells street, has turned over his business to the Chicago Association of Credit Men, who are trying to sell for the benefit of creditors. Lyons owes around $7,500.

Zolla's Bankruptcy a Surprise

The announcement that D. M. Zolla, jobber at 370 East 26th street, had been placed in bankruptcy, came as a big surprise to the trade. Liabilities are said to be around $85,000 and assets $60,000. David M. Zolla is widely known here and for a number of years had a big business. Unsettled conditions and the heavy cost of operating with small profits are said to be responsible for the trouble. The trade hopes that David Zolla will be able to continue, as he has many friends here.

Jacob Rosenberg of Eduardo Gonzales & Co., Tampa, announced this week that Walter Woolfson is no longer connected with his firm and that the owners now are Eduardo Gonzales and Jacob M. Rosenberg. They manufacture brands that are very popular here and in the Middle and North West. Walter Woolfson will now devote all his time to the management of the Ryan & Raphael Cigar Co.

Wm. Bunting resigned this week as inside manager for E. P. Oakes. He has not as yet announced any new connection, but will remain in the cigar game.

Keeping Everlastingly at It

The Mozart newspaper advertising campaign keeps right up and the billboards all over the city are loaded with Mozart signs. The popular selling sizes are Perfecto Fino and Majic at 10 cents; Favorita, 2 for 25 cents; Universals and Invincibles, in foil, at 15 cents, and Vanderbilts, 3 for 50 cents.

Albert Worsch of the Worsch Cigar Co., St. Paul, was a recent visitor to Chicago. His Justrite 5 cent cigar has a big sale here, and is placed with the trade by Steele-Wedeles Co.

The Oppenheimer Cigar Co. of Saginaw, Mich., has closed with the Wm. J. Seidenberg Corp. to feature in all their stores Pancho Arango made in bond cigars.

Having Notable Success

Mort Hammer, representing Marcelino Perez & Co., spent several days in Cincinnati this week. Before he left here, he told of opening with C. A. Mitts, of Grand Rapids, with an order for 2,500 Tuval cigars, and of getting a repeat order within three weeks, for 48,000. Mort certainly is taking good orders this Spring.

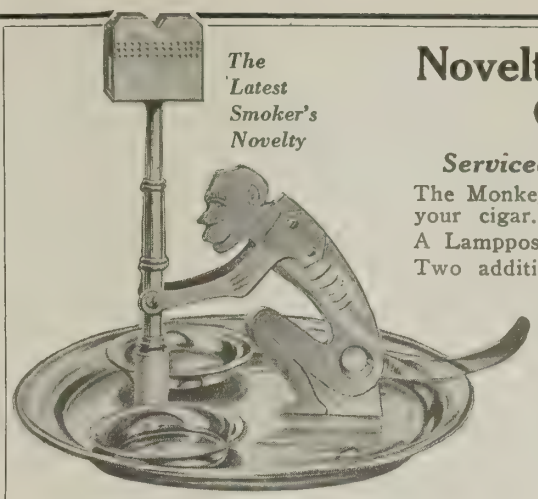
The Harmon Cigar Co. in the Adams Express Bldg. feature the Tampa Custom House cigar in a large window display.

Herman Bach, the Elks' Building cigarist, uses as his featured brands, La Palina, Pancho Arango, Perfecto Garcia and Jonathan cigars.

In the Public Eye

At the corner of 55th street and Cottage Grove avenue, on the entire side of the building has been placed one of the new El Verso cigar signs. This ought to please Walter Fleckles, the Deisel-Wemmer Co. representative, for it is one of the best transfer corners on the South side.

(*Continued on page* 40)



Novelty Smoker's Outfits

Serviceable and Artistic

The Monkey's tail clips the end of your cigar.
A Lamppost holds the match box.
Two additional ash trays on the large tray.
Entire outfit made of solid spun brass, nickel plated or polished. Highest grade workmanship thruout. Also the same in mounted tray stands.

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Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

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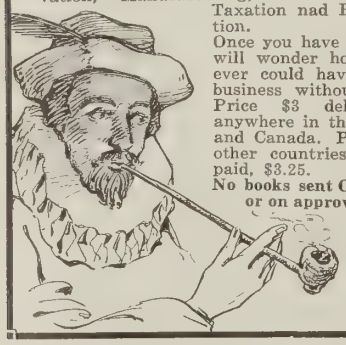
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THE TOBACCO LEAF PUB. CO., 140 Front St., New York

It Pays to Read Your Trade Paper *Every Week*

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.....	81	84
American Cigar Co., Pfd...	89	91
American Mach. & Fdy...	125	150
American Tobacco Scrip..	152	156
Bayuk Bros. Com.....	57	59
Bayuk Bros. 2nd Pfd.....	112	000
British-Amer. Tob. Co.....	20	22
Eisenlohr & Bros., Com...	71	73
Eisenlohr & Bros. Pfd. ...	95	105
Geo. W. Helme, Com., new	58	60
Geo. W. Helme Pfd.....	112	115
Hav. Tobacco Com.....	..	½
Hav. Tobacco Pfd.....	½	1½
Imperial Tobacco Co.....	20	22
International Cigar Mach..	55	60
Johnson Foil	80	100
J. S. Young Com.....	110	115
J. S. Young Pfd.....	105	110
MacAndrews & Forbes Com.	136	139
MacAndrews & Forbes Pfd.	99	101
Mengel Co. Com.....	31	33
Metropolitan Tobacco	80	105
Patterson Bros.	15	16
Philip Morris	16½	18½
Porto Rican A. T. Co.....	77	82
Porto Rican A. T. Scrip..	80	..
R. J. Reynolds "A".....	115	120
Schulte Retail Stores.....	91	92
Schulte R. S. Pfd.....	116	122
Tobacco Prod. Export....	5½	5¾
United Cigar Stores.....	175	210
Universal Leaf Com.....	111	114
Universal Leaf Pfd.....	99	101
United Profit-Sharing	5¼	5¾
U. S. Tobacco Com.....	54	55
U. S. Tobacco Pfd.....	105	110

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	142½	145
American Snuff Pfd.....	95	100
American Sumatra	27½	28½
American Sumatra Pfd....	...	60
American Tobacco	150½	151¾
American Tobacco "B"....	150	151
American Tobacco Pfd....	101½	101¾
Consolidated Cigar	29½	30
Consolidated Cigar Pfd....	77	78½
General Cigar	85¼	86
General Cigar Deb. Pfd...	105¼	109½
General Cigar Pfd.....	107½	110
Liggett & Myers.....	190	209
Liggett & Myers "B".....	191	205
Liggett & Myers Pfd.	112	113¼
Lorillard, P.	159	160
Lorillard, P. Pfd.....	114	114½
Tobacco Products	56½	56¾
Tobacco Products Pfd.....	108¼	109¾
Tobacco Products "A"....	80⅝	80¾
United Cigar Pfd.....	110½	115
United Retail Stores	79	79½

A Capital Decrease

Chicago, April 28.—The Vernon Cigar Co. has decreased its capital stock from $35,000 to $5,000.

R. J. Reynolds Tobacco Co.

Continued strength and activity in R. J. Reynolds Tobacco "B" common, which recently sold to a new high record of 66⅜, reflects steady increase in business and earnings, and improved prospects for an increased return to shareholders.

At its recent high this issue had more than made up the 33⅓% stock dividend which came off last December. Following payment of this dividend the shares, which had been selling around 63, sold at 43⅞, making appreciation since then nearly 23 points, or more than 50%.

Reynolds has outstanding 400,000 shares of common and 2,800,000 shares of Class B common, both $25 par. Common held by officers and employees is entitled to share in special distributions and therefore commands a substantial premium over Class B shares. On the basis of 66⅜, the outstanding common capitalization of both classes has a market value of $212,400,000.

At its current level, R. J. Reynolds B, which pays 75 cents quarterly, is selling to yield around 4½% and is apparently discounting the possibility of the management being more generous with shareholders.

It is estimated earnings in 1923 are running considerably above 1922 when net after taxes was $20,479,000. This was not only the company's biggest year, but the largest total reported by any domestic tobacco company in the history of the industry. It was equivalent to $5.96 a share on the 3,200,000 shares of both classes of common. There is every indication that Reynolds will outstrip last year's record.—*Wall Street Journal.*

Applies for Charter

Nashville, Tenn., April 28.—The Caney Fork Tobacco Works, with a capital stock of $50,000, recently filed application for a charter of incorporation with County Register West H. Morton. The incorporators are H. E. Morrow, John B. Glenn, Douglas Henry, E. R. Harrison and T. G. Garrett.

To Issue New Stock

Philadelphia, April 30.—Public offering of additional 7 per cent preferred stock of Bayuk Bros., Inc., will be made shortly by a group of New York, Boston, Philadelphia and Chicago bankers. A substantial amount has been acquired by the company's present stockholders. The company is one of the largest American manufactturers of cigars.

Blake Bros. & Co., John Nickerson & Co., S. B. Lewis & Co., of Philadelphia, and Howe, Quisenberry & Co., Inc., of Chicago, are offering at $100 per share and accrued dividend the new issue of $2,000,000 Bayuk Bros., Incorporated, first preferred stock. The shares will be entitled to cumulative dividends of 7 per cent per annum and an additional 1 per cent in each year in which the common stock shall receive more than $4 per share.

The entire proceeds of this issue are to be used to retire all outstanding old 8 per cent first preferred for the reduction of current liabilities and to provide additional working capital. Application will be made to list the present issue on the New York Stock Exchange.

Imperial Tobacco Co. Bonus

London, April 24.—The Board of Directors of the Imperial Tobacco Company of Great Britain and Ireland has decided to give its shareholders a bonus. Imperial directors propose to distribute one new £1 share for every three shares held by shareholders. As the issued ordinary share capital is £22,472,658, this means the bonus will be equal to £7,490,886. To make this distribution part of the reserves will be capitalized.

The company's last balance sheet, which was made up to Oct. 31, 1922, and issued in January, showed the total of share premium and general reserves was £12,000,000, so that the company will still hold a large reserve after the bonus is distributed. The net trading profit for last year was £7,194,556, and the dividend was 22½ per cent, tax free.

May Buy Canadian Company

A news item from Toronto, Ont., to the *Wall Street Journal*, says: "Howard S. Ambrose, president, Tuckett Tobacco Co., Ltd., admits that negotiations are on for the purchase by his company of Tobacco Products Corp. of Canada, Ltd., but says that details are incomplete."

American Snuff Co.

At the annual meeting of American Snuff Co. the directors were re-elected. At a subsequent organization meeting officers were also re-elected.

United Cigar Man in a Big Coney Island Lease

A lease involving 75,000 square feet along the new Coney Island boardwalk, to the Coast Holding Company at an aggregate rental of $3,000,000 for twenty-one years, was announced Monday, and later George J. Wise, vice-president of the United Cigar Stores Co., who is also treasurer of the Coast Holding Co., disclosed that the negotiations had been handled by the law firm which includes Borough President Edward Riegelmann and Harry J. Rosenson. Mr. Rosenson is secretary of the company and George J. Wise, a real estate dealer, of 522 Fifth avenue, president. Borough President Riegelmann is credited largely with the building of the new boardwalk.

"The United Cigar Stores Co. has nothing whatsoever to do with the Coast Holding Co.," said Mr. Wise, who explained that he was the only tobacco official connected with the Coney Island enterprise.

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Blue Boar Cigarette Sales Plan

The American Tobacco Co. is inaugurating a new sales plan on Blue Boar Cigarettes, in connection with which it is sending to the trade the following announcement:

To Give $150,000 to the Trade

"If you are a Retailer, here is your chance for the easiest, quickest, cleanest dollar you ever made. All you need is a showcase and the new display carton of Blue Boar English Blend, the American Tobacco Co.'s latest brand of cigarette.

"Of course, you have the showcase. And of course you are going to jump at the chance to have this new brand right up in front because, as the company points out, you sell Blue Boars for 25 cents a package and make more profit than on cheaper brands.

"How do you get the dollars? Here's the way. The minute you get your shipment of Blue Boar Cigarettes from your Jobber, open up the attractive display carton (ten packages) and set it out on your showcase. A Division Manager of the American Tobacco Co. walks into your store, sees the carton displayed, and hands you a crisp one dollar bill.

"There's the whole thing, and no strings to it. You perform a service that costs you nothing, and which in itself is a profit-maker, and get a nice extra slice of profit.

"Every day all over the United States, Division Managers of the American Tobacco Co. are calling on the Retailers in their respective territories. One of them may be in your store today, or within the week, or perhaps later, there is no way of knowing. If he comes in and doesn't see the carton on your showcase, he is going to be sorry (and so are you). But all he can do is to say so, to urge you to use your opportunities, and come back some time, if he can.

"But not very many live dealers are going to take any chance on missing such an easily earned dollar. They're going to be ready for the first visit.

"Blue Boar Cigarettes have started with a rush, on account of their own exceptional merits, and on account of this strikingly liberal feature that rush will become a riot. When you figure what each Division Manager will give away a week to merchants who are on the job, you can see where the whole $150,000 will go out pretty fast.

"We are informed that this introduction plan has a six months' limit, but if we know the trade, we don't believe the money will be allowed to last that long. So if you are a Retailer, get ready for your share of these one hundred and fifty thousand clean, crisp one dollar bills. There's nothing to stop you."

New Cigar Factory

CLARKSBURG, W. Va., April 28.—M. F. Suarez, of Grasselli, announces the opening of a cigar factory. Cigars are to be hand-made in several sizes, Havana and Porto Rican tobacco being used.

Wisconsin Crop Outlook

The cold, unseasonable weather still continues, holding back all farm work that should be well under way at this date. Added to an extremely late spring in many cases is the shortage of farm labor. While state statistics give the condition of farm labor as 83 per cent of normal, as a whole, in many sections it is considerably more, while in others less. In some instances portions of farms will be seeded down this season for this reason. However, with the present bright prospects for a good market, it is not likely that any tobacco fields will be abandoned this year. Indeed, all indications point to a full normal acreage as practically certain with an increase quite probable.—*Edgerton Reporter.*

To Stock Men's Furnishings

INDIANAPOLIS, Ind., April 28.—T. R. Lewis is the new owner of the cigar store at 37 East Ohio street. He is to put in a stock of men's furnishings.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign.
Demand....4.63¾ Cables.....4.64

FRANCE—Par 19.3 cents per franc.
Demand....6.74½ Cables.....6.75

ITALY—Par 19.3 cents per lira.
Demand....4.88½ Cables.....4.89

BELGIUM—Par 19.3 cents per franc.
Demand....5.82 Cables.....5.82½

GERMANY—Par 23.8 cents per mark.
Demand..0032⅞ Cables...0032⅞

AUSTRIA—Par 20.3 cents per crown.
Demand..0014⅛ Cables...0014⅛

DENMARK—Par 26.8 cents per krone.
Demand...18.80 Cables....18.82

GREECE—Par 19.3 cents per drachma.
Demand.... 1.20 Cables.....1.23

HOLLAND—Par 40.2 cents per florin.
Demand...39.09 Cables....39.13

HUNGARY—Par 20.3 cents per crown.
Demand..0182 Cables...0182

NORWAY—Par 26.8 cents per krone.
Demand...16.96 Cables....16.98

SPAIN—Par 19.3 cents per peseta.
Demand...15.28 Cables....15.30

SWEDEN—Par 26.8 cents per krona.
Demand...26.68 Cables....26.70

SWITZERLAND—Par 19.3 cents per franc.
Demand...18.09 Cables....18.10

CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.

Hongkong—
Demand...55.375 Cables....55.50

Peking—
Demand...79.25

Shanghai—
Demand...75.38 Cables....75.50

PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.
Demand...50.00 Cables....50.25

JAPAN—Par 49.8 cents per yen.
Demand...49.00 Cables....49.125

ARGENTINA—Par 42.44 cents per Argentine paper dollar.
Demand...36.45 Cables....36.50

BRAZIL—Par 32.45 cents per paper milreis.
Demand...10.70 Cables....10.75



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For Gentlemen of Good Taste



The Nation's Choice
For a Quarter of
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GUM TRAGACANTH
Special Grades for Cigar Manufacturers
PERFECT CIGAR GUM (Powder)
RICHO POWDERED GUM (3 Grades)
GENUINE SPANISH LICORICE (Powder & Extract)
RICHO LABEL PASTE (Powdered)
F.E. RICHARDSON & CO., 114 JOHN ST., NEW YORK, N.Y.

ROBERT SCHUBERT CO., Inc.
SUMATRA and HAVANA TOBACCO
124 Maiden Lane (Nr. Water St.), N. Y. Phone John 3147

MANUS, MULLER & CO., Inc.
152 WATER ST. (cor. Maiden Lane) NEW YORK
Importers of SUMATRA and JAVA TOBACCO



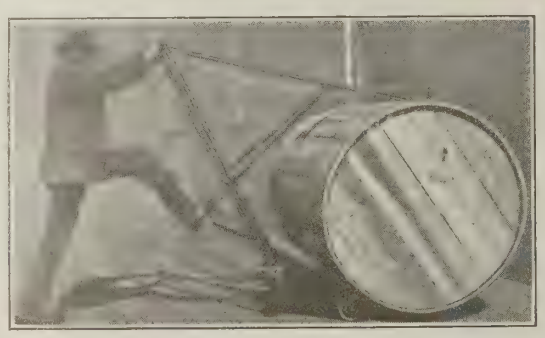
Says One Of Our Users:—

"Anybody who knows anything at all about curing tobacco can handle this furnace successfully." Quite right!

And we also agree with him that the JOHNSON PATENT TOBACCO CURING FURNACE "saves more than one half the wood and is the finest thing for curing tobacco." If you're a tobacco grower we want you to have one of our catalogues—it's sent for the asking.

Southern Iron & Steel Corporation
Winston-Salem, N. C.

ONE-MAN TRUCK



Saves
Labor
Tobacco
Hogsheads
Floors

Users Throughout the World.

Sold Only by
WATKINS & HARVEY DANVILLE, VIRGINIA

RED EDGE WOVEN | STANDARD WOVEN | CABLE CORD VULCANIZED
CIGARETTE BELTS
Manufactured by
SOUTHERN ENDLESS BELT CO.
PETERSBURG, VA.

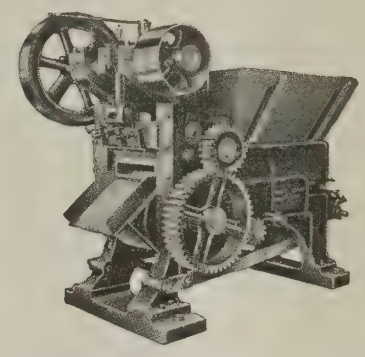
Supplying the trade for eighty-three years
LICORICE
EXTRACT POWDER ROOT
Laurel leaves, Deer Tongue, Lavender Flowers, Slippery Elm Bark, Star Anise, Orange Peel, Angelica Root, etc.
PEEK & VELSOR, INC.
76 William St. New York, N. Y.

Get the Trade News from Tobacco

THE QUESTER CUTTER
FOR CUTTING ALL KINDS OF TOBACCO

CAPACITY 4,000 LBS. TO 10,000 LBS.

"THE ONLY MACHINE THAT WILL STAND UP AND DO THE WORK"



THE LEADING TOBACCO CUTTER

Write for Prices

BRIGGS-SHAFFNER COMPANY
FOUNDERS AND MACHINISTS
MACHINE WORK OF ALL KINDS WINSTON-SALEM, N. C.

Cleveland Business Conditions Continue Good

No Complaints Are Heard—Shipments Coming Through on Time—Collections, Which Have Been Good, Are Now Even Better—Cigarette Situation Only Discordant Note.

CLEVELAND, Ohio, April 28.—Business conditions in this section continue to be of the best. No dealer has been heard to complain of the way things are going with him or his neighbor. Shipments have been coming through on time and dealers can now, with some degree of certainty, expect their orders to be filled and on time. No dealer can sell goods and expect to repeat on his orders if he hasn't the goods on hand to fill them with, and it is all for the best that manufacturers of most of the better selling brands can hold up their end and send through their products on time. Collections are also coming along, even better than they have been some time, although a steady improvement has been noticeable in this essential of a paying business. The only phase of the situation that offers any room for improvement is the cigarette situation. This is not of the best and continued price cutting does not improve matters any. Dealers have not been paying as much attention to this end of the game as they should and probably will let things just about slide along on the matter of this poorer paying proposition.

Baseball Teams Swing Into Action

With the joyous cry of the "ump" of "Play Ball," the local baseball team swung into action the other day against its foe from Chicago. The baseball season, with fine weather and sporting atmosphere, is well liked by cigar men. It means not only an increased business, in most cases but an outside interest that makes life just that much more worth living. Incidentally, many cigarists were absent from their customary places behind the counter and might, perhaps, have been spotted in the grand stand out at Dunn Park on opening day.

Van Gets Back

Van B. Winters got back just the other day after a very enjoyable and successful business trip through the state of Indiana. Van has La Palinas humming all through his wide territory.

Bucyrus Enjoys (?) Blue Sunday

Residents of Bucyrus near here, had a very "delightful" time last Sunday at their first "Blue Sunday" celebration. Everything was shut down as tight as a clam, not even the bootblacks being allowed to ply their trade. Cigar stores also came under the edict and not a cigar or a cigarette could be seen. Moving pictures having recently received the benefit of a common pleas court ruling restraining the mayor and the police force from interfering with their operation, remained open as usual, a somewhat joyous contrast to the rest of the proceedings.

For Anndoras

We had with us the past week M. M. Wilson, pushing Anndora cigars. The P. G. Vincent Co. distributes this brand in this territory and sees to it that every desirable location in town has them in all sizes.

Lease Union Club Stand

It has been announced that Faber, Coe & Gregg have completed arrangements whereby they are to operate the cigar stand in the Union Club. This stand does a remarkable volume of business and all quality clear Havana lines go over in fine shape here.

On All Six

Dan J. Lawrie was here last week in the interests of Yellow Cab the fast travelling two for fifteen cent seller of the McKee-Marks Cigar Co. The A. D. Goodman Co. distributes the Yellow Cab in this territory and has this brand hitting on all six and travelling far over the speed limit.

Campaigning Detroit Hand Made

Tom McDonald, local booster for the Mazer Cigar Co., is inaugurating a big advertising campaign on Detroit Hand Made cigars, and assisted by Harry Wise, of the Baer-Wolf Co., distributors for this section, has put this brand over in fine shape through here. Akron has been the scene of action where these two hustlers have been demonstrating the effect of their activities for the past weeks, and the big increase in sales, according to reports from the Rubber City, bears witness to their fine work.

United Gets New Locations

The United Cigar Stores Co. has secured the rights to two very fine locations here. These are at Fourth street and Prospect avenue, and at Ninth street and Prospect. Both of these locations are in the heart of the downtown business section, and should add to the United standard through this way.—HERB.

Returns from Amsterdam

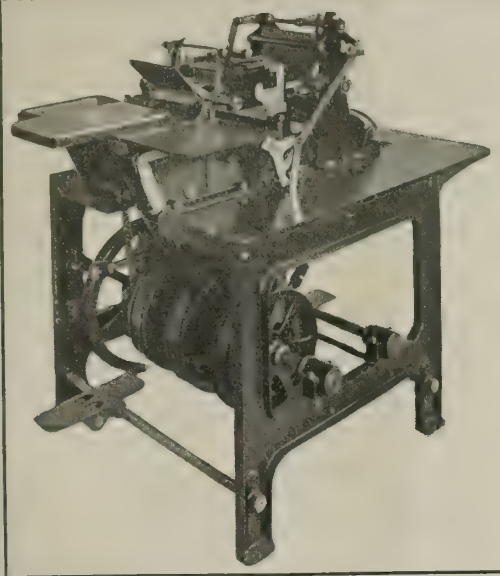
Rodney Smith, of Hinsdale, Smith & Co., who has been attending the inscriptions at Amsterdam and Rotterdam, returned to New York last week on the Cunard liner *Aquitania*. His father, E. H. Smith, is staying in Holland to represent his firm at the remaining inscriptions.

Crossing the Road

Herzog & Sarluy, importers of Sumatra and Java leaf, are removing from 146 to 147 Water street, in the near future.

To Open Factory

LADYSMITH, Wis., April 28.—Grover C. Gossage is to open a cigar factory here.



Why not make your bunches with this

AUTOMATIC LONG FILLER

BUNCH MACHINE

Two inexperienced girls can soon learn to operate this machine. One feeds the filler, the other the binders and the machine does the rest.

Gives you uniform work with unskilled labor.
Greater production and attractive savings in cost.
Easily adjusted to make light or full bunches.
Substantial construction gives long life.
Easy and inexpensive to operate.

Catalogues and any particulars upon request

COLWELL CIGAR MACHINE CO., Inc.
131 Washington Street, Providence, R. I.

Detroit Maintaining a Very High Scale of Wages

Cigar Industry Feels Effect Big Pay Envelopes—The Dynamic City Fairly Hums With Business Life and Activity—Cut-Raters Moving from Downtown—Trade News and Notes.

DETROIT, Mich., April 28.—As concrete evidence that Detroit is enjoying a period of real prosperity, read the following:

With but a single exception, Detroit is paying a higher wage for common labor than is paid in fifty of the largest manufacturing cities in the country, and, with the exception of three cities, the highest wage for all around mechanics in manufacturing industry, according to the Detroit Employers' Association, whose report was made public yesterday.

This affects the cigar industry. The report shows that common labor in Detroit is paid from 45 to 50 cents an hour; while in only one other city of the fifty embraced in the report is the average wage more than 40 cents. The exception is Rochester, N. Y., where the average is 55 cents an hour.

The weekly labor barometer issued by the Employers' Association shows that a total of 226,828 persons were employed by the 79 firms holding membership in the association, which means, according to the barometer, that there are between 300,000 and 325,000 persons employed in Detroit industries, as there are approximately 100,000 persons on the payrolls of the firms that are not affiliated with the association.

Today, there is no doubt in the minds of serious students of business conditions, that industries here have regained past records of business activity, and that 1923 is to be the banner year for the dynamic city.

Trade Topics

Jim Williams, representing A. Amo & Co., spent the past week in Detroit introducing La Amo cigars to smokers in the motor city. Jim is working through Berdan Co. of Toledo and is having a very fine success, judging from the "flock" of orders he carried away with him.

Tilford cigars are being featured by leading dealers throughout the city this week, with attractive window displays.

Harry Segal, one of Detroit's foremost cut-rate cigar merchants, has purchased the Porter Drug Co.'s store on Gratist avenue, and will move his entire stock from his present location on Monroe avenue to the new stand. His lease has expired, and the building has been sold.

Billy Whalen, another cut-rater, is also forced to move. This action eliminates two of Detroit's biggest cut-raters from the immediate downtown section, and we trust will eventually eliminate them from the game entirely—that is to say we hope that there will not be any more cutting of prices.

Dan Manheimer, representing the Imperial Cigar Co., of Lancaster, Pa., was a visitor this week. W. B. McBurney, of the Juan Ovarez Cigar Co., of New York, was also a visitor.

Matt Behrman, for the past five years with the sales force of the San Telmo Cigar Co., severs his connections with the above-named concern next week, and will, in future, cover the state of Michigan, outside of Detroit, for the Mayer Cigar Manufacturing Co.

Howard Piel, in charge of advertising for Bayuk Bros., returned to Detroit recently from a week's trip to Saginaw and Bay City, Mich., where he directed a campaign on Mapacuba cigars. Howard reports that Bayuk Bros.' products are showing the proper speed throughout the state.

Sam T. Gilbert, president of the Webster Cigar Co., reports that the factory is still considerably behind on orders for Webster cigars, despite the fact that the new addition to the main plant on Grandy avenue has been in operation for over a week.—JIM.

Glass Cigar Box Covers

Highest Quality - - Lowest Prices

Our Style D Suits the Purpose

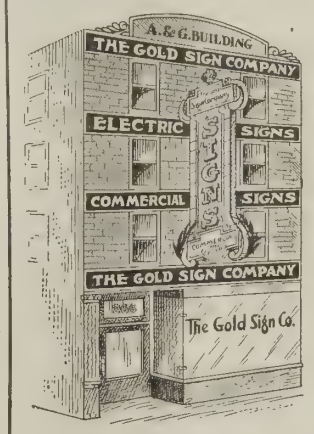
100 ..... 15 cents each
250 ..... 14 " "
500 or more ..... 12 " "

Includes Printing on Glass or Metal.

Choice of Five Colors. Send for Sample.

GEBHARD MFG. CO.
Manufacturers
9-11 E. FAIRMOUNT AVENUE NEWARK, N. J.

N. ABRAMOVITZ A. GOLD



Phones 1322 8117 Spring

The Gold Sign Co.

BUILDERS OF COMMERCIAL & ELECTRIC SIGNS

OFFICE & FACTORY 266 BOWERY NEAR HOUSTON ST. ELEV. STATION.

Established 1891 NEW YORK CITY

SIGN MANUFACTURERS FOR THE TOBACCO TRADE



To Cigar and Cigarro Manufacturers—

The only

SCRAP CUTTER

built for economical results and service

WHAT IT DOES

Cuts damp tobacco. Cuts 2500-3500 lbs. per day. Cuts uniform. Is adjustable to different sizes. Consumes little space and power.

WHAT IT DOES NOT DO

Does not choke up.
Does not tear or drag the leaf.
Does not make over 1-10% dust.

Made in two sizes.

Himoff Tobacco Machine Co.
13th Street
LONG ISLAND CITY, N. Y.

CIGAR CANS

FIDELITY CAN CO.
600 S. CAROLINE ST.
BALTIMORE, MD.

IMPORTED CIGARS

From the independent manufacturers of Cuba.

Best Value *Best Profits*

Partagas, Hoyo de Monterrey, Romeo y Julieta, Ramon Allones, Rey del Mundo, Castaneda, H. Upmann, Belinda, Por Larranaga, Punch, Eden.

Fresh shipments arriving weekly

Latest price list on request.

GROSVENOR NICHOLAS & CO., Inc.
60 BROAD STREET NEW YORK CITY

HAVANA CIGARS

The Leader in All the World's Markets

ROMEO y JULIETA

U. S. REPRESENTATIVE
WM. T. TAYLOR, 50 E. 42nd St.

ROBERT E. LANE
Representing CIFUENTES, PEGO & CO., of Havana, Cuba
"PARTAGAS"
107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

Tobacco Exports from New York

Custom House Figures for February, 1923

Bright Flue Cured Tobacco

Destination	Dollars	Pounds
Azores	491	1,964
Belgium	1,480	4,747
Denmark	10,348	44,063
Germany	400	880
Malta	1,669	6,955
Norway	58,907	229,489
Costa Rica	417	1,016
Newfoundland	4,012	4,976
Brazil	389	522
British India	36,242	75,444
British West Africa	6,224	18,457
French Africa	678	3,138
Total	121,257	391,651

Dark Fired Kentucky Tobacco

Destination	Dollars	Pounds
Germany	7,551	96,428
Malta	340	2,585
Netherlands	261	1,005
Norway	4,203	13,239
England	1,345	5,825
Panama	1,080	4,320
Other British W. Indies	1,733	9,195
French West Indies	968	5,550
Haiti	20,492	95,545
Virgin Islands	124	610
Colombia	1,423	2,523
British Guiana	213	1,021
Dutch Guiana	349	1,777
British West Africa	125,578	389,515
British South Africa	5,703	16,415
Canary Islands	14,628	68,966
Algeria	5,500	28,667
French Africa	20,002	77,199
Liberia	4,765	17,622
Other Portuguese Africa	1,010	5,375
Spanish Africa	566	1,796
Total	217,835	845,178

Dark Virginia Tobacco

Destination	Dollars	Pounds
France	984	4,685
Norway	10,919	41,237
England	11,667	14,839
Jamaica	1,275	2,771
Haiti	462	3,882
British Guiana	2,740	17,631
British India	17,202	45,269
British West Africa	30,535	125,846
French Africa	16,420	65,426
Liberia	900	3,000
Portuguese Africa	4,819	15,060
Total	97,923	339,646

Cigar Leaf Tobacco

Destination	Dollars	Pounds
Barbados	56	243
Other British W. Indies	123	494
Total	179	737

Other Leaf Tobacco

Destination	Dollars	Pounds
Belgium	222	1,654
Denmark	100	70
Germany	6,865	49,340
Malta	263	1,725
Netherlands	1,000	5,500
Norway	51,447	194,882
England	41,936	74,850
Scotland	995	5,467
Jamaica	832	2,030
Trinidad	23,781	73,448
Other British W. Indies	3,139	14,352
Dutch West Indies	198	1,000
French West Indies	1,370	10,050
Haiti	1,571	9,423
Virgin Islands	275	1,830
Argentina	10,953	33,207
Colombia	2,470	5,069
British Guiana	3,687	14,762
Dutch Guiana	430	2,114
French Guiana	338	1,782
Uruguay	1,942	3,547
British India	76,876	174,321
China	15	40
Australia	595	1,659
British West Africa	35,385	129,846
Canary Islands	3,972	15,075
Algeria	488	2,260
Other French Africa	11,671	45,582
Liberia	1,171	4,415
Spanish Africa	579	2,312
Total	284,566	881,612

HOYO de MONTERREY
The Aristocrat of
Imported Cigars
VALERIANO GUTIERREZ, *Representative*
351 West 121st Street New York

Joseph F. Cullman, Jr., President Milton Samuels, Joseph Mendelsohn, Vice-Pres.
Chas. W. Duignan, Treas. Harry S. Rothschild, Sec'y
STERN-MENDELSOHN CO., Inc.
HAVANA & PORTO RICO TOBACCO
165 Front Street, New York
PACKING HOUSES: HAVANA, CUBA; CATANO, PORTO RICO

ERNEST ELLINGER & CO.
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

Telephone M. 2368. Manuel Fernandez Grau.
Cable "Fegrau." Antonio R. Fernandez Grau.
FERNANDEZ GRAU Y HERMANO
Leaf Tobacco Dealers
Monte 116, Havana, Cuba
Large Stripping Plant, 199 Manrique St. Telephone M. 7643. General Offices, 199 Manrique St.

Cable Toranoco
TORAÑO & CO.
HAVANA LEAF TOBACCO PACKERS AND DEALERS
SPECIALISTS IN PARTIDO
Cable: Toranoco 53 Estrella Street Habana

IT PAYS TO HAVE UP-TO-DATE INFORMATION. READ TOBACCO

AIXALA & CO.
Packers and Dealers of Havana Tobacco
ALSO PORTO RICAN TOBACCO
New York Office M. A. André 196 Front St.
Havana Office Corrales 6, 8 and 10

HINSDALE SMITH & CO.
Established 1840
Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco
SPRINGFIELD, MASS.
125 Maiden Lane New York
Cable Address "Nargil" Telephone 901 John

Stems and Scraps

Destination	Dollars	Pounds
Belgium	1,267	37,756
Netherlands	1,852	6,518
British West Africa	714	5,353
Total	3,833	49,627

Cigars and Cheroots

Destination	Dollars	Thousands
Netherlands	394	7
Panama	675	15
Bermuda	24	1
Dominican Republic	463	7
Argentina	148	5
Total	1,704	35

Cigarettes

Destination	Dollars	Thousands
Belgium	1,250	2,750
France	431	123
Norway	660	100
Sweden	68	20
England	2,622	175
Costa Rica	2,675	1,003
Honduras	182	55
Nicaragua	4,633	2,020
Panama	87,363	30,977
Mexico	771	230
Miquelon	777	286
Bermuda	850	226
Barbados	305	84
Jamaica	62	15
Other British W. Indies	852	447
Cuba	2,726	860
Dominican Republic	943	315
Dutch West Indies	1,014	325
French West Indies	416	140
Haiti	5,727	1,670
Virgin Islands	1,022	355
Argentina	1,240	400
Chile	1,275	400
Colombia	11,240	2,322
Dutch Guiana	476	140
Uruguay	811	260
Venezuela	92	42
British India	29,450	11,400
China	13,184	1,471
Philippine Islands	225	75
Australia	552	175
New Zealand	675	150
British East Africa	2,200	1,100
Egypt	65	20
Total	176,834	60,131

Plug Tobacco

Destination	Dollars	Pounds
Denmark	322	341
Gibraltar	142	344
Malta	405	1,300
Sweden	5,612	7,576
England	4,499	10,090
Panama	5,505	21,305
Miquelon	1,367	4,264
Newfoundland	251	708
Bermuda	807	2,226
Barbados	34	100
Other British W. Indies	2,071	4,658
Cuba	11,622	35,601
Dominican Republic	87	116
Dutch West Indies	629	1,270
Haiti	105	192
Virgin Islands	25	48
Argentina	3,924	8,059
Uruguay	14	13
Ceylon	91	96
Straits Settlements	48	48
China	412	960
Hongkong	584	1,008
Philippine Islands	3,159	7,000
Australia	18,702	31,273
New Zealand	20,341	23,184
Total	80,758	161,780

Smoking Tobacco

Destination	Dollars	Pounds
Denmark	500	600
Portugal	131	210
Russia in Europe	72	72
Sweden	735	744
England	686	725
Maritime Provinces	196	196
Costa Rica	11	11
Nicaragua	24	24
Panama	8,351	11,068
Mexico	174	246
Newfoundland	887	938
Bermuda	178	277
Barbados	286	580
Jamaica	117	130
Trinidad	172	154
Other British W. Indies	441	774
Cuba	6,504	7,925
Dominican Republic	268	291
Dutch West Indies	6	5
French West Indies	54	40
Haiti	879	901
Virgin Islands	14	12
Argentina	60	109
Chile	257	330
Colombia	24	27
British India	1,735	2,525
China	610	750
Java	1,976	2,808
Japan	1,600	2,000
Siam	138	120
Australia	499	552
New Zealand	5,080	9,500
British East Africa	2,177	5,500
Total	35,842	50,135

Other Tobacco Manufactures

Destination	Dollars	Thousands
Denmark	180	189
Netherlands	48	72
England	514	844
Panama	90	115
Trinidad	2,810	14,054
Other British W. Indies	66	175
Cuba	1,216	3,362
Virgin Islands	13	24
Philippine Islands	875	3,342
Total	5,812	22,117

Acquires More Cigar Stands

Faber, Coe & Gregg have recently added fifteen new stands to the chain of cigar shops owned or operated by that organization. One of the most recent locations acquired was the stand in the Union Club of Cleveland, Ohio, considered one of the most desirable propositions in the Mid-West.

Makes Heavy Purchases

Sam Jaskulek, of Dayton, Ohio, was a recent buyer in the local leaf tobacco market, where he is reported to have made some heavy purchases.

From Lone Star State

R. J. Allen, of Fort Worth, Texas, has been greeting his friends in this district, who were delighted to welcome him to Little Old New York.

A Good Move

Manuel B. Pendas, leaf tobacco merchant, has removed from 4 White street to 97 Water street, one of the main arteries of the local leaf market.

SOBRINOS DE A. GONZÁLEZ
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO

LESLIE PANTIN & SON
Commission Merchant
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

TADEMA HAVANA CIGARS
ARGUELLES, LOPEZ & BRO.
MAKERS
GENERAL OFFICE AND FACTORY: TAMPA, FLA.
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Bentley's
PABLO L. PEREZ & COMPANY
Successors to
HAVANA TOBACCO STRIPPING CO.
LEAF TOBACCO
Telephone A-7914
Lealtad 110, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

H. UPMANN & CO.
ESTABLISHED 1844
H. UPMANN HABANA
Bankers and Cigar Manufacturers
HAVANA, CUBA
CHAS. LANDAU, Agent, 35 Wall St. New York

ROCHE & GALVAN
Packers, Strippers and Exporters, Havana Tobacco
Specializes in Remedios, Vuelta Abajos and Partido
Consulado 91-93, Havana, Cuba
We give special attention to tobacco for the American and Foreign markets

A NEW PARK & TILFORD PRODUCT

"TILFORD CIGARS"

THESE CIGARS ARE MADE BY OURSELVES IN OUR NEW YORK FACTORY. In every respect they embody the PARK and TILFORD standard of quality and value.

This new departure has been made for the man who wants a FRAGRANT, VERY MILD AND FULL-FLAVORED CIGAR.

MADE IN SEVEN SIZES:

Tuxedos	10c	Perfectos	2 for 25c
Deliciosos	10c	Invincible Finos	2 for 25c
Londres	10c		
Club House	15c		
Invincibles	15c		

PARK & TILFORD

Established 1867 Original Factory No. 1

The Standard Clear Havana Cigar Factory

Manufacturers of

La Flor de Sanchez & Haya

and

Ignacio Haya

Office & Factory: SANCHEZ & HAYA CO. 14th Ave. & 17th St., Tampa, Fla.

Distributors for Greater New York & New Jersey B. WASSERMAN CO. 77 Chambers St., New York City

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters OF

TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

Compañia de Abraham Haas

ESCOGIDAS SANCTI SPIRITUS LA VUELTA

Escogedor de Tabaco En Rama

SAN MIGUEL 85, HAVANA, CUBA Cable: Haas, Havana

CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Cable "Quinto" P. O. Box 502

WALTER SUTTER COMPANY

COMMISSION MERCHANTS—EXPORTERS

LEAF TOBACCO

VIRTUDES 129 HAVANA, CUBA

Cable "Hermdiehl" Tel. A. 3682

HERMANN DIEHL

GERVASIO 182, HABANA, CUBA

Diehl's Havana Tobacco Cable Code, $15.00

Commission Dealer and Exporter

Havana Leaf Tobacco of all kinds

Special attention given to American and Foreign Accounts

STRIPPING PLANTS

Cable "Nuco" P. O. Box 1985. Tel. A. 9067.

MENENDEZ, MENDEZ & CO.

Dealers in All Kinds of Havana Tobacco

Specialty—Remedios & Vuelta Abajo Tobaccos

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R. LOPEZ TRUJILLO

Manufacturers of Clear Havana Cigars Exclusively

KEY WEST, FLORIDA

La Mas Fermosa—Comal—Magnetica

Key West Key Notes

KEY WEST, Fla., April 28.—The reports from all the factories are that the forces continue to keep up with the orders received, and that May is expected to bring more orders for cigars than any month this year.

Stamp deputy collector of Internal Revenue, Jos. F. Uhrback, gives out the report that 4,689,643 cigars were manufactured here during the month of March. Of these, class C led, as is usually the case. The report shows that 2,872,479 of this grade of cigars were made. Class A was the second in number, having been 1,225,225, according to the report. Class D numbered 341,739, while class B is reported at 235,675, and class E as 14,525, making a total of 4,689,689 cigars made here during March. The revenue collected on the sale of stamps for these cigars amounted to $39,402.26.

The Repeater is the name of a new brand offered by Watkins & Kemp. This firm is advertising their goods in an extensive manner, and are receiving considerable out-of-town orders.

Deputy Collector of Internal Revenue H. B. Sandifer is in Miami. During the absence of Mr. Sandifer from Key West, the duties of the office are being cared for by L. Vann. Mr. Vann is also auditing the factories.

Mrs. C. C. Hawk, formerly Miss Sophia Quintans, is in the city visiting her father, D. Quintans, manager of the Havana American factory.

Real Service Now Possible in the Tampa Field

CINCINNATI, Ohio, April 28.—The increasing number of Durex Quality Production Power Bunch Machines, and other cigar making machinery manufactured by the Miller, DuBrul & Peters Mfg. Co., in the Tampa, Fla., district, has caused that firm to establish a Service Station at 708 Hugh street, Tampa.

This step will directly benefit the various cigar factories within a radius of 100 miles of Tampa, and it is another example of the often demonstrated fact that the M. D. & P. people are an organization primarily of service to the cigar manufacturing industry.

C. J. DuBrul, president, in speaking of the establishment of this Service Station, stated, "We have contemplated a service of this kind for some time, and with the expansion of our business which was made possible when we moved into our new factory, we were able to put our ideas into actual practice. We believe that by offering this kind of service to the Tampa manufacturers, we will be helping them solve one of their heretofore serious production problems."

The officers of the company gave considerable thought to the requirements of such a Service Station, and when the plans were well under way, sent Earl Kincaid, Erecting Engineer, to Tampa to take care of the initial work of making it an actuality. It will be found complete in every detail, with the necessary lathes, drills, and other machinery equipment to make repairs, replacements and even build new parts with a minimum production loss to the operators.

In order to assure the Tampa factories of the very best mechanical assistance, Harry D. Smidley has been appointed Resident Manager of the Service Station. Mr. Smidley is probably as well versed in cigar machinery as anyone in the country. He has been connected with the Miller, DuBrul & Peters Mfg. Co. for a number of years, having been the head of their large machine shop, and also sharing an important part in the research work and development in connection with the various types of power machines which his firm produces.

Mr. DuBrul stated that the activities of the Service Station will not be confined to repair work entirely, as it is the purpose of the company to put into effect immediately, an inspection system. This plan involves the making of regular inspections of the different types of machines manufactured by the Miller, DuBrul & Peters Mfg. Co. which are in use in the Tampa field, so as to anticipate wherever possible, any break-downs or trouble of any kind. Such an inspection service will undoubtedly reduce to a minimum those delays that are always necessary when a power machine is forced out of commission, and the operators are compelled to send to the factory for new parts or mechanical assistance.

The trade will be glad to know that the Miller, DuBrul & Peters Mfg. Co. are in Tampa, with this Service Station, to stay.

New Wholesale House

MOBERLY, Mo., April 28.—The Miller Tobacco Co., wholesalers of tobaccos and candies, which recently opened for business, announced that it carries a complete stock of cigars, including the Niles & Moser Hand Mades, Chancellors, La Siestas, Mercantiles, Rice's Hand Mades and 305's; El Crusidors, Melbas and John Ruskins. Cigarettes and smoking tobaccos, plug, twist and scrap tobacco; pipes, cigar and cigarette holders; bar candies and box chocolates. Office, 207 Reed street.

Removes to Water Street

Adolph Goldberg, leaf dealer, has removed from 126 Maiden Lane to 128 Water street.

A Welcome Visitor

D. Horn, of the Tampa Cigar Co., was a business visitor to Gotham this week.

SELGAS & COMPANY

IMPORTERS & PACKERS

Havana & Porto Rico Tobacco

Warehouses: Havana—Consulado 138-140 Porto Rico—Manati

128 Water St. NEW YORK

STEFFENS, JONES and CO.

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MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

Tampa Tidings

Importance of Identification Stamps Shown

TAMPA, Fla., April 28.—The Cigar Manufacturers Association of Tampa has entered into the second year of its fixed program, to support and advance the interests of the cigar industry of Tampa. That the Identification Stamp on Tampa cigars *means something* to the smoker is proved by the enormous gain in demand for Tampa smokes during the past twelve months.

"Pancho" Pushing Ahead

Don Sebastian, made in Bond by Arango y Arango under the personal supervision of "Pancho" is daily making new friends for its makers, and adding to the reputation of Tampa cigars. This company, in a few days, will celebrate its first anniversary of its existence, being chartered in May, 1922. Already it is a little giant, and still growing. Its commodious quarters, recently occupied, will soon need expansion.

The Hava-Tampa Cigar Co., has placed its line with Grosvenor Nicholas & Co., in New York.

Personal and Pertinent Paragraphs

Harry Slavinski of the G. & M. Cigar Co., Tampa and Chicago, is in Chicago, and soon due back in Tampa.

A. T. Rollins, the affable secretary of San Martin & Leon Co., is in Kansas City on business. Business in this factory beats Coué at his own game.

A. L. Cuesta, Sr., will represent Tampa at the Tobacco Manufacturers Convention to be held in Washington, May 16-17.

J. J. French, general manager of Sanches & Haya, recently returned from Havana.

Other pilgrims recently returned from Havana are Ned Berriman of Berriman Bros.; Manuel Corrall of Corrall-Wodiska y Co.; and Manuel Alvarez.

Morris Scadron, cigar and leaf dealer of Brooklyn, N. Y., is making his annual visit to Tampa.

Hoyt Woodbury has gone to Hartford, Conn.

Friends of Ben Cosio are glad to see him out after his recent rather serious illness.

Reports from Mort Hammer of Marcelino Perez & Co., indicate prosperity in the Middle West.

Sues On Insurance Policies

Growing out of a fire several days prior to last Christmas which partially destroyed contents in a cigar factory belonging to Alfonso Fernandez, located at the corner of Tenth avenue and Twentieth street, suits aggregating $36,000, have been filed in the circuit court by Fernandez, through his attorney, William J. Skinner.

Three companies with which Fernandez carried insurance on the property prior to the fire have paid about $16,500.

The face value of the policies on which the complainant is suing totals approximately $22,000, and the suits are brought in larger amount for the purpose of recovering interest and attorneys fees.

Proofs of loss were filed with the companies about three months ago, according to Attorney Skinner, and failing to make settlement within the sixty day period under the law, it was determined to bring suit.

Florida Crop Benefiting From Ideal Weather

QUINCY, Fla., April 28.—Ideal growing conditions are being experienced at present for the young tobacco plants, which are making rapid strides, and looking exceptionally fine. There was another good downfall of rain last Saturday afternoon, and since that time the weather has been warm, both night and day, thus assisting the growth of the plants materially. Some of the farmers have announced that they will start tying up this week and by the close of the following week, everyone will probably be busily engaged in this operation. While a few reports have been received regarding root-rot and black-shank, diseases seem to be less prevalent than ever before and the future outlook is promising, from every point of view.

Purchases Sumatra

Bernard Schwartz, cigar manufacturer, of Detroit, Mich., visited New York early this week to investigate the leaf market. It is reported that he made some heavy purchases of fancy Sumatra.

"CUESTA-REY"
CLEAR HAVANA CIGARS
MADE IN BOND



MADE IN TAMPA—OF THE FINEST IMPORTED CUBAN TOBACCO; BY SKILLED CUBAN WORKMEN USING THE FAMOUS SPANISH HAND METHOD

TAMPA CUESTA, REY & COMPANY HAVANA

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THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

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FLOR DE NARVEZ
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OF

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Florida and Georgia Shadegrown Wrappers

Connecticut Broadleaf

Connecticut Havana Seed

Stripped and Booked Porto Rico Fillers

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TRADE MARK REGISTERED

Connecticut Tobacco Men Busy With New Crop

Seedlings Showing Up Well in the Beds—Fertilizers Being Hauled to Tobacco Farms—The 1922 Havana Seed Leaf in Cases and Practically All Sold—Trade News.

HARTFORD, April 30.—Things are now taking on more of a spring-like appearance. Better weather has started general activities, and everywhere preparation for another crop has gotten under way. Seed beds are in and plants are up and look fine; fertilizers are being hauled now in quantities to the tobacco farms, and plowing has been begun. The tobacco growers are now in the teeth of another busy season.

Some of the growers had still tobacco hanging of their 1922 crop, and the recent rains gave them the opportunity, long looked for, to take it down and get it into the bundle. Nevertheless, the work of assorting and packing will have to be continued for some time longer before the entire crop of 1922 is in cases.

The Havana seed is now nearly finished and in cases, and is practically all sold. Much of it has already been shipped.

There is still considerable broadleaf to be assorted, and the work will not be finished for some considerable time. Much of the broadleaf has been through the sweat rooms and has been sampled, and it is coming out better than was expected.

Many of the farmers who had assorted their crops decided that their fillers and broken should be sold while green. These crops have been marketed and most of the tobacco has already been shipped, mainly to Morgan & Dickenson, of Windsor, Conn., representatives for the P. Lorillard Co., Inc.

Some broadleaf broken has also been sold, and a large block of No. 2 seconds was sold early to Keiser & Boasberg, of Buffalo, N. Y.

Outside of these sales, it was decided to hold up until the goods were sweated and in condition to sample. Different sections of the 1922 crop that was haildcut were sold in the bundle.

To handle the 1922 crop was a stupenduous proposition, but, thanks to the organization worked out by President Alsop and General Manager Griffin, of the Connecticut Valley Growers' Association, the work went along without any serious "hitches." They are to be congratulated upon their work, as they were seriously handicapped, for they could not get to work on the tobacco as early as they wanted to; the farmers were held back, due to their not being able to get their tobacco down in the bundle in December, as is usually done. Thus, packing was badly delayed, and when the tobacco was finally ready, warehouses were turned loose and full forces were engaged in packing. About 500 acres of broadleaf was packed every day, and most of it was shipped to the central warehouses in Hartford, where arrangements had been made for its storage and sweating.

A Most Unusual Occurrence

Neil Wind, a grower of broadleaf in the Burnside District of East Hartford, lost about three-quarters of an acre of tobacco land in a very unusual way several days ago. His land borders the Hockanum River, and a week ago last Friday, he dumpeed a load of ashes on the edge of his lot where there were trees, some fully thirty feet tall. Next day all that could be seen of the trees were their tops. The land on the edge of the river bank had sunk from fifteen to twenty feet and the width of the river had narrowed from about thirty feet to about ten feet, while many of the trees that were on the south side of the river were now in the middle of the stream. C. H. Olmsted, a civil engineer, advances the theory that the Spring freshets had worn away the toe of the slope, and believes that there is a clay formation at the bottom, which caused the springs in the hillside to cut into the soft earth and was responsible for the sudden disappearance of the land. The land overnight dropped from fifteen to twenty feet from its original level.

Sustains Fire Loss

Tony Taravella, of Windsor Locks, Conn., lost a five-acre tobacco shed last Wednesday through fire, and believes that the conflagation was the work of an incendiary. Since last Fall this is the fifth fire that has occurred at his plant, each one of which has started at night at about the same hour. Four of the buildings were tobacco sheds, at a distance from other buildings and all the fires were well started before being discovered, so that nothing could be done to save the sheds. One of the fires also destroyed a house, so that all together five buildings have been destroyed.

Several tobacco farms will have new men in charge this year, as many growers have given up raising tobacco and have rented their farms. A number of the packers have made contracts with some of the farmers who did not go into the association, to raise tobacco for them the coming season

It is very evident that there is a strong demand for Connecticut tobaccos, and that the manufacturer who makes a first-class cigar finds, that to keep his cigar up to standard, it is necessary for him to use Connecticut. The packers are arranging, as far as possible, to keep a stock of leaf on hand for these manufacturers.

Keiser & Boasberg, of Buffalo, will raise broadleaf this season, growing about 150 acres on various farms in the vicinity of Suffield. E. Wever, of West Suffield, who has been with the firm for many years, will have charge of the farms growing broadleaf.

Many growers have attended the various district meetings, where they have heard about "Wild-fire" and are starting out more cautiously than heretofore, with the intention of stamping it out.

President Alsop Talks to Growers

GLASTONBURY, Conn., April 25.—There was a large attendance Monday evening at the meeting of the Second District of the Connecticut Valley Tobacco Association, at Odd Fellows' Hall. President Joseph W. Alsop, of the association, gave a talk on the progress of the packing and sweating of the broadleaf crop and on the financial arrangements made for the loan value payments. There was a good demand for the broadleaf, to be delivered in the fall after sweating, and many orders were being booked. The scale of prices, according to pools, will be announced later, he said.

Mr. Alsop spoke at considerable length on the use of dust in the tobacco beds to prevent wildfire, and said the best place to check it was in the beds. He cautioned growers against putting last year's stalks on the ground and plowing them under.

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QUALITY TO BURN
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All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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Richmond Season Near End

RICHMOND, Va., April 28.—With a promise of a good season in next few days, enabling farmers to get the balance of their tobacco to market, the sales of sun-cured tobaccos on this market will soon wind up the crop of 1922. We do not think there is more than fifty thousand pounds to be sold on the loose floors; but some very good tobacco still remains unsold. The Warehouses have only two sales days a week now, and sales are small. Only 14,135 pounds were sold this week, mostly inferior grades, at $13.49 average. There are no old crop sun-cured tobaccos available, and the carry-over of this crop is what the Pool has on hand.—R. C. MORTON & Co.

To Buy Co-operatively

DANVILLE, Va., May 1.—A new development of co-operative marketing is reported from Stuart, Patrick county, where it is reported that the tobacco growers affiliated with the marketing association have formed a county organization looking to the co-operative purchase of seeds and fertilizer. This organization has retained a purchasing agent, George Biggs, who is buying in large lots, seeds for the farmers and fertilizer to be delivered anywhere along the Danville and Western Railway. It is said that through these wholesale purchases at the point of manufacture, the farmers are being saved many thousands of dollars, fertilizer being obtainable at from eight to twelve dollars a ton lower than the catalogue prices.—TETLEY.

Second Payment to Co-ops

DANVILLE, Va., May 1.—More than $300,000 is being paid out here this week to tobacco growers who are members of the Tobacco Growers Co-operative Association. The checks being paid to the growers not only in Danville but throughout the bright belt constitute the second distribution on tobacco delivered to the Association since Christmas. The third payment to the growers remains to be paid, its date being uncertain at the present time.—TETLEY.

Wants Another Warehouse

PETERSBURG, Va., April 28.—The *Progress*, a local newspaper, says:

"Petersburg business men should consider the erection of a large and up-to-date tobacco warehouse here. Such enterprise undoubtedly would be protable the first year. In addition, another auction warehouse would undoubtedly have the effect of increasing tobacco sales in Petersburg, since the representatives of the new concern would bring about the shipment of much more tobacco to this market.

"We have heard no complaint whatever from growers regarding the service given them by the proprietors of the warehouse now in operation in Petersburg. Indeed, we have heard a great deal by way of compliment along this line. Our warehousemen are experienced and always disposed to courtesy and absolute fairness in the treatment of customers.

"But Petersburg needs more warehouse capacity. Addition to this capacity would mean more tobacco sold on this market to the benefit of the whole city. As a movement for another warehouse has not been inaugurated, we suggest that the Chamber of Commerce take up the subject and throw the weight of its influence behind such enterprise."

Plant Scarcity Reported

DANVILLE, Va., May 1.—Reports are being heard in this section of a scarcity of tobacco plants and the stunting of the growth of plants as result of the continued cool weather. It is already apparent to the trade that the next crop will be a late one in view of the unfavorable weather.—TETLEY.

J. B. Cobb's Will Probated

DANVILLE, Va., May 1.—The will of the late James Blackwell Cobb, formerly vice-president of the American Tobacco Co., who died suddenly on a train a few weeks ago, has been filed for probate in the court at Stamford, Conn. The size of the estate, which is estimated at $50,000,000, is a surprise to many of his old friends here who had watched his rise in the tobacco world since he left here thirty years or more ago. His Stamford home is left to his two daughters, Mrs. Lucy Cobb Hill and Mrs. Mary Howard Gilmour, who also come into possession of Mr. Cobb's 3,800 acre estate and handsome hunting lodge, "Sedgewick" in Guilford county, N. C. An annuity of $25,000 is provided for his widow. The New York home is left to his daughter and to his son-in-law, William Pegram Gilmour, he leaves $25,000.

The bequest of $140,000 to the University of Virginia reported recently, is confirmed in the context of the will.—TETLEY

Co-ops Seek New Members

PETERSBURG, Va., April 29.—Several hundred persons from Dinwiddie County attended the barbecue at Midway High School yesterday and, in spite of the heavy rain, the crowds remained and heard several speeches by prominent men.

The rally was given under the auspices of the Namozine unit of the Virginia-Carolina Tobacco Growers' Co-Operative Association, of which there are several hundred signers in the county. It was for the purpose of enlisting not less than 300 signers, and it is believed the names of many new members were enrolled.

T. W. Wilson is the president of the local; J. B. Thomas is county chairman;

CLARK BROS. & CO.
Buyers, Packers and Exporters
All Grades Virginia and Carolina Tobaccos.
Also Kentucky Air Cured and Burley Types.
We cover closely the Virginia Dark Belt and specialize in this type of Export.
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A Large Supply of Leaf Tobacco Always on Hand.
We buy all grades Bright Tobaccos, Virginias, Darks and Burleys, Steam and Natural Season. Samples Furnished.
Branch Factories: Wilson, N. C.; Wendell, N. C.; New Bern, N. C.

A. J. Sutherland, secretary. The entertainment yesterday was in charge of Mr. Sutherland.

The meeting was presided over by Chairman Thomas, while the speakers included E. T. Bondurant, of Prince Edward County; Farrar Shelton, of Burkeville, director of the field service department of the Virginia-Carolina Association; F. S. Farrar, district agent of the association; C. C. Cawthorne, of Nebraska, and Eversett Chambers, in charge of the dark tobacco co-operative warehouses in Virginia.

Plain Words from Stone

The Burley Tobacco Growers' Co-operative Association will not tolerate lawlessness. It will not be a party to night riding in any form. It will aid in prosecuting any member guilty of violence against any non-member.

It is with this definite statement of policy that James Stone, president of the association, answers the insinuations that the co-operatives had a hand in the scraping of a few isolated tobacco beds. And it is not merely with words that he answers these charges. Already he has personally investigated cases in Hart and Barren Counties, where the beds that were scraped included one of an association member, and he has traced the distorted reports to sources that would like to see the farmers and the co-operative suffer.

Mr. Stone justly declared that the Burley Association is founded on right and justice, proceeding under the protection of state laws for the mutual benefit of the farmers, and that if any of its members have been guilty of lawlessness the association will not tolerate such "suicidal conduct."

There is no doubt of the distortion of the reports concerning the scraping of tobacco beds or that they originated in quarters that would benefit from any failure of the association. The charges and the insinuations that were spread abroad had behind them the purpose to do injury to the association and its work.

Mr. Stone has met these insinuations fearlessly and bluntly, with the challenge that the association will follow no other course than that under the law and will not be a party to any unlawful act.—*Louisville Courier-Journal.*

Good Stemmers in Great Demand

Owensboro, Ky., April 28.—There is a labor shortage in Owensboro at the present time. Especially is this true of tobacco stemmers. Rehandling plants are clamoring for stemmers. In past years there were hundreds of men and women stemmers in Owensboro. Their number is decreasing each year, says the *Messenger*. One cause given for this is the stringent child labor law, which prevents a child under sixteen years of age from working in a factory. All of the good kids, "milking" for their parents. That is, they picked up the tobacco leaves and scraps from about the benches, and little by little learned the art of stemming.

Paid by Amounting of Work

Stemmers are paid according to the amount of tobacco they stem. It requires months and years of practice to become a real stemmer. When a young man or girl reach sixteen years of age they do not have the patience to learn stemming. They are also able to earn more at the start from some other task than stemming.

A fair stemmer can earn $4 a day and many of the experts earn from $5 to $6.

It is estimated that from 400 to 500 stemmers could be used in Owensboro at the present time. One factory that could use 300 stemmers has only fifty at the present time.

"Leaf, Lugs and Trash"

There are stemmers of all kinds this year. Some of them are aged men and women, who are able to earn small wages by the light work. There are those with little experience earning $2 or $3 a day, and others just beginning getting less than $1 a day. But in the old days there used to be from 100 to 200 stemmers at the factories, all working with a skill and rapidity that only comes with years of training. The wages they received were considered "top" among laborers. Near "quitting time" in the afternoon one ne-

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ORDER OR CONTRACT—SAMPLES UPON APPLICATION
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gro stemmer would start a song, which would immediately be taken up by scores of other stemmers, and old-time melodies would ring through the factory until the closing whistle would blow.

Has a Price-Fixing Bill Any Chance of Passing the Next Congress?

A great many students of the situation seem to think that the chance of Congress passing a price-fixing act at the next session is brighter than ever before. In fact, there are many confident and positive prophecies from people who ought to know, that such a bill will be passed by the next Congress. As this measure will revolutionize trade in all lines that sell trade-marked, or I should say ear-marked specialties, perhaps I had better prepare the readers of these articles a little for this possible change. Personally I don't believe Congress will ever pass a law allowing manufacturers to fix and enforce the resale price of their products, thus completely blocking competition between credit merchants and those who cut down their overhead—and their selling prices—by cutting out credit, delivery, etc.

The bill to give a manufacturer this power has been pending in Congress for several years, sometimes in one form and sometimes in another. No matter what the form, the purpose has always been the same, viz.: to prevent the cutting of ear-marked products, by which I mean trade-marked or individualized products as distinguished from bulk goods, by the dealer. Manufacturers have complained bitterly for years that the cutter got hold of their brands and destroyed their business. The U. S. Supreme Court has ruled that manufacturers could not dictate the price at which their products should be resold, which left them with the rather ineffective remedy of merely refusing to sell the cutter, which of course they could always do.

The purpose of the price-fixing bills, therefore, has been to give the manufacturer, selling his products through the wholesale or retail dealer, or both, the power which the Supreme Court has denied him, viz.: the power to fix the price at which the jobber, if he sells through the jobber, shall resell to the retailer, and the price at which the retailer shall resell to the consumer, and also the power to enforce both.

None of these resale bills ever got anywhere in Congress, being invariably left on base when Congress adjourned. Two were left on base by the last Congress, the Kelly-Stephens Bill and the Merritt Bill. The Kelly-Stephens Bill is the only one that amounts to anything—the Merritt Bill, which is supposed to have the backing of Secretary Hoover, merely authorizes manufacturers to fix the resale price and refuse to sell anybody who cut it. As the manufacturer has that right already, it would seem as if the Meritt Bill was practically wasting time. The Kelly-Stephens Bill, however, is radical. It permits any manufacturer of an ear-marked article, that is, a standard, identified article, to fix resale prices and file them with the Federal Trade Commission. If anybody believes the resale prices are too high, he can complain and the Federal Trade Commission can investigate. If the resale prices are upheld or not objected to, any dealer selling those goods must not sell below them. The bill recognizes the fact that occasionally a dealer will want to clear out some stock and it gets around that by compelling him to offer the goods to the manufacturer at the price he (the dealer) paid, before he attempted to cut the price. I can see this provision breeding prolific frauds and abuses on the manufacturer.

There is no doubt that the passage of such a bill as this would work a trade revolution. It might be a good thing for the manufacturer, but on the contrary might be a very bad thing for him, if his competitor did not fix the resale price, but left the situation to the devices of the dealer as it is now. It would also be a good thing, perhaps, for the small and conservative dealer who needs protection against chain store competition. For the dealers who reduce their overhead by cutting out non-essential services and reducing their selling prices accordingly, such a bill would be a serious blow—*if* all manufacturers observed it. For the consumer I think the bill would be the means of raising hundreds of selling prices.

As to the Kelly-Stephens Bill's chance of passing, its backers claimed they had a majority of the House pledged to vote for it last winter, but the chairman of the committee was against it and it therefore died. It is understood, however, that the chairman of the House Interstate and Foreign Commerce Committee has promised to give the bill a chance this time, and it is quite probable that that will be done. But the Senate is a different proposition. I should not be surprised if the House passed the bill, but I should be exceedingly surprised if the Senate passed it—*Copyright, April, 1923, by Elton J. Buckley.*

Fighting Folly

The Burley Tobacco Growers' Co-operative Marketing Association does well to take a firm stand against any tendency on the part of any members to use coercion to increase the number of signers. The organization is a great success. Its strength is increasing. It has the confidence of the people and the respect of the manufacturers. Lawlessness cannot be countenanced, and James C. Stone, president and general manager, is exactly right in speaking out.

While it is true that the reports of

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scraping of tobacco beds and the posting of threatening notes have been exaggerated by opponents of the organization, it is equally true that the exaggeration might encourage foolish persons to resort to acts of intimidation. The co-operative movement does not need the support of persons entering unwillingly. Its real power and influence must rest upon a membership loyal and appreciative.

This is a free country. The co-operative is an organization which farmers have the lawful right to join or not to join. The organization was formed to protect the price of tobacco for the growers. Those who do not wish to aid in their own protection have the lawful right to play the part of the cuckoo. They have the right to be "independent" and to take a free ride. Their position is illogical, but it is legal.

The co-operative went to the lawmakers for authorization under the law. It operates through the channels of law and order. It works with the substantial law-abiding elements in the governmental and commercial fields. Its financing is accomplished through lawful channels. The banks and the merchants look upon the co-operative organization as a lawful body, operating in good faith and in good order.

Anything savoring of disrespect for law on the part of members is bound to injure the interests of the membership. Disorder would do a great deal more harm to the association than the "independents," the pin-hookers and the speculators could hope to do.—*Louisville (Ky.) Times.*

Receipts at Hopkinsville Show Decline

HOPKINSVILLE, Ky., April 30.—Receipts of tobacco at both the independent houses and the receiving stations of the Dark Tobacco Growers' Co-operative Association, showed a decrease the past week, indicative of the waning crop movement throughout the entire dark district. On the loose floors, sales for the week were 251,880 pounds, while the association received 758,000 pounds. Only a comparatively small portion of the crop now remains in the farmers' hands, and with the press of farm work and the warm weather which will dry out tobacco quickly, the deliveries from now on will probably come in spurts as there are rains to put the tobacco in handling condition. But the desire to get it off their hands will doubtless cause the farmers to move it as promptly as possible.

Sales on the loose floors last week showed much stronger tone than the preceding week.

One of the best records of the week was a crop of 3,200 pounds that brought an average of $23.67 on the Hopkinsville Loose Floor. The top price was $32.50. Another crop of 8,415 pounds brought $1,399.40.

According to grade, prices for the week ranged: Trash, $3 to $5. Lugs, common, $5 to $7; medium, $7 to $9; good, $9 to $12; fine $12 to $16. Leaf—Low, $10 to $12; common, $12 to $20; medium, $20 to $30; good, $30 to $32.50. No fine leaf offered.

Farmers have been working every minute of daylight for the past week preparing their ground for tobacco and other crops. Plants are reported to be coming on splendidly and will be plentiful.—M. E. BACON.

Patterson Brands

Arrangements have been made by the Patterson Bros. Tobacco Corporation with the United Cigar Stores, Schulte Stores and other organized chain stores for the introduction and sale of certain brands of cigarettes and smoking tobacco, according to F. A. de Pillis, chairman of the board of directors of Patterson Bros. Distributions will be made through the Metropolitan Tobacco Co.

Dark Tobacco Production Is Less Than Predicted

HOPKINSVILLE, Ky., April 30.—A total of 135,000,000 pounds of tobacco of the 1922 crop has been received and handled by the Dark Tobacco Growers' Co-operative Association up to this time. For weeks the deliveries have been coming heavy, but probably not more than another 15,000,000 pounds is to be delivered before the crop will all be in. This will move as quickly as possible now. The average cost of handling this to date, it is said, has run approximately 38c per hundred pounds.

The crop for the district as a whole will not run out as large as had been expected, this being due to the tobacco in the dark fired district failing to weigh out as heavy as had been at first estimated.

The estimate for the entire dark district was placed at 750 pounds to the acre. In the One Sucker and the Stemming districts this will be just about fulfilled, each of these districts delivering to the association approximately 18,000,000 pounds. In the Green River district the crop ran ahead of the estimates, making about 800 pounds to the acre, and giving this district about 25,000,000 pounds. But in dark fired district, the average will not be above 600 to 650 pounds, with some counties going as low as 450 pounds, and the district will probably not show more than 100,000,000 pounds, whereas the estimate had been around 130,000,000 pounds.

This shortage in the dark fired district is not due to any crop failure or reduced acreage but solely to the fact that the tobacco is not proving to be as heavy as had been expected.—M. E. BACON.

An Easy Slip to Make

Through a law suit which arose—and has only recently been decided—over the buying of a truck, I shall be able to show how a little slip in looking after one's self in the course of a business deal can have annoying and expensive consequences. The slip which figured in this case might have happened to anybody, and it would have taken somebody pretty much on guard to think of it in advance.

The defendant in this case wanted to buy a truck, but hesitated to do so at the time because of a rumor that the price was likely to decline. The defendant and the motor company's salesman haggled over this point for a long time, and finally the salesman told the prospective buyer that if he bought a truck then—this was in April—and the price declined before July 1 following, the company "would allow and remit to him the amount of the reduction in price." Upon the strength of this promise the buyer signed an order. The buyer was at the moment of signing in the same hurry that has prevented so many business men from reading papers before signing them, and also the salesman said what so many salesmen have so often said before in such situation, viz.: that the agreement merely contained what had been agreed to. So the order was signed without reading.

The fact was that the agreement contained no mention of the guarantee against price decline.

Some time later the truck came along and the company presented it at the buyer's place of business for delivery, at the same time producing the contract. This time the buyer read it through, and noticing the absence of the guarantee against decline, refused to accept delivery. The salesman then, in order to satisfy him, wrote in the contract in pencil: "This 21-45 truck protected against any decline in price until July 1." The buyer then made the cash payment he had agreed to make and signed the note which represented the balance of the purchase price.

(*Continued on page* 40)

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INFORMATION GLADLY FURNISHED BY J. W. HANCOCK, PRESIDENT OF THE HOPKINSVILLE TOBACCO BOARD OF TRADE.

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Codes: A. B. C. Fifth Edition, Western Union, Bentleys

Louisville Tobacco Market Reports

LOUISVILLE, Ky., April 28.—The Louisville Tobacco Board of Trade reports the hogshead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to April 27

Warehouses	Week: Auction Sales	Week: Private Sales	Week: Total for Week	Year, Jan. 1st to Date
Turner	..	..	..	792
Kentucky	89	1	90	5,438
Main Street	14	..	14	2,526
Planters-Farmers	93	12	105	6,677
New Tenth Street	30	..	30	2,552
Louisville	36	..	36	4,102
	262	13	275	22,087
Year, 1922			1,046	35,079
Year 1921			791	33,218
Year 1920			391	30,205

Classifications of This Week's Sales

	Old Crops	1922 Crop	Total
Burley	202	21	223
Dark	51	1	52
	253	22	275

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	5,713	14,560	20,273
Dark	1,345	469	1,814
	7,058	15,029	22,087

Classification of Sales to Same Date in

	1922	1921	1920
Burley	33,681	31,151	29,078
Dark	1,398	2,067	1,127
	35,079	33,218	30,205

Comparisons With Previous Years

	1923	1922	1921
SALES—			
Total sales of new crop to date	19,551	14,633	27,970
Sales of new crop to date. Original inspection	15,848	12,150	23,223
REJECTIONS—			
Rejections this week:			
Burley	86	.....	.....
Dark	23	.....	.....
Total	109	162	215
Percentage of rejections to auction sales:			
Burley	41	.....	.....
Dark	44	.....	.....
Total	42	20	30
Rejections, Jan. 1 to date:			
Burley	4,404	.....	.....
Dark	303	.....	.....
Total	4,707	7,581	6,712
RECEIPTS—			
Receipts this week	308	361	523
Receipts, Jan. 1 to date	15,431	22,406	25,659

Official Quotations at Louisville, April 27, 1923

	Burley, Old: Dark Red	Bright Red	Colory	Dark Manufacturing
Trash (green or mixed)	6 to 7	to 7	7 to 8	to 4
Trash (sound)	7 to 9	8 to 10	8 to 10	4 to 5
Common Lugs	9 to 12	10 to 14	12 to 15	4½ to 5½
Medium Lugs	12 to 16	15 to 17	15 to 20	5½ to 6½
Good Lugs	16 to 18	18 to 20	20 to 24	6½ to 8
Common Leaf (short)	12 to 14	12 to 16	20 to 22	8 to 10
Common Leaf	14 to 18	16 to 18	22 to 26	10 to 14
Medium Leaf	18 to 24	18 to 24	28 to 35	14 to 16
Good Leaf	25 to 30	25 to 30	40 to 45	18 to 20
Fine and Selections	30 to 35	35 to 40	50 to 55	22 to 25

	Burley, 1922 Crop: Dark Red	Bright Red	Colory
Trash (green or mixed)	10 to 12	12 to 14	13 to 15
Trash (sound)	12 to 14	14 to 16	16 to 18
Common Lugs	14 to 16	15 to 17	18 to 20
Medium Lugs	16 to 18	18 to 20	20 to 23
Good Lugs	19 to 21	20 to 22	23 to 27
Common Leaf (short)	10 to 12	14 to 17	18 to 22
Common Leaf	14 to 18	18 to 20	22 to 25
Medium Leaf	22 to 26	24 to 28	27 to 30
Good Leaf	26 to 35	28 to 35	30 to 35
Fine and Selections	35 to 42	38 to 42	40 to 49½

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

Small Sales at Owensboro

OWENSBORO, Ky., April 12.—The sales here this week were very small, only 1,465 pounds of Green River being sold at an average of $11.04 per hundred. Total sales of Green River to date foot up 19,629,665 pounds at a season average of $16.16 per 100 pounds.

Total sales of burley to date 245,535 pounds, at a season average of $22.34 per 100 pounds.

Commenting on the market, the Kentucky & Virginia Leaf Tobacco Co., says:

"Sales over loose floor this week were of negligible quantity at unchanged prices. Quantity of unsold tobacco is so small that regular sales will be discontinued after this week, one house remaining open a few days longer for an occasional sale.

"Our week-end market report will now be discontinued until next season. We will be sending our customers and the trade generally news letters through the coming summer and fall months."

J. S. Phelon, leaf tobacco broker, notes:

"The offerings this week consisted of just a few thousand pounds of generally medium tobacco, prices being about in keeping with last week.

"Recent weather has been rather too dry for handling and there probably remains for delivery to the association and independent floors something around 200,000 pounds.

"The late, cool spring has somewhat retarded the growth of tobacco plants; yet in a general way the condition is fair."

Paducah Prospects

PADUCAH, Ky., April 28.—The offerings on the loose floors and wagon markets were very light during the past week, which indicate that independent stocks are practically exhausted. The offerings were generally of low and common grades that are dragging, the market being lower on these nondescript and common tobaccos.

The association receipts have dropped off very considerably. Still the managers have been receiving every day and are making deliveries to buyers on grades that they have sold, and getting rid of some of the congestion in their warehouses. At some points they have begun

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packing in hogsheads and storing, which will be a great relief on stocks that they have not sold. The week has been rather a quiet one and no doubt the movement would have been greater, but weather conditions have been favorable for doing farm work which farmers are taking advantage of, and no doubt this has much to do with the lighter deliveries all around.

We have heard of a few sales of old lugs in hogsheads at prices ranging from 4½ to 6 cents, and there seems to be more inquiry for this stock, which has been greatly reduced.

The past week has been the most favorable for doing farm work that we have had in the last two months. Farmers are busy with preparing their land for this year's crop and are getting in good shape for planting. We hear some complaint of a scarcity of plants, but we always hear this at this season of the year and we attach no importance to this report, but believe there will be plenty of plants to plant a full crop. The late frosts no doubt have injured them and they are not growing as rapidly as we would like, and I am afraid the crop will not be planted as early as we had hoped for, but with favorable weather for the next few weeks, they will be ready for transplanting and we think there will be a full average crop planted. We think, too, that farmers will make a greater effort to grow good tobacco because of the great difference in values between the good and common.—W. B. KENNEDY.

Hopkinsville Average, $14.97

HOPKINSVILLE, Ky., April 28.—Total sales for the week, 251,880 pounds; average price per 100 pounds, $14.97; sold to date of 1922 crop, 13,416,100 pounds; average price per 100 pounds, $14.59; sold to same time last year, 19,151,330 pounds; average price per 100 pounds, 14.73.—J. W. HANCOCK, President, Hopkinsville Tobacco Board of Trade.

Clarksville Average, $12.61

CLARKSVILLE, Tenn., April 28.—The sales on the Clarksville Loose Leaf Tobacco Market this week were 160,570 pounds. Sales for the season, 8,262,545 pounds. Sales to same date last season, 1,240,560 pounds. Average for this week, $12.61. Average for this season, 14.62. Average for last season, $16.21. —J. F. SMITH, Supervisor of Sales.

Deprecates Bed Scraping

LEXINGTON, Ky., April 30.—Director D. Craddock of Munfordville, in an address to the tobacco growers of Hardin County at Elizabethtown discussed the reported scraping of tobacco beds in Hart and Barren counties. Mr. Craddock declared that he had an investigation of these reports and that they were greatly exaggerated but that there was no evidence that any member of the Burley Tobacco Growers' Co-operative Association had had any part in the bed scraping. Mr. Craddock said that the exaggerated reports had been traced to the same source and that source was a speculator and pinhooker on the Horse Cave market and another speculator and pinhooker on the Glasgow market.

"I learned," said Mr. Craddock, "that the tobacco beds of one member of the Burley Association and of two growers who were not members of the Association had been scraped by somebody, but judging from the newspaper reports inspired by these speculators one would be led to believe that outlawry was rampant in Hart and Barren counties while nothing could be farther from the truth.

"I do not believe that any of our members are foolish enough and reckless enough to do anything that would be as harmful to our Association as a recurrence of the violence of the old pool. It is my honest belief that men whose purpose is to injure the Burley Association are not only behind these reports but behind the bed scraping which has actually taken place.

"I do not deny that we have some hot-headed members in Hart and Barren counties and I do not deny that some of them resent the fact that the outsiders have been riding them to good prices ever since the Burley Association was started. But we have advised all our members to refrain from any overt act, to refrain even from angry argument or threats, or anything that would tend to cause trouble between those who are members of the Association and those who are not members. Some of the outside growers thoroughly understand this situation and know that the fellows behind these reports are men who would like to see the Association broken up. They know that the surest way to break it up is to have the Association get the blame for violence and outlawry."

Burley Association Notes

LEXINGTON, Ky., April 28.—At three different points in the Burley district today county locals of the Burley Tobacco Growers' Co-operative Association were started. At Carrollton Director of Warehouses Ralph M. Barker, Chief of the Field Service William Collins and other association leaders were in charge of the work. At Cynthiana Virgil Chapman of Lexington and Paris was the speaker, Rev. J. R. Jones, director for that district presided, and at Warsaw, J. Sherman Porter, editor of the *Burley Tobacco Grower*, spoke. R. B. Brown county chairman for Gallatin, presided.

Miss Verna Elsinger, director of social service of the Burley Association and head of the new welfare department of the association, also spoke at Cynthiana and laid the foundation for the organization of a new women's auxiliary at Harrison County along the same line as the women's auxiliary already organized in Carroll County. Miss Elsinger will visit all parts of the Burley district in this work and will have a women's auxiliary in every one of the seventy-four organized counties.

Report from the Carroll County auxiliary the past week show that the women there have already signed up a number of new contracts and that they have been actively at work among the wives of growers not yet in the association.

(*Continued on page* 40)

Clown Cigarettes and Old Hill Side Smoking

Manufactured by
Axton-Fisher Tobacco Co.
Incorporated
Louisville, Kentucky, U. S. A.

PAPER TOBACCO BAGS

PATENTED
WAX LINED BAGS
Especially adapted for Chewing Tobacco
TOBACCO CARTONS
THE U. S. PAPER GOODS CO.
Manufacturers of Envelopes, Paper Bags and Paper Boxes
1224-1248 West 8th St. Cincinnati, Ohio

Cable: Kennedy Codes: Arnold's 5 and 15, A. B. C. 5th Edition
W. B. KENNEDY
PADUCAH, KY., U. S. A.
Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips
Business Solicited on Orders for Commission
Factories: Paducah, Ky., Murray, Ky., Mayfield., and Martin, Tenn.

Cable "Miller" Paducah Codes—A. B. C., 5th Edition.
ED. R. MILLER & SONS
DEALERS and BROKERS
Dark Fired Kentucky Leaf Tobacco
PADUCAH, KY. U. S. A.

To Manufacturers of Scrap and Fine Cut Tobacco
To protect your goods, you ought to pack it in our paraffine lined, weatherproof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

Cable: Austin, Greeneville
BURLEY BRIGHTS STRIPS SCRAP
CODES: { Arnolds No. 5 / A B C 5th Ed. Improved
LEAF TOBACCO
THE AUSTIN CO., Inc.
GREENEVILLE, TENN.
Latest Proctor System

It's
TOBACCO
You need every week

E. B. STRICKLER, Yorkana, Pa.

MANUFACTURER OF HIGH GRADE

CIGARS

"The House of Quality"

POLITANO
O M A R

THE MEADS TOBACCO CO.

It It's **TOBACCO** *We Have It*

RED LION, PA. U. S. A.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly

ESTABLISHED 1885

LANCASTER TOBACCO COMPANY

Exporters of LEAF, STRIPS, SCRAPS
CUTTINGS and SMOKING TOBACCO

Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.

Office and Factory:
Correspondence Solicited. FLORIN, PA.

Write Us if you need

PENNSYLVANIA

Correspondence Solicited

Seedleaf Tobacco Growers Company, Inc.

LANCASTER, PA.

W. K. Gresh & Sons

NORRISTOWN, PA.

Manufacturers of

The MEDITATION Cigar

GET THE NEWS OF THE TRADE
FROM YOUR TRADE PAPER
READ TOBACCO

CIGAR FACTORY EQUIPMENT

CIGAR MOLDS
CIGAR MACHINERY
SUCTION TABLES
BUNCHING MACHINES
SCRAP CUTTERS
TOOLS AND SUPPLIES

THE MILLER, DUBRUL & PETERS MFG. CO.
CINCINNATI, OHIO.

Pennsylvania Crop Outlook Mixed With Doubts

Bad Weather During Early April Days Did Considerable Damage to Seed Beds—Extent of Injury Not Yet Known—Packers Note Steady Outward Movement of 1922 Crop.

LANCASTER, Pa., April 30.—The lack of old tobacco was no secret among the growers this spring, and preparations carried on pointed to one of the largest acreages ever grown in Lancaster county. While a prospective labor shortage acted as a damper to the enthusiasm of a few of the growers, by far the greater proportion planned a larger crop than was planted in 1922. Along with the movement for more tobacco came a rush to get the seed into the ground early in the season. A freak snow storm and cold spell which broke over this section on April 1 was thought, at the time, to have left the seed beds practically unharmed, and growers gave little thought to the seeds being frozen. Following the cold snap was a protracted damp spell which was also more or less discounted by the average farmer.

A Scarcity of Plants Is Feared

The time has come and gone when the young plants should be appearing above the ground, and it now develops that greater damage was wrought by the inclemency of the weather than was suspected.

Many of the beds, naked of young plants, indicate that the seed were frozen during the cold weather or rotted during the subsequent damp period. Just how general this condition is, it is impossible to determine at the present time. Should a large percentage of growers suffer the loss of their entire planting, the 1923 crop of Lancaster seedleaf faces one of the leanest years, in point of quantity, that has ever visited the section.

A Dubious Outlook

There is scarcely any alternative left the grower who has had his seed frozen except to give up the idea of raising tobacco for this season. While there seems to be a surplus of tobacco plants for sale in all sections of the county, the supply would count for little should the loss be general. Reseeding the beds at this time of the year approaches folly. The plants, though pushed to the limit, would never attain sufficient growth to warrant transplanting, and any attempt, such as this, would be doomed to failure. Hope for nomalcy in the Lancaster tobacco growing industry this year depends, just at the present time, entirely upon how well the seed beds weathered the harsh weather of a month ago.

Selling and Re-selling

A fair proportion of independent packers in this section sell a considerable percentage of their holdings to jobbers, located in all parts of the country, who in turn sell small quantities of Pennsylvania seedleaf to cigar manufacturers. From California to New York and from Canada on down through the Southern states, the Lancaster grown tobacco finds a market in jobbing circles for resale to the cigarmakers.

Brisk Business Anticipated

It is in the movement of these sales this spring that packers see an omen of brisk buying at good prices later in the season. The tobacco is sold to the jobbers in lots ranging from twenty-five to several hundred cases. Unlimited storage privileges are granted these buyers and a lot purchased is never delivered in one shipment. As the jobber finds a customer for five, ten or twenty cases, he notifies the packer who ships the required amounts to him as he needs them. Tobacco sold in this way often remains in the packers' warehouses for a considerable length of time and is moved in small lots at long intervals.

A Constant Outflow

This year the packers report a steady outward flow of all goods held for jobbers in transactions of this kind. There is no let-up in the shipments which go to jobbers in every corner of the United States. By an application of deductive reasoning, the packer fits this fact to the following surmise of the general conditions existing in the small manufacturing field: "A consistent market for cigar leaf means brisk business in the cigar industry all over the country. This condition will certainly be reflected among the big concerns and indicates that the market is going to break right for us a little later on."

Added to this knowledge is the confident belief that a near shortage exists in cigar leaf and that if the business is only "half decent' all of the tobacco on hand will find a ready buyer.

Interviews among packers this morning disclosed nothing new in the way of market activities. Continued optimism is heard from all sides and the opinion is reiterated that even though no sales are recorded, no bearish tendency is apparent and that when the big manufacturers get moving there will be plenty of action.

Changes in Cigar Industry Seem Likely

The low-priced cigar industry continues in a slump. The York county district, where the great bulk of cigars originating in this section are manufactured, is very slow at the present time. The popularity of a cigar seems to be directly proportional to its price. Five cent cigars are "taboo;" seven and eight cent goods are received with a little more favor, and the ten cent and two-for-a quarter grade have the center of the stage. A radical change impends among the manufacturers of cheap cigars and indications point to operations ceasing in these lines as soon as the tobacco on hand is worked up.—KEYSTONE.

Bright Western Outlook

Abe Landfield, of Randall & Landfield, Benton Harbor, Mich., was a recent arrival on the local leaf market. Like other visitors from the West, he is optimistic regarding the future of the industry in that section of the country.

D. DREUX, Inc.

Successors to Wm. Quanjer, Inc.

Importers of Sumatra and Java Tobacco

Telephone John 2709 136 Water Street, New York



Thomas Nelson
A Cigar of Quality
10c
and up

FIVE SIZES
Corona, Invincible, Perfecto, Perfecto Sublime & Panatela.

H. J. ROTH CIGAR MFG. CO.
BAIR, PA.

York County Activities

YORK, Pa., April 30.—There are indications of a revival of the cigar industry, which in some parts of York County was reported to be suffering in recent weeks from depression. The factory of H. J. Roth at Bair Station is again running with a full force of employees, after having been operated with a curtailed number for a month or more. Thirty-five cigar makers and other employees are at present on the payroll, and the firm is advertising for more help. A rush of orders is expected at this plant. Employment for about 15 more men can be furnished.

Work was resumed today at the Havana Cigar Co. factory, Dover, which had been closed for a time because of a lack of orders. Purd Smith is the general manager of the plant.

Improvement in the cigar business is reported from Stewartstown. The W. H. Raab Co. recently shipped a carload of cigars to a firm in New York State.

To Open New Factory

Timothy Roth, who has been the manager of the office of the factory at Bair operated by his father, H. J. Roth, will open a factory in McSherrystown, Adams County, within the next few days. The factory will give employment to several score cigar makers. Young Roth had been employed at the Bair factory a year or more.

Curry McGuigan, who has been operating a cigar factory in Fawn Grove, York County, for several years, has closed the plant and moved his family and household goods to Red Lion, his former home.

J. C. Winter, of the firm of J. C. Winter & Co., cigar manufacturers, Red Lion, is on a business trip through eastern Pennsylvania.

W. M. Gemmill and Charles F. Roseman, tobacco packers, of Red Lion, are on a trip through the Northwestern States.

Charles H. Horn, of Mate & Horn, Red Lion tobacco brokers, is on a business trip to Boston, Mass.

C. M. Ehehalt, of the firm of Kaltreider & Co., Red Lion, is away on a six weeks' business trip.

Ray Paris, sales manager of the Manchester Cigar Co., whose 5-cent Havana Cadet is meeting with a phenomenal demand, has returned from a trip through eight different States of the Middle West, where he personally sold half a million cigars. The Manchester Cigar Co. has two factories in York and one in Dallastown. Its energies are confined to one brand, the Havana Cadet, which as a 5-cent smoke is establishing a record. Carload shipments are being made almost daily from the factory.

The Progress Cigar Co., 356-370 North George street, this city, of which C. N. Foreman, of Red Lion, is superintendent, has shut down. The suspension of operation is for an indefinite period.

The condition of the cigar trade seems to have been disastrous to a number of the smaller factories of the county, which apparently cannot hold the field against their larger competitors. Fifteen factories in Long Level and vicinity are reported to have gone out of business, and the factories of the Bull Run region have also been closing. Neither of these factories ever employed over 30 operatives when working full capacity. Most of those affected by the dullness were working on a cheap grade of goods. It is estimated that several hundred men are out of employment at their trade, but these have little difficulty in obtaining work on farms or in cigar factories in York, Red Lion, or elsewhere, which are advertising for help.

Stoner Files Petition in Bankruptcy

YORK, Pa., May 1.—On a voluntary petition executed in Los Angeles and filed April 25 in this city, Edward B. Stoner, cigar manufacturer, bank director and business man of Hallam, who disappeared on December 18, last, was on the same day adjudicated a bankrupt. The liabilities are set forth in the schedule as $111,639 and his assets as $84,000.

The petition is dated at Los Angeles as of March 28 and was presented by Stoner's attorneys before Referee in Bankruptcy William H. Kurtz. The liabilities in large part are notes held by individuals and banks in the county which have gone to protest, because they have not been met. Of the assets, a total of $56,900 is represented by fertile farms in Hellam and Lower Windsor townships, York County; $11,820 by stocks and negotiable bonds; $7,611.35 by proceeds of receivership; $5,000 by property in reversion and the remainder by small items of personal property. There are nine tracts of land listed in the schedule of assets.

The receipt of the petition in bankruptcy from Los Angeles confirms the report published some time ago that Stoner is in California. He left his home in Hallam by automobile on December 16, and was gone for more than a week before there was general alarm over his absence. About that time a number of judgments were entered against him, and no one seemed to know of his whereabouts.

Ten days after his disappearance the Court of Common Pleas appointed Joseph Strickler and Charles M. Strickler as receivers of Stoner's estate on petition

(*Continued on page* 40)

MOHAWK CHIEF

The High Quality
5c.
CIGAR



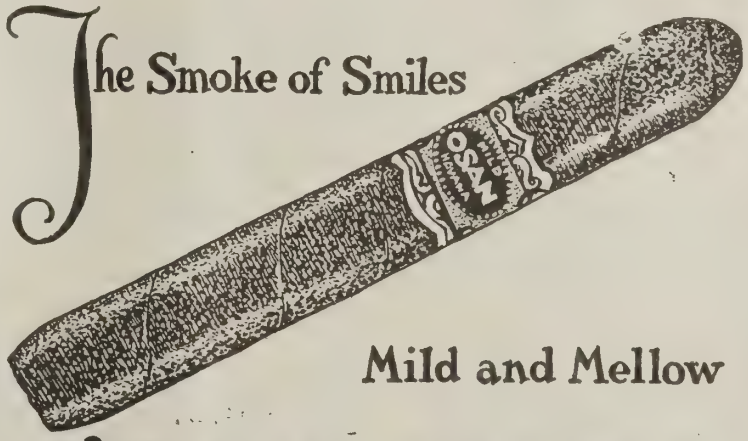
In Two Sizes:
4 7/8" Perfecto
5 1/4" Invincible

Also packed 5 in Foil and in Lithographed Oval Tins

Some Territory still open. Jobbers and dealers desirous of handling this brand write

THE CHARLES CO.
YORK, PA.

The Smoke of Smiles



Mild and Mellow

O'SAN CIGAR

A high grade mild Havana Smoke

MADE IN 9 DIFFERENT SIZES AND SHAPES
SELLING AT 10c UP TO 3 FOR 50c

P&H. CIGAR CO. INC.
CIGAR MANUFACTURERS
RED LION, PA.

JOT C. WOOD
4531 Wilbourne St.
Hollywood, Cal.
Western Territory

J. ETTES, Sales Mgr.
200 Huntington Ave.
Buffalo,
N. Y.

ROBERT M. GRANAT & CO.
LANCASTER, PENNA.
GROWERS and PACKERS
Connecticut Shade Grown Wrappers, Connecticut Broad Leaf, Connecticut Havana Seed, Pennsylvania Broad Leaf

Why do they use Porto Rican?

Most successful manufacturers of the so-called "Mild Havana" cigars are those who have succeeded in making a cigar that has satisfied the largest percentage of smokers.

Realizing that the clear Havana was primarily a rich heavy cigar the leading concerns have vied with each other in trying to produce a blend that would suit the taste of the average smoker.

Practically all of the popular brands of mild cigars contain Porto Rican Tobacco either as the filler or expertly blended with Havana. That this makes the most satisfying "all-day smoke" is now universally conceded.

All barrels and bales of Pure Porto Rican Tobacco display a White Guarantee Stamp.

GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

136 Water Street, New York — Wm. L. Dannahower, Agent

Telephone John 1379

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Orizaba —*April 24*

	Cases
Grosvenor Nicholas & Co.	16
Stearn Co.	2
British American Tob. Co.	10
Charles & Co.	4
Benson & Hedges	3
D. A. Schulte, Inc.	4
M. J. Dalton Co. (Philadelphia)	2
B. Wasserman Co.	5
Lilienfeld Bros. & Co. (Chicago)	2
Estabrook & Eaton, (Boston)	4
C. B. Perkins & Co. (Boston)	6
J. B. Moss & Co. (Cincinnati)	2
Park & Tilford	8
C. F. Fox	5
S. Ruppin, Inc.	1
S. S. Pierce Co. (Boston)	2
Commercial Museum of Phila.	2
To Order	5

S. S. Ulua —*April 30*

Park & Tilford ..... 3 cases

Tobacco from Cuba

S. S. Orizaba —*April 24*

	Bales
J. Bernheim & Son	56
Friend & Co.	3
H. Duys & Co.	16
E. P. Cordero & Co.	50
Keiser & Boasberg (Buffalo)	25
H. C. Pagan	58
S. Rossin & Sons	55
P. Lorrilard & Co.	200
B. A. Kaiser Co. (Boston)	4
M. Schwarz	55
C. Eisenberg	8
E. Rosenwald & Bro.	34
E. Ellinger & Co.	73
S. Ruppin, Inc.	346
Barrels	
Waitt & Bond (Newark)	234
Friend & Co.	93
H. Duys & Co.	30
F. C. Suarez & Co.	12
Hussey Leaf Tobacco Co.	5
E. P. Cordero & Co.	26
Stern-Mendelsohn Co.	137
Consolidated Leaf Tob. Co.	5
S. Ruppin, Inc.	86
Packs	
Waitt & Bond (Newark)	16
J. Bernheim & Son	222
G. H. P. Cigar Co. (Philadelphia)	80
Bayuk Bros. (Philadelphia)	27
E. Rosenwald & Bro.	79
E. Ellinger & Co.	3
Stern-Mendelsohn Co.	3
Consolidated Leaf Tob. Co.	94

S. S. Ulua —*April 30*

	Bales
United Fruit Co.	464
S. Ruppin, Inc.	109
Barrels	
S. Ruppin, Inc.	45
American Cigar Co.	101
G. M. Beyea	11 packs

Cigars from Porto Rico

S. S. Porto Rico —*April 24*

	Cases
I. Lewis Cigar Mfg. Co.	15
Smith & Co.	5
Porto Rican American Tobacco Co.	273
United Cigar Stores Co.	187
D. A. Schulte Co.	3
Royal Bank of Canada	1

S. S. Caracas —*April 30*

	Cases
Porto Rican American Tob. Co.	71
United Cigar Stores Co.	29

Tobacco from Porto Rico

S. S. Porto Rico —*April 24*

	Bales
L. Hirsch	84
M. A. André	5
Barrels	
American Sumatra Tobacco Co.	550
Rosenstadt & Waller	5
L. Hirsch	40
M. A. André	105

S. S. Caracas —*April 30*

	Bales
American Cigar Co.	179
Durlach Bros.	100
Barrels	
American Cigar Co.	196
Rosenstadt & Waller	23
To Order	164

Tobacco from Rotterdam

S. S. Veendam —*April 29*

	Bales
E. Rosenwald & Bro.	470
Hinsdale, Smith & Co.	235
Irving National Bank	44
General Cigar Co.	4
Chase National Bank	30
A. Bornholdt & Co.	6
D. Dreux, Inc.	75
Joseph Holzman	21
Manus, Muller & Co.	37
H. Duys & Co.	624
L. Schmid & Co.	65
J. Marqusee & Son	27
Cases	
H. Duys & Co.	41
W. Van Doorn	39

Tobacco from Liverpool

S. S. Baltic —*April 24*

	Cases
A. Oppenheimer & Co.	7
R. H. Macy & Co.	2

Tobacco from Southampton

S. S. Aquitania —*April 28*

R. F. Downing & Co. ..... 2 cases

Tobacco from Glasgow

S. S. Cameronia —*April 24*

Alfred Dunhill ..... 2 cases

Tobacco from Trieste

S. S. Clara —*April 26*

Liggett & Myers Tobacco Co. ... 973 bales

Tobacco from Hamburg

S. S. Mongolia —*April 26*

	Bales
Universal Leaf Tob. Co.	180
Ionian Products Trading Corp.	40

Tobacco from Bremen

S. S. Hanover —*April 29*

W. O. Smith & Co. ..... 3 cases

Cigars and Cigarettes from Cuba

S. S. Orizaba —*April 24*

Faber, Coe & Gregg ..... 25 cases

Cigars and Tobacco from Cuba

S. S. Orizaba —*April 24*

United Cigar Stores Co. ..... 13 cases

Cable "Jarieraco," San Juan — Codes A. B. C. 5th Edition

ALONSO RIERA & CO., Inc.

THE TOBACCO PALACE

58-62 Tetuan St., San Juan, P. R.

Importers and Exporters of Leaf Tobacco

The oldest tobacco house in Porto Rico

Cable "Rodevia" — Code A. B. C. 5th Edition

Bayamon, P. R.

RODRIGUEZ, HEVIA & CO.

Barrio Nuevo, Bayamon, P. R.

GROWERS, PACKERS and STRIPPERS of PORTO RICAN TOBACCO

Specialty—Comerio and Naranjito Tobacco

Cigar Bands from Cuba

S. S. Orizaba —*April 24*
To Order .....4 cases

Tobacco and Cigarettes from London

S. S. Albania —*April 25*
To Order .....2 cases

Cigarettes from Manila

S. S. Stell Trawer —*April 29*
P. Lorrilard Co. .....15 cases

Cigarette Paper from Hamburg

S. S. Thuringia —*April 26*
J. J. Morton .....12 cases

Cigarette Paper from Bordeaux

S. S. Collamer —*April 27*
American Tobacco Co.....850 cases

Cigarette Paper from St. Nazaire

S. S. Collamer —*April 27*

	Cases
R. J. Reynolds Tobacco Co.....	510
De Mauduit Paper Corp.....	270

Cigarette Paper from Havre

S. S. McKeesport —*April 30*
Rose & Frank .....146 cases

Cigarette Paper from Antwerp

S. S. Lapland —*April 29*

	Cases
International Mercantile Marine Co.	15

Briar Pipes from London

S. S. Independence —*April 25*
B. Weiz .....10 cases

S. S. President Monroe —*April 26*

	Cases
D. A. Schulte, Inc.....	1
To Order	1

Briar Pipes from Southampton

S. S. Aquitania —*April 28*

	Cases
Alfred Dunhill	7
Interocean Forwarding Co.....	1

Smokers' Articles from London

S. S. Olympic —*April 25*
F. Murray Hill .....8 cases

Cigarette Holders from Hamburg

S. S. Mongolia —*April 26*

	Cases
Transatlantic Clock & Watch Co...	2
Atlantic Forwarding Co.....	1

Briarwood from Leghorn

S. S. Malgache —*April 24*

	Bags
Fidelity International Trust Co.....	200
W. Maluick	100

Briarwood from Marseilles

S. S. Canada —*April 25*
A. J. Vassas .....733 bales

Briar Bowls from London

S. S. Independence —*April 25*
B. Weiz .....17 sacks

Gum Tragacanth from London

S. S. Mississippi —*April 30*
Brown Bros. & Co.....79 cases

An Amateur Economist

Perry Wilson, of the Y. M. C. A., may be correct in his estimate of the evils of cigarette smoking, but he is certainly an amateur economist when it comes to interpreting the effect of tobacco raising on cereal production, as any farmer knows.

Said Mr. Wilson, "The finest soil in America is devoted to the growing of tobacco. Last year the production of cereal grains decreased, while the production of tobacco increased over 200 per cent."

Cereal production decreased, not because tobacco is crowding it out, but because our busted European cousins are no longer buying so heavily since we quit paying their bills by advancing them liberal credits. Europe would have gone on eating at our expense indefinitely had not the American taxpayers and general public become disgusted with the whole pauperizing experience.

Since it does not pay the American farmer to produce an unsalable surplus of anything, he is very wisely cutting down the production of the chief offender, wheat. Wayne county farmers know that wheat is never a very profitable crop. Ordinarily it is productive of no profit and is tolerated because it fits in our accustomed rotation and provides ready cash and straw for bedding. Neighboring farmers already are dropping wheat and rotating corn with clover, using shredded fodder for bedding.

Wheat is a new land crop. It is produced most profitably in territories where land values and taxes are lowest. Where land values are high, dairying and stock feeding become the most profitable forms of agricultural production.

Tobacco has no monopoly of our finest soil. Like corn tobacco is raised on fine land, medium land and no account land. Being chiefly a southern crop, tobacco never has and never will be a serious contender for land most suitable for cereal production.—*Richmond (Ind.) Palladium.*

Rejoins Bowring & Co.

J. M. Sharp has severed his connections with the Manila Commercial Co., and has rejoined Louis Hirsch, of the tobacco department of Bowring & Co., 17 Battery Place, New York. In addition to dealing in high-grade leaf tobacco, Bowring & Co., are developing the Manila cigar factory El Oriente, and the Apex cigarette holder, which ejects the cigarette.

Off to Porto Rico

Robert Gans, of Max Gans' Sons, 197 Water street, sailed last Saturday on the steamer *Porto Rico*, for Porto Rico, where he will join his brother, Charles Gans, and will assist him in furthering the interests of the firm on the island.

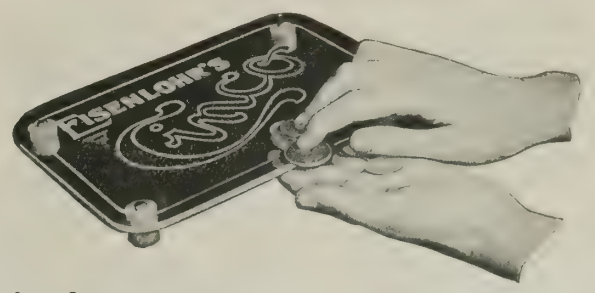
Back from Holland

James Willing, of the American Malaya Trading Co., has returned to New York, after a pleasant voyage on the steamer *Veendam*, from Amsterdam, where he attended the inscriptions.

THE JOBBER AND THE RETAILER
can obtain this
BIG 5c.
straight shape, long filler and Banded Cigar at prices convenient to make them a leading seller.



ILANG-ILANG
is packed in 100s
Exclusive territory for
JOBBERS
Don't Delay—Get this brand for your territory.
Henry Ottenberg
146 Front Street New York



To the Cigar Manufacturers and Jobbers of the United States and Canada

We have sent you our latest folder showing illustrations of 65 Advertising Specialties for the Cigar Trade such as Box Lids, Can Covers, Display Stands, Show Cases for Cigars and Cigarettes, Change Trays, Cigar Cutters, Showcase Moisteners, Cigar Lighters, Tobacco Cutters, Signs and Electric Displays, etc.

This circular showed a Sample assortment of our very extensive line.

Did you get the circular?

Do you want more information and prices?

Let us help you in your Selling Campaign.

Make use of our new, original and successful specialties.

THE BRUNHOFF MFG. CO.
CINCINNATI, OHIO
Eastern Office:
113 Maiden Lane W. S. LAKAMP, Mgr.

DURLACH BROS.
Growers and Packers of
High Grade Porto Rico LEAF TOBACCO
Caguas, Porto Rico. New York Office: 181 Water St.

El Gallo Del Tabaco
DONATO VIGIL & CO.
Importers and Exporters of
LEAF TOBACCO
San Juan, Porto Rico

HERMANN J. ROSE
Packer of Porto Rican Cigar Leaf Tobacco
Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.
Quality, Not Price SANTURCE, PORTO RICO

RAMON MORAN & COMPANY
Growers, Packers & Strippers of
Porto Rican Leaf Tobacco—Exclusively Inland
MANATI, PORTO RICO



IN answering a new customer's question—what's a good cigar? Offer him a Bayuk Product and make him a steady patron.

BAYUK BROS., Inc.

Originators of the
BAYUK INIMITABLE BLEND AND
BAYUK INCOMPARABLE BRANDS
PHILADELPHIA

New York, 119 Lafayette Street Phone Franklin 3166

MARSHALL FIELD

NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets *Philadelphia, Pa.*

Philadelphia Business Shows Consistent Gain

Manufacturing, Jobbing and Retailing on Wholesome Basis—Indications Point to Permanency—Counter Trade Making Greatest Increase—Timely Trade Topics.

PHILADELPHIA, April 30.—Among cigar manufacturers, jobbers and retailers, business, while not booming, is moving forward with consistent gains and is on a wholesome basis indicative of permanency. The retailers have noted some increase in box business, but the biggest gain has been in counter sales, the fine weather of the last week being a contributing cause.

Showing Signs of Good Behavior

The "reformed" price-cutters are still showing some evidences of acting in good faith. The benefits of the movement which these retailers launched several weeks ago, as told exclusively in the columns of TOBACCO, are appreciated by the jobbing trade which was more affected by profitless prices than was even the retail trade. It is a fact that many of the jobbers have been handling goods, particularly cigarettes, on as low as a two per cent margin, this being at an actual loss. Some years ago, as will be recalled by the readers of these columns, the jobbers made an effort to get together, but internal troubles developed and their organization after a brief period of successful history, went onto the rocks. While the reformed price slashers have no organization of any kind, there is among them an almost perfect unity of purpose, and they are of opinion that it is just as necessary for the retailers who now are determined to do business legitimately and with a legitimate profit, to have the jobbers and sub-jobbers also get on a sound business basis, as it was for themselves. The manufacturers are giving moral support and encouragement to the movement, because, by the elimination of cut prices, the entire industry, which was moving toward complete demoralization, has been placed on a much firmer foundation, with consequent benefits to maker, distributor and consumer. In fact all in any way related to the business of producing and of selling standard goods, look on the new movement an account of which appeared only in these columns, as nothing less than epoch making in the industry in Philadelphia.

Credit Information

The movement among the manufacturers to develop closer co-operation in the matter of credit information, and to more intimate relationship with the Philadelphia Association of Credit Men, also related in recent issues of TOBACCO, has moved forward. The outward development of interest was the election on the Board of Directors of the Philadelphia Association of Credit Men, of William G. Kimber, Jr., credit man of Bayuk Bros.

The Post Cigar Co., through its metropolitan factory, is placing on the market a new brand, La Situation, and reports encouraging sales immediately on introduction.

Possession of the new factory of The B. G. Davis Co., which recently acquired from Sig C. Mayer & Co., the five-story building at 306 Cherry street has now completely taken over the property. The plant is in full operation. Although operation is in full swing, remodelling and modernizing of the building into a more sanitary and up-to-the-minute cigar factory is proceeding uninterruptedly. General Manager L. Thorner, came over from the New York office to start the new plant on its way and has arranged for the making of LaBelle Fair at a rate of from 60,000 to 75,000 per day, with a force of over 300 hands, working under the supervision of Louis Stein. The full output is to be for the Schulte Chain Stores.

Joseph Carlisle, special representative of Bayuk Brothers, and long confined to the hospital at Easton, Pa., as result of a fall, is still recuperating in Atlantic City, but is hopeful of being able to return to headquarters in the next two weeks. The Bayuk combined stripping plant and garage for its fleet of auto trucks at Tenth and Bainbridge streets, is nearing completion. The garage is already in use, and the stripping work probably can begin by the middle of May.

Monroe Jarett Sons, Randolph and Jefferson streets, established for eight years in the cigar box manufacturing business, have made arrangements for the expansion of production in order to take care of the great amount of business coming into the plant. Another floor in the ell-shaped building which they occupy has been acquired and production is now distributed over five floors. The second floor in wing being the latest acquisition. Three floors in the main building on Jefferson street and the first floor in the wing were formerly devoted to manufacturing purposes. The firm's expansion necessitating the taking over of the second floor in the wing. New equipment, consisting of three Ellis Grannes & Son machines, made in Allentown, Pa., have been installed for the manufacturing of boxes; two saws, also made by the Grannes Co., will enable the firm to greatly increase production. When the expansion programme is completed double capacity will be provided. The working force also has been increased to double. An automatic fire sprinkling system is one of the innovations.

Morris G. Braun, who recently took over the store at 718 Market street is adding to its stock.

Condax An Art Feature

In the spirit of "Art Week" which induced all the merchants on Chestnut street to make exhibition of paintings and sculpture by rising painters and artists, Yahn & McDonnell have given over a window of their Arcade store, Juniper and Chestnut streets to an artistic display of the Condax Cigarette line and the raw material from which they are made.

Allen R. Cressman's Sons have appointed the Royal Tobacco & Candy Co., Newark, N. J., as distributor for that territory and a sales promotion campaign is now being conducted by its force of seventeen salesmen. F. D. Saunders of Cressman's, after a very extensive tour through the West and the New England district has returned to Philadelphia headquarters.

Samuel and William F. Paley of the Congress Cigar Co., spent part of last week in the Connecticut leaf district making headquarters in Hartford. The firm reports a very heavy demand for La Palina in the new size, Invincible, three for 50 cents.

Recent Leaf Trade Visitors

Visitors to the leaf trade during the week were William S. Uhler of the American Malaya Trading Co.; Ray S. Clark of D. Dreux, Inc., New York; S. Newburgh of Louis Newburgh Co., Hamilton, Ohio; M. R. Hoffman of the Hoffman Leaf Tobacco Co., Marietta, Pa.; T. Levy of Morris Witner & Co., New York, and John Brockman of Manus, Muller & Co., New York.

Herman G. Vetterlein, leaf dealer, 6th and Arch streets, is in the Connecticut territory looking over prospects.

To Seek Corporate Charter

Application is to be made to the Governor of Pennsylvania on May 8, for a charter of incorporation of E. A. Calves & Co., 3rd street, importers of Havana.

AMERICA'S FINEST LABELS

GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request.

H. J. FLEISCHHAUER
68 No. Fourth St., Phila., Pa.

Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N. Y.

The incorporators consisting of Evaristo A. Calves, Jenny B. Calves and Charles Martinez. Mr. Martinez has been connected with the firm for many years as salesman. The new corporation is to deal in leaf tobacco, pack and import these products and also to manufacture and deal in cigars, stogies, cigarettes, cheroots, pipes and other products of allied nature.

John Smith, retired wholesale cigar dealer and prominent horseman, died last Monday at the age of eighty-two, at his home 4043 Girard avenue. He was the oldest driver on the Fairmount Park speedway. He was for many years a member of the Point Breeze and Road Drivers' Association. A daughter, Miss Fanny Smith, survives, his wife having died a year ago.

G. G. Goode, Ltd.

MELBOURNE, Australia, March 1.—G. G. Goode, Ltd., successors to Sniders & Abrahams, Ltd., are favoring the trade with the following announcement:

"To signalize the transfer of control of our business from America to Australia, the name of the company has been changed, and in future we shall trade under the name of G. G. Goode, Limited.

"In addition to the change of name, other alterations have been made of a most important nature which cannot fail to have the most favorable and far-reaching effect upon the quality of the firm's products. The latest types of cigarette machines have already been installed and all other necessary equipment of the most modern and efficient type for the treatment of tobacco is being purchased. Continuous supplies of high grade leaf of uniform quality are assured by special arrangements recently consummated abroad and, as a result, our blends can be relied upon for mildness, uniformity of character and richness of color and aroma. We can guarantee our products to be absolutely pure and absolutely dependable.

"We are specializing in four main lines (two plain and two tipped), and our cheaper lines will be packed in twelves. When present stocks of Essanay, King's Own and Peter Pan cigarettes are exhausted these brands will be discontinued. In addition we shall, of course, continue to manufacture our Turkish Caireen and our gold-tipped Virginian Midas, but with much improved blends and packings.

"Our cigar sales for December last constituted a record in the history of the business both in volume and value, and the constantly growing public appreciation of Club House cigars has led us to adopt the popular straight shaped cigar, Club House Commodore, which we confidently commend to your favor. It is our intention to specialize in Club House cigars while still maintaining our regular lines.

"A vigorous campaign of attractive advertising for our goods is about to be launched which, we believe, will prove to be of benefit to us both.

"It is the desire and policy of this company to extend to its customers the maximum of service and every courtesy within its power. We take this opportunity of thanking you for your loyal support in the past, and assuring you of ours in the future."

The company's cigarette brands are: Club House, Clarion, Caireen, Midas, Milo, Royal Oak, Selecta, Standard, The Eaton and Windsor. Their cigar brands are: Aristo, Club House, Dona Sol, Ecuador, El Campeon, Erica, Escasa, Escudo, Grand Master, Pandora and Pomona. The head office is located at 270 Lonsdale street, Melbourne.

Baltimore Market

BALTIMORE, Md., April 26.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND.—Receipts increased to 300 hogsheads, while sales totaled 223 hogsheads for the past week. The good demand continued for practically all grades.

OHIO.—No receipts; sales, 8 hogsheads.

Quotations on Maryland 1922 Crop

Inferior and frosted	$3.00 to $4.50
Sound common	5.00 " 8.00
Good common	8.00 " 18.00
Medium	18.00 " 28.00
Good to fine red	28.00 " 42.00
Fancy	43.00 "
Seconds (common to medium)	4.00 " 12.00
Seconds ((good to fine)	13.00 " 25.00
Ground leaves	3.00 " 23.00
Upper country (air-cured).	Nominal

Unsound and badly mixed packages from 1 to 3 cents lower.

Association Data

The Leaf Tobacco Association of Baltimore City, issues these statistics for the week ending April 25:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date	Same 1922
Maryland	313	2,056	2,369	1,868	1,516
Ohio		267	267	222	82
Total	313	2,323	2,636	2,090	1,598

Reinspections this week: Maryland, 13; to date, Maryland, 501; Ohio, 45.

Deliveries

	Maryland: Coastwise and Domestic	Maryland: Foreign	Maryland: Total	Ohio	Total
This week		784	784		784
Previously	1,625	5,736	7,361	835	8,196
Total	1,625	6,520	8,145	835	8,980

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1	9,590	3,025	12,615
Receipts since	1,868	222	2,090
	11,458	3,247	14,705
Delivered since	8,145	835	8,980
Stocks today	3,313	2,412	5,725

Sales

This week	223	8	231
Previously	1,771	532	2,303
Totals	1,994	540	2,534

Groundleaves to date, 320 hogsheads.

Sails for Porto Rico

James Bosch, of Bosch Bros., sailed to Porto Rica last Saturday on the steamer *Porto Rico.*


FOR YOUR OWN PROTECTION

Order from us today and note the repeat orders you will receive when using a good wooden package for your good Havana Cigars.

MONROE JARRETT & SONS
MANUFACTURERS OF
CIGAR BOXES
S.W. COR. RANDOLPH & JEFFERSON STREETS
PHILADELPHIA, PA.

The Popular Seller from Coast to Coast



Best Value for the Money

Victor Size - - 10c
Packed 1-20 wood and 1-20 tins

American Size - - 2 for 25c
Packed 1-20 wood. Foiled and plain

Size
Corona — Packed 1-20 tins
Senator — Packed 1-20 wood
Delmonico — Packed 1-20 wood
} 15c

BOBROW BROTHERS, Inc.
Manufacturers
Philadelphia Penna.
Makers of Famous "Bold" Cigar.

LA PALINA
IT'S JAVA WRAPPED
CIGAR
The pioneer Java wrapped cigar and to-day the *finest* Java wrapped cigar that you can offer to your customers.
More than one hundred and fifty million sold yearly
CONGRESS CIGAR COMPANY
Philadelphia

STICK TO Cinco - IT'S SAFE



2 for 15c
everywhere

OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, Secretary.

Trade-Marks

(*Continued from page 7*)

and Cigarette Holders. *Claims use* since June 10, 1910.

* * *

Ser. No. 176,724. Delacour Bros. Ltd., London, England. Filed Feb. 28, 1923.

BRIGADIER

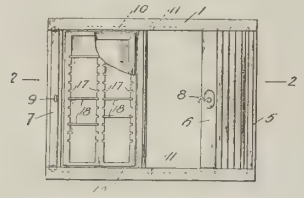
176,724

The particular description of goods.—Tobacco Pipes. *Claims use* since July 1, 1922.

Patents Recently Granted

By U. S. Patent Office

No. 1,452,700. DEVICE FOR STORING AND DISPLAYING SMOKERS' ARTICLES. Rudolph Peyer, St. Gallen, Switzerland. Filed May 18, 1921. Serial No. 470,599. 3 Claims.

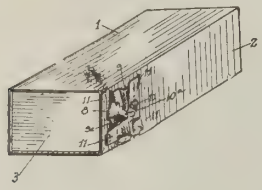


1,452,700

A device for storing and displaying articles, such as cigars and other smokers' articles, characterized by a case to be locked having a slidable cover of roll-top shape, in a plurality of sections, and also having a drawer to be inserted within the case, the opposite side walls of said case being provided with guides and stops for the cover sections, and a double bottom opposite said guides so that when the case is opened the cover parts enter between the double bottom parts.

* * *

No. 1,451,882 MATCH BOX. David B. McDonald, Davenport, Iowa. Filed Dec. 4, 1920, Serial No. 428,262. Renewed May 24, 1922. Serial No. 563,388. 5 Claims.



1,451,882

In combination with a match box having a match-box case, the match-box case having a hole in one of its sides; the hole having a downwardly pointed off-set; a match-box case having a match breaking device outwardly secured by suitable means to one of its sides; said match breaking device having a hole provided with a downwardly pointed off-set in its surface stationed adjacent one of its sides conformable to the hole in the box case, multiple corrugate means in the side and end of said match breaking device, clamp lug means for securing said match breaking device to the box case; perforations suitably conformable to the clamp lugs of said match breaking device, provided in the side of said box case, all for the purpose specified.

One Year of Co-operative

(*Continued from page 5*)

effective work and pressure can be used in bringing such men into line as would be the case without local organization.

V.—Co-operation the Inevitable System

Unquestionably co-operation is the farmer's hope. Acting as individuals, farmers are weak. Through organization they are strong. Acting as individuals, farmers must dump their crops. Through organizations, they can market gradually. As individuals, they cannot finance themselves properly. Through organization they can.

Co-operative marketing, therefore, is *the inevitable system of selling farm crops.* Fifty years from now we will wonder why we ever went on year after year selling our crops, each farmer in competition with his brothers, helpless, uninformed, and unorganized, simply accepting the starvation-average prices named by the thoroughly informed and highly organized buying world.

Nevertheless, co-operative marketing can succeed only by learning from its own experiences and mistakes, keeping growers frankly informed about all important policies, profiting by mistakes, changing policies accordingly, and then courageously going forward.

An Easy Slip to Make

(*Continued from page 31*)

On June 1 the price of the truck declined $280. When the truck company attempted to collect on the note, the maker refused payment until he should be given a credit of $280. The truck company refused this, on the ground that the salesman had no right to guarantee the price against decline, since all orders gotten and all arrangements made by salesmen had to be approved by an official of the company. As a matter of fact, the very form that this buyer signed contained a clause that "this contract is valid only when signed by an official of the ———— Co."

A law suit resulted, the truck company suing to collect the note. The case went through the lower court, where the buyer of the truck won, then up to the Appeal Court, where the truck company won, on the ground that the salesman had no right to bind the company with such a guarantee. Read from the decision:

Defendant admitted that when plaintiff's agent produced the car on April 23 and handed him the agreement, he read it and refused to sign the note until the agent had inserted in the agreement a provision intended to protect him against a reduction in the price of cars. The agreement had already been executed by an official of the company. It contained at the bottom the following: "This contract is valid only when signed by an official of the ———— Co." In the face of this provision, defendant procured the agent to make a material alteration in the contract. In the absence of proof of authority in the agent to make the variation or plaintiff's ratification of the alteration, defendant cannot stand upon the contract as altered. When the agent presented to him a contract at variance with the contract as he understood it, it was his duty to refuse to accept the car and not to sign the note until and unless the alteration in the contract presented to her was made or ratified by an official of the company.

Now there you see how easy it is to slip up. I suppose not one layman out of a hundred would have remembered to insist upon the confirmation of the guarantee by some company official, or would have known that the clause requiring official confirmation of the written contract also required it for anything added to it in pencil afterward. And yet this little slip cost the buyer of the truck $280 in addition to litigation expenses, which certainly amounted to as much more.

It would have been easy to refuse the guarantee until approved by the company, and with the truck waiting there for delivery I have no doubt the company would have approved it rather than lose the sale.

It is another phase of the advice I have so often tried to give through these articles, viz.: never to act in any important way upon a salesman's say-so unless you are absolutely certain that he has authority to do what he is about to do. How can you be absolutely certain? You can't be unless you get the company's O. K. to the salesman's act, *before* you have gone into it at all, or unless the salesman has done the same thing often before and the company has recognized and affirmed it.—*Copyright, 1923, by Elton J. Buckley.*

Wholesalers and Retailers

(*Continued from page 9*)

my mind, that they are getting so much business and growing so fast."

Aren't there some constructive pointers in all this which will help various merchants in going after more business and in getting it?

If this proves to be the case, then the writing of this report of this sales conference will have been well worth while.

Chicago

(*Continued from page 17*)

The Hotel Sherman cigar department is kept very busy by the many orders that are turned in through the efforts of Mrs. Charles Altschul, and Jay Isett. They are two of the best box trade artists in the city. Their office is Parlor N, and it is a busy place these days.

Herbert Mesick is here again taking orders for Cuesta Rey. Ruhstrat-Christian Co., his Chicago jobbers, are placing thousands of this brand.

Prosperity Signs

Clarence Hirschhorn Co. is again in the lime-light. Besides having Mozart and Harvester cigars on the bill-boards and in the newspapers, this live jobbing house now has the Detroit Hand Made, 2 for 15 cents cigar on the billboards all over the city. The signs are very attractive, the back-ground being a bright red, which shows up like a "house afire." With such brands as El Producto, Optimo,, Harvester, Mozart and Detroit Hand Made, the house of Hirschhorn Co., under the able management of Clarence Hirschhorn, is showing wonderful strides upward this year.

Setting Swift Pace

At J. & B. Moos, the sale of Antonio and Cleopatra and Chancellor cigars are reported as being far ahead of last year's sales. At present a large number of Chancellor windows are shown by the dealers all over the city.

Electric Humidifier

Herbert Hoover has a very fine demonstration of his National Electric Humidifier on display in the large window of the Commonwealth Electric Co.'s electric shop, in the Marquette Building. Thousands see this new and unproved humidifier, in all styles, at work each day.

The Ogden-Plaza Hotel is to be our next on the North side. It will go up at Clark and Center streets, and is to cost $3,000,000. Herman Mack, who owns the Lexington Hotel on the South side, is one of the owners, and being a good cigar man, he will operate his own department.

To Handle Gato Brands

E. P. Oakes announced this week that he had closed with the Parker-Gordon Co. of Kansas City, to represent the E. H. Gato Cigar Co.'s brands. All the branch houses of Parker-Gordon, located in Missouri, Iowa, Indiana, and Illinois, will now feature Bouquet de Gato, Cressida and Gato Key Westers.

The South Shore View, a $2,000,000 hotel, is to be erected at 71st street and the South Shore Drive.

The Congress Cigar Co. of Philadelphia has contracted with a Chicago daily newspaper for another campaign on the La Palina cigars. The ads are to appear shortly.

Showing Increase

E. P. Oakes, the Gato star is again working the city. Oakes states that his territory is showing a fine increase on the Gato brands.

The stock of Park & Tilford's Kansas City branch, which was damaged by a recent fire, was disposed of here this week by the auctioneers.

Charles L. Audrade has entered the window trimming service as the Audrade Display Service, with headquarters at 116 N. La Salle street. He will have a crew of experienced window dressers and will devote his efforts to cigar windows.

Ries & Co. Take Over Eder & Co. Pipe Line

Francis Eder & Co., one of our oldest pipe houses, are retiring from business. A large part of their stock has been taken over by Iwan Ries & Co., who have also added to their sales force, four of the Francis Eder & Co.'s country pipe salesmen. With this addition to their sales force, Iwan Ries & Co. now become one of the leading in the distribution of pipes in the Middle West.—H. L. H.

Burley Association Notes

(*Continued from page 33*)

Director of Warehouses Ralph M. Barker, Miss Elsinger and Mr. Porter will be the speakers at a big meeting of Ohio tobacco growers at Ripley, Brown County, next Thursday. There will be both afternoon and night meetings and the business men of Ripley and other Brown County towns will attend this meeting.

President and General Manager James C. Stone will speak at another meeting of Ohio tobacco growers at Gallipolis Saturday afternoon, May 26. Since the enactment of the new Ohio and West Virginia co-operative marketing laws there has been a considerable increase in the number of new contracts received from that territory.

Stoner Files Petition

(*Continued from page 35*)

of the Farmers State Bank of Hallam, to which he was then said to have been a heavy debtor.

Stoner left his home supposedly for New York on a business trip. He went as far as Wrightsville by automobile, where he is said to have left the machine for repairs. He is said to have boarded a train at Wrightsville, and nothing more was heard of him until word came that he was in California.

Stoner is widely known. He was a cigar manufacturer, a director of the Hallam Furniture Co., and of the Farmers State Bank of Hallam, a school director and justice of the peace, and was a leader in all business projects in and about Hallam. He is a well known trapshooter and had a wide circle of friends interested in that sport.

CLASSIFIED ADVERTISING

WANTED—To buy one second-hand Phila. Textile Drying and Ordering Machine, top fans preferred, six or nine foot apron. State condition, dimensions and price. Address: Manufacturer, c/o Tobacco Trade Journal, New York.

FOR SALE—One large factory building, with attic. Situated in a town in Eastern North Carolina with about seven thousand five hundred population. Located near a river; railroad siding. Building 435' long, 85' wide, in two sections. Each with electric elevator; high water tank; site consisting of five acres of land. Would sell at a reasonable price. Apply T. J. Hackney, Wilson, N. C.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXVI. No. 2 NEW YORK, MAY 10, 1923 Per Annum, $3.00 Per Copy, 10 Cents

Wisconsin Tobacco Pool Holds Rally Meetings

Big Guns of the Organization Do the Spell-Binding Stunts—Sarcastic Shots at "Generous" Buyers of the 1921 Crops—Poolers Admit Justice of One Complaint.

EDGERTON, Wis., May 6.—The pool officials have been busy the past two weeks holding their rally meetings throughout the state. Jens Davidson, president; John Holtan, sales manager; Selmar Neprud, field manager; Emerson Ela, well-known legal counsel for the pool, and Lars Lien, one of the two or three big powers of the co-op, did the speaking.

At Janesville, Mr. Ela bore the brunt of the attack upon the co-op's publicity campaign. "Unless you want the pool contracts enforced to the letter, tell us to wind up the affairs of the pool and close doors," he told about 150 growers at the Sommerville warehouse Thursday night.

"There has been established a big machine for your selling interests in tobacco, which, in a short time, has accomplished much; and if you stay with the pool, then a man who signed a contract must be made to live up to it.

"We do not want to prosecute the hard-pressed grower tempted by a buyer, but we do want to put the penalty upon the buyer naming unfair bids on pooled crops solely for the purpose of breaking up the pool, and forcing the growers back to the old system of taking only their price."

"Generosity" Praised

There was not the customary amount of animosity prevalent in the Janesville meeting, except a few sarcastic remarks about the "generous" buyers who lifted the 1921 crop at from 5 to 7 cents. It was claimed that the pool held the credit for this year's increase in price. Just who raised the price on cotton, meat, corn, wheat, wages, etc., was not identified at this particular meeting.

The only really violent outbreak was a discussion of the notorious Ole Harried letter, the first of a series of growls against the pool by grower-members, published in local publications. Selmar Neprud produced a sworn-to statement by Harried, saying that it was dictated by C. E. Sweeney, a local packer.

Acknowledge Justice of One Grievance

Pleas were made to raise quality tobacco instead of increasing acreages, and to perfect a grading system that will pay the grower well for the extra effort to produce a quality crop. The only complaint the officials acknowledged was true, was the fact that many growers received less than stemming prices when the bulk of the growers followed the stripping letter of instructions, and got only the eleven-cent grade for their good ends after laboriously stripping out the crop in three and four grades.

The Big Noise

In the big final meeting at Edgerton, the big noise was the reading of an anonymous letter to John Holtan, sales manager of the pool, accusing him of taking bribes in connection with the conduct of the co-ops' sales. This was denied by the officials, and a threat to start suit was made if the man's name could be obtained. Between 250 and 300 growers attended, with a large sprinkling of tobacco men. No names were called, nor were there any questions asked. Fireworks predicted during the week failed to materialize.

Mr. Ela, in his forceful talk, emphasized the assertion that one New York man "had the best vision of any buyer operating in Wisconsin." That no buyer had any different contract except one. He did not state what havoc that contract might work if the binder end of the northern crop should be very small this summer.

A new series of meetings will be held this spring.

Help Is Serious Problem

The pool is having a terrific time to get any help for assorting; all the regular warehouses are running short of help, and how they are going to get any help is a very grave problem. The warehouse at Edgerton is due to open Monday, May 7. Just where it will get the necessary number of assorters, it is difficult to state. All the other warehouses are running with incomplete crews and are looking for more help. It is expected that the co-op will raise assorting prices. If they do, the other warehouses will promptly meet it, and this will effectively hold the crews they already have.

Growers Working Overtime

The growers are working long hours in getting started on the new crop. It will be some time before they will be abreast of the season on account of the late spring. The new crop will be the crucial test for the co-op. A large percentage of the pooled growers are cash-renting their tobacco land out to sons, wives, and sharemen, who are not signed up with the big co-op. The independent end of the acreage will be much larger than last year, as they are all practically putting in from 25 to 100 per cent more land than they did last year, when they were fearful of another seven-cent year.

The agricultural department is meeting the wildfire situation with vigorous measures.

There is still a considerable quantity of independent tobacco unsold; but it is being steadily picked at by several firms. Al Jones, of Janesville, lifted a couple of hundred acres around Stoughton and Cooktown at 14 to 21 cents per pound for binders, and five cents for fillers. C. E. Sweeney & Sons bought Hardwick Bros.' big crop for 16 cents. The cases on the farm are practically gone. There are not over two hundred cases on the farms today unsold in the southern section.

One local packer cleaned out on binders this week, and all B's are now practically out of the Edgerton market. The prices have been quite stiff, one lot of southern natural sweated B's went at 21 cents, scale weight. It was a big lot as B's go, and the sizes were equally divided into 14, 15, 16 and 17 inches.—BADGER.

I. Danziger Passes Away

K. Nesslinger, general manager in New York for the Manila Commercial Co., received a telegram from San Francisco, Monday, announcing the death of I. Danziger.

Mr. Danziger was a cigar salesman well and favorably known to almost every dealer on the Pacific Coast. He represented the Manila Commercial Co. for many years and had carte blanche in handling the company's business in the Far West.

He died rather suddenly. In a letter to Mr. Nesslinger, received about a week ago, Mr. Danziger made no mention of illness.

By all who knew him, Mr. Danziger was held in very high regard and his death is a cause for general regret.

Career of F. A. de Pilis of Patterson Bros.

The life story of F. A. de Pilis of Patterson Bros. Tobacco Corporation, and the originator of the Matoaka and other brands, is filled with numerous interesting incidents which cannot be crowded into small space. But a brief outline may be set forth as follows:

Previous to his successful career as a tobacco grower and executive of nationally known tobacco companies, F. A. de Pilis was chiefly interested in matters of political economy and farming. He is considered an expert in agricultural matters and has devoted the greater part of



F. A. de Pilis, Vice-President of Patterson Bros. Tobacco Corporation

his life to questions connected with the protection of interests in agricultural matters in connection with the preparation of international treaties.

During the last ten years, however, Mr. de Pilis has devoted all his time to tobacco matters, and by watching the trade papers and other publications it will be seen that he is only remembered as a tobacco man.

In previous years, however, Mr. de Pilis travelled extensively and not only

(*Continued on page 5*)

Amsterdam Prices Again Ran Wild

AMSTERDAM, Holland, May 5.—At yesterday's Sumatra inscription American grades brought extreme prices, but in spite of this upwards of 4,650 bales were bought for the U. S. market. The principal American buyers were:

H. Duys & Co., 1,300 bales, including 127 bales Deli My/PG; 180 bales Deli My/E; 173 bales Mr K Langkat; 234 bales Senembah My/PM; 125 bales Deli My/HD, and the balance in various other fancy marks.

Cullman Bros., 1,100 bales, embracing Deli My/L; Deli My/K; Deli Ba My/TL.

General Cigar Co., 925 bales of Deli Ba My/Svengi Gerpa.

E. Rosenwald & Bro., 670 bales, including Senambah My/Schlecht; Deli Ba My/SB; Deli Ba My/Pakaran; Senambah My/PM.

D. Dreux, Inc., 215 bales: OK/Deli/PB; Deli My/—; Deli My/L; Deli Ba My/A; Deli Ba My/Pakaran.

Manus, Muller & Co., 141 bales of Deli Ba My/TL.

Herzog & Sarluy, 110 bales.

Bayuk Bros., Philadelphia, 100 bales.

Yocum Bros., Reading, Pa., 96 bales.

Thirteen Tobacco Firms Not a Trust

MADISON, Wis., May 5.—Holding the Wisconsin anti-trust law constitutional, the state supreme court, in a decision this week, knocked out the first case to be brought under it to the high court.

The case, started by former Attorney General W. J. Morgan against the P. Lorillard Co. and a number of other tobacco manufacturers and dealers, charging conspiracy in restraint of trade to suppress competition and control prices, was dismissed on the grounds that no cause for action was shown, because all practices charged by the attorney general were in the past and not in the present or future.

Circuit Court Reversed

The order of the circuit court overruling the demurrer of the tobacco men against the suit was reversed, but the case was left open in the decision of the court, written by Assistant Justice Burr W. Jones, that it was "open to amendment," and the present attorney general can amend the complaint to charges that violations of the law alleged are being carried on now.

"The law is valid and constitutional," Jones said. "But no cause for action has been stated."

Justices Eschweiler and Rosenberry filed dissenting opinions, holding that there was cause for action.

Besides the P. Lorillard Co. and the American Tobacco Co., the following Milwaukee concerns and individuals were mentioned in the complaint:

Schneider Tobacco Co., Badger Tobacco Co., A. S. Goodrich Co., Lewis-Leidersdorf Co., Peckarsky Bros. Co., David Kurman, Moses L. Annenberg, George Panagis, Peter Panagis, under the trade name of Cavalla Tobacco Co., Schmitt Bros., M. H. Sweet, Nathan, Benjamin and William Stein under the trade name of Stein Bros. Tobacco Co., and Sher & Vinegrad.

Sumatra Tobacco

The latest additions to our stock of New Sumatra Tobacco consist of the following desirable marks:

Deli My/-
Deli My/L
Deli Ba My/TH
Deli Ba My/Pakaran
Deli Ba My/A
Senembah My/P
Holland Sumatra Tab. My/B
OK/Deli/PB

The above purchases are in accordance with our policy of securing tobacco suitable for all requirements of the cigar industry.

We also invite your inspection of our

Java Tobacco

D. DREUX, INC.

SUCCESSORS TO

Wm. Quanjer, Inc.

136 Water Street **New York**

Career of F. A. de Pilis

(*Continued from page 3*)

visited but lived in different countries of Europe. As an expert in agricultural and economical conditions he visited the western part of Asia, the French colonies in Africa, North Africa, Senegambia, West, East and South Africa. At the invitation of the Argentine government, he inspected the territories of the provinces of Rio Negro, New Quaine Rosario, Tre Rios and the Chaco Austral (Argentine). He also visited Brazil and other South American states and speaks seven languages.

Originally a tobacco planter, Mr. de Pilis discovered that sales of tobacco are more profitable than planting itself, and experience in that branch of the industry has made him devoted to the interests of the tobacco planter and a stern believer in the Co-operation Association movement of the tobacco planters, which has now materialized in Virginia and the Carolinas under the leadership of Oliver J. Sands.

From trading in leaf tobacco, he started to bring out brands of his own, which he has successfully introduced first in export and now on the domestic market. Mr. de Pilis frankly admits that his greatest extravagance is smoking and he has spent more money on this indulgence than on any other hobby, and this passion, his interest in tobacco products and blends and his artistic and trained taste have enabled him to turn out a line of excellent brands.

In 1915 Mr. de Pilis intended to buy a place in South Carolina, but on his way back to New York stopped off in Virginia and found the Red Lodge, formerly belonging to the Archer family, which is located on the Appomattox River, near Powhatan County, in Virginia. While it is known that Matoaka Pocahontas was born in Virginia, Mr. de Pilis became particularly interested in her story, due to the fact that the old Archer place was originally the property of the Rolfes, descendents of John Rolfe, the husband of Matoaka Pocahontas.

In 1917 he started his export business to Europe, which developed to be second only to that of the largest companies in the United States.

The brand of Matoaka cigarettes and tobaccos were originated by Mr. de Pilis and this tobacco is noted for the excellence of its blend. Among his other well known brands are included Varena, Polar Star, Virginia Indian, Gentry Club and Regina Maria, all of which have been successful. With the exception of the Matoaka brand, all were registered under the name of the American Tobacco Co., but have now been transferred back to the originator, and so to Patterson Bros. Tobacco Corporation.

He developed the business in the first six months second only to the largest companies and acted as sole customer for some of the largest companies, including the American Tobacco Co. and the Porto Rican-American Tobacco Co., etc.

Mr. de Pilis has arranged with the Patterson Brothers Tobacco Corporation to bring out and market the Matoaka brand of cigarettes and smoking tobaccos, and to establish a factory in New York to handle the export and to develop a tremendous amount of business.



This Attractive Design, Suggested by Mr. de Pilis, is a Happy Blend of Art and Historical Romance

Special Train Service T. M. A. Convention

I am pleased indeed to advise that, following the plan which met with such universal approval at our last Convention, we have perfected arrangements with the Pennsylvania Railroad Co. to attach a number of special cars, for our exclusive use, to the Congressional Limited, leaving New York (33rd Street Depot) on May 15, at 4:25 P. M., New York time, or 3:25 P. M. Standard time, and stopping at Manhattan Transfer at 3:41 P. M. Standard Time, and West Philadelphia at 5:27 P. M. Standard Time.

Inasmuch as it will be impossible for this train to stop at Newark, Newark delegates desiring to travel in company with the other delegates will have to board the same at Manhattan Transfer.

The cost of tickets for this train, including the Pullman Seat is $11.02 for the New York and Newark delegates, and $6.78 for delegates boarding the train at West Philadelphia.

Congressional Limited

This being the Congressional Limited, there is an extra charge of $1 and 75 cents respectively, which is already included in the amount hereinabove stated.

Needless to say, the train includes a dining car.

If this arrangement meets with your approval, and you desire to travel on this train, I would ask you to kindly send me a check for the amount indicated, and we shall be glad to send the necessary ticket.

As the time is short, I would indeed appreciate a prompt response.—CHARLES DUSHKIND, Managing Director.

To Meet and Greet Friends at T. M. A. Convention

Harry A. Cochrane, president of the National Exposition Co., has arranged for headquarters at the New Willard Hotel during the T. M. A. convention, and both he and E. D. Selden will be on hand to greet the many friends they both made at the 1923 Tobacco Industries Exposition.

According to Mr. Cochrane, a great deal of space has already been contracted for the 1924 show to be held at the 71st Regiment Armory, Park avenue and 34th street, New York, January 28 to February 2, and indications are that the 1924 Tobacco Show will be larger and more complete in every way than the previous show.

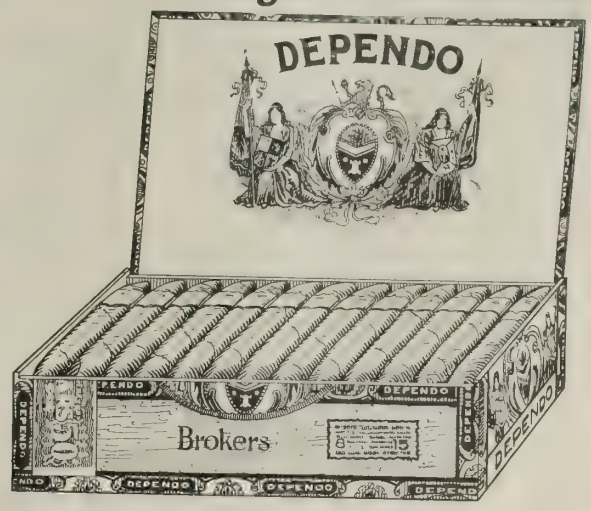
Mr. Cochrane extends a cordial invitation to all members of the T. M. A. and all other visitors at the convention to call at the National Exposition Co.'s headquarters for any information they may desire as to what space has already been contracted for and prices, location, etc., of space still available.

Mrs. Otto E. Schaefer

CHICAGO, May 5.—It is with much regret that I announce the death of Mrs. Otto E. Schaefer, wife of Otto E. Schaefer, general manager of E. Hoffman Co., the Chicago distributing branch of the Congress Cigar Co. Mrs. Schaefer passed away at her home in Oak Park, Ill., this week. Burial takes place on Monday. The business of E. Hoffman Co. is closed today and will remain closed until Tuesday morning. Mrs. Schaefer leaves two sons, Otto E., Jr., and Richard P.—H. L. H.

DEPENDO

The Havana Cigar—Par Excellence



QUALITY SUPREME

IN THREE SHAPES

BROKERS .....10c STRAIGHT
BANKERS .....2 for 25c
FINANCIERS .....15c STRAIGHT

Made of the very finest Vuelta Havana filler—Imported Sumatra Wrapper

Manufactured for Jobbers and Dealers who cater to discriminating smokers by

SMITH CIGAR MFG. CO.

Green and Cedar Streets, READING, PA.

Patterson Bros. Tobacco Corporation

Richmond, Va.



MATOAKA

CIGARETTES

Retail 20c. for 20

A Superior Cigarette

Herzog & Sarluy

Incorporated

removed to

147 Water Street

New York

Importers of Sumatra and Java Exclusively

Announce the recent importation
of several hundred bales

Java 1921 Crop

Also offering a complete line
of our extensive Sumatra
importations of 1922 crop.

Samples Submitted on request

Frishmuth Plant Sold at Auction

COVINGTON, Ky., May 5.—To satisfy a judgment rendered in the United States District Court several months ago the Frishmuth Brothers' Tobacco Co., 229 Scott street, was sold at auction to John A. Downard and Benjamin F. Davidson, tobacco dealers, for $250,000.

The sale was made by George M. Booker, federal receiver for the company, W. N. Hind being auctioneer.

The plant originally was owned by the Lovell-Buffington Tobacco Co. It was established in 1865 and was considered one of the most successful manufacturers of smoking tobaccos in the country.

The Frishmuth Brothers' Co. purchased the plant from the Lovell-Buffington Co. last August 17 for $600,000, which involved an exchange of stock in the payment for the business.

At that time the Frishmuth Brothers' Co. operated a plant in Philadelphia, and it was understood that the Philadelphia plant was to be combined with the Covington plant.

Finally suit was brought by Thomas H. Gray, formerly President of the Lovell-Buffington Co., in the Federal Court against the Frishmuth Brothers' Co. Gray said in his petition that for his holdings in the old company he received 513 shares of stock of $100 each in the new company.

Kenneth Hauer, Cincinnati, filed an intervening petition in the Federal Court against the Frishmuth Brothers' Co. asking a judgment for $125,000, which he said was due him on three notes and secured by a mortgage on the Covington plant. He seems to be the only preferred creditor. The money was borrowed on the day the Covington plant was purchased.

Downard & Davidson, the new owners, said that they would continue the business of manufacturing smoking tobacco.

Court Holds Smoker to Test Tobacco

The unusual sight of lawyers and witnesses voraciously smoking cigars in open court was revealed Friday afternoon in the Commercial Frauds Court when Magistrate George W. Simpson held a hearing on a charge that the Phoenix Cigar Corporation of 535 East Seventy-fifth street, had misrepresented a brand of cigars.

The hearing followed an investigation by the American Fair Trade League of 71 West Twenty-third street into complaints that the corporation was misrepresenting cigars containing Porto Rican and domestic tobacco as "Havana" tobacco from Cuba. Alexander H. Kaminsky, counsel for the league, appeared as complainant.

It developed during evidence presented by Assistant District Attorney Max Salomon that boxes of cigars manufactured by the corporation had been purchased by the prosecutor and their seals kept intact until Friday's hearing. These boxes were marked "Havana," but witnesses who smoked some of them and broke others apart to examine them, declared that they contained only 25 per cent of Havana in some instances and no Havana in others. They swore that the remainder of each cigar contained tobacco raised in Connecticut and other states.

Some of this domestic tobacco, one witness explained, was raised from seed brought to this country from Cuba. Other witnesses said that the best way to tell the pure Havana cigar from the substitute was to smoke one. Whereupon the magistrate granted the lawyers for both sides, several of the witnesses and others in the court who professed to an intimacy with pure Havana cigars to light up. In a few minutes a large hole had been made in one of the largest boxes of cigars which had been purchased by the prosecutor as evidence, and billows of tobacco smoke drifted through the court room windows.

Magistrate Simpson announced that he would hold the corporation for trial in Special Sessions on a charge of deceiving the public by mislabeling its product.

Tariff on Pipes and Smokers' Articles

WASHINGTON, D. C., May 8.—The Tariff Commission has issued the following announcement regarding an investigation of pipes and smokers' articles under the tariff:

"The Tariff Commission has ordered an investigation in accordance with the provisions of Section 315 of the Tariff Act of 1922 of the differences in costs of production of and of all other facts and conditions enumerated in said Section with respect to synthetic phenolic resin and smokers' articles made therefrom, phenol, cresylic acid and briar wood pipes as covered by Paragraphs 27, 28, 1454 of that Act.

"Formal notice of a public hearing in these investigations will be given in due time to all parties interested."—LAMM.

To Build Factory

MARTIN, Tenn., May 5.—The Martin Improvement Corporation, formed to build a building for the American Cigar Co., has been formed and directors elected as follows: T. H. Farmer, H. J. Ramer, L. A. Winstead, S. H. Hall, T. C. Wood, George M. Brooks and T. J. Taylor. The company was incorporated at $40,000.

Home from Holland

William Quanjer, of H. Fendrich, Inc., returned from Amsterdam last week, where he has been attending the inscriptions. He goes immediately to the Fendrich headquarters in Evansville, Ind.

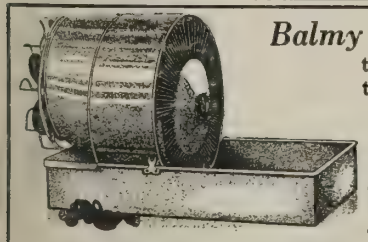
Covering Southern States

William P. Miller, of the American Sumatra Tobacco Co., is covering the Southern territory and will visit Tampa and other important centres.

Patterson Bros. Tobacco Corporation
OF RICHMOND, VA.



MATOAKA
Blue Ribbon
SMOKING TOBACCO
The best Patterson ever made.
RETAILS FOR 15c
Exclusive Distributors Accepted in Open Territory on Liberal Plan



Balmy Moist Atmosphere
to prevent the leaf from drying out
to keep cigars fresh—

The American Portable Humidifier

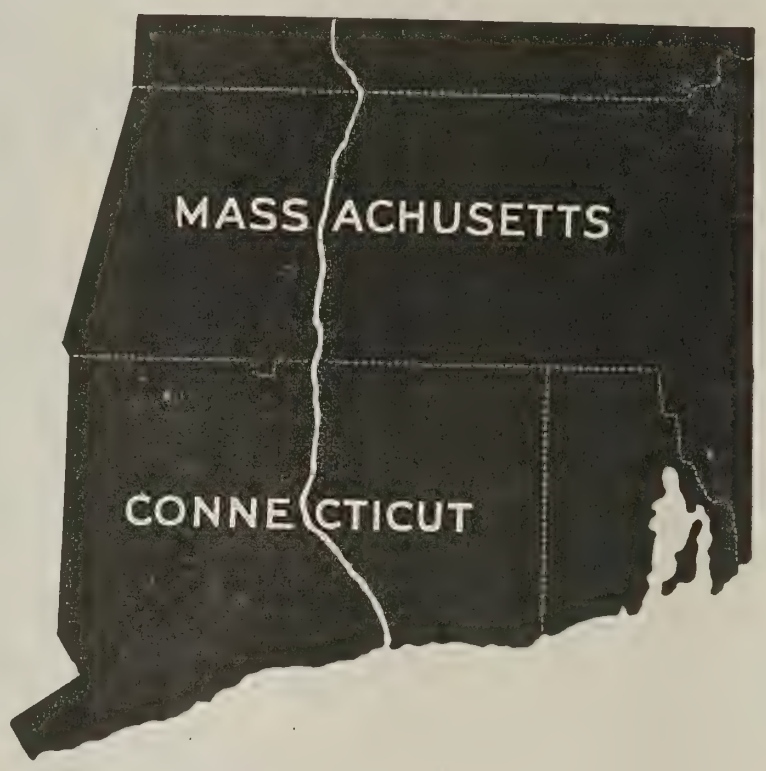
For Eight Years
used by the leading Cigar MANUFACTURERS in all departments where humidity helps production.
CIGAR JOBBERS AND RETAILERS find it THE humidifier best suited for use in humidors and stock rooms, large or small.
No mist, no spray, no noise.
Humidity evenly distributed and regulated.
40% of total sales are repeat orders
AMERICAN AIR PURIFIER CORPORATION
165 East 35th Street New York City

CIGAR LABELS



CIGAR BANDS

HIGHEST QUALITY SPECIAL PROCESS
Sole Distributors for
New Model Cigar Banding Machines for Ungummed Bands
WM. STEINER, SONS & CO.
257 West 17th Street New York



WE ARE NOW OFFERING

Force Sweat "Broadleaf" Broken Binders
Havana Seed Primed Tobaccos
Round Tip and Shade

The Connecticut Valley Tobacco Association, Inc.

Headquarters:

225 State Street Hartford, Conn.

St. Louis Trade Topics

Business Shows Improvement

ST. LOUIS, Mo., May 5.—Business is improving with the coming of pleasant weather. Retailers report good sales of all the brands they carry and the jobbers are making no complaints over the business they are doing.

Fred Baldwin reports the Don Julian and the Paramount brands are going well. Mr. Baldwin is the general representative for the manufacturers of these two brands which are distributed through Brinkman-Meisel Cigar Co.

A. A. White, representing the Consolidated Cigar Corporation, manufacturers for Dutch Masters, is here for quite a stay. He will conduct an advertising campaign for his brand, which is distributed through the Stickney-Hoelscher Cigar Co.

Leo Josias is a new addition to the retail selling staff of the Wm. A. Stickney Cigar Co.

Creve Cœur Lake, a well known and popular summer resort at the end of the Creve Cœur division of the United Railways Co., will have a first class cigar stand this summer, N. W. Conrad, of the Wm. A. Stickney Cigar Co., having opened one there.

D. F. Conroy, has sold his cigar store at 8th and St. Charles streets to Jos. M. Parks.

Visiting Representatives

The city is full of cigar representatives. Nearly every leading manufacturer has a spokesman here. Many new brands are being placed. Among the leading representatives are: Ludwig Lasker, of Perfecto Garcia & Co.; Hi Hammer, of Corral, Wodeska & Co.; W. E. Flecklee of Deisel-Wemmer Co.; Ed Wodeska, of Gonzales Mendez, Inc.; Tom Morton of the Hava-Tampa Cigar Co.; C. E. Terry of Bayuk Bros., and M. M. Willson, sales manager of the Andora Cigar Co.

Notable Window Displays

The Stickney-Hoelscher Cigar Co. has a display of Dutch Masters in their windows. Other displays are of D. & H. and V. Guerra Diaz by Dengler & Hatz; Dulce and Optimo by Louis Friedman; Infallibles by R. L. Stanley Cigar Co.; Safra and Navillius by Chas. P. Stanley Cigar Co.; Webster by Moss & Lowenhaupt and Reuh's Blunts by Rauh-Milius Cigar Co.

Opens Cigar Stand

Louis L. Solomon has opened a new cigar stand at 305 Broadway, and is featuring several high-class brands.

Federal Reserve Reviews Tobacco Situation

WASHINGTON, D. C., May 7.—The Federal Reserve Board in its monthly statement of business and manufacturing, has the following to say regarding tobacco:

"The marketing of last year's tobacco crop has been practically completed, and many markets in the bright tobacco sections have closed. The dark markets will close during April. During the closing months of the season much tobacco of lower quality was handled in the markets, and the prices were somewhat lower. The average price received by the growers in the Virginia markets in March for bright tobacco was $23.50 per hundred pounds, compared with $26.17 per hundred in February and $8.35 in March, 1922. Dark tobacco prices were also lower than in February, but remained higher than in March a year ago. The tobacco season has been successful from the standpoint of the growers, as the crop was larger and higher prices were received for the product, yielding the producers greater returns than in 1921. Up to April 1 the tobacco sold in the Virginia markets, including the receipts of the Tobacco Growers' Cooperative Association, amounted to 160,918,000 pounds, compared with 96,634,000 in the 1921-22 season. In the tobacco districts of Cleveland and St. Louis approximately 250,000,000 pounds of burley tobacco were sold by the growers, and the marketing season is nearing a close. Co-operative marketing associations functioned in most of the tobacco sections during the past season, and reports indicate that they have been very successful, despite the fact that many of them were recently organized and operated for the first time. In the Richmond district tobacco beds have been prepared and some plants are up. Transplanting is being done in the southern sections of the district. Cold weather has delayed transplanting in some sections of the St. Louis district, but with mild weather the young plants will develop rapidly, and transplanting will be completed with but little delay.

In the Manufacturing Fields

"Owing to the greater number of working days in March than in February, production of all tobacco products increased as compared with the preceding month, but only large cigars were produced in greater quantities than in January. Output of large cigars and cigarettes increased, as compared with March, 1922, but small cigars and manufactured tobacco decreased. In the Philadelphia district the demand for cigars improved during the early weeks of April, after a dull season lasting for several months. Cigar manufacturers report that the demand for their products is greater than in the corresponding period one year ago. The average of the operations of the district is approximately 80 to 85 per cent of capacity, although some small factories are operating at near capacity. Prices of cigars have remained firm and unchanged, while leaf tobacco prices are advancing slightly.—LAMM.

Burley News Notes

LEXINGTON, Ky., May 5.—The legal department of the Burley Tobacco Growers' Co-operative Association has been investigating conditions in Indiana and will proceed against each tobacco grower in that state who has violated his contract, evidence having been obtained in several cases the past week. Counsel for the association believe the present Indiana laws ample to protect the association from contract breakers, even without a co-operative marketing act, which Governor McCray vetoed.

Local workers in Harrison County aided by Harvey Edwards of the field service staff, signed up forty-three contracts for 125 acres and organized locals at Oddville, Breckinridge and Sunrise. Locals will be organized at Lair Tuesday night and at White Oak Wednesday night.

Organizes County Local

Miss Verna Elsinger, director of Social Service, spent part of the week in Harrison County, and organized a county local at Cynthiana. Miss Elsinger reported interest in that county on the part of the women as satisfactory.

Precinct locals in Carroll County discussed resolutions adopted by some of the precinct locals relating to the course of procedure to be followed in dealing with persons persistently unfriendly to the association. A committee was appointed to draft resolutions stating the attitude of the membership.

Twenty contracts have been signed in Carroll County by precinct local members working with E. M. Mansfield, of the field service staff. Among the new growers signed was Clint Pollard, a large producer and a man of influence, and as the result of his joining, several neighbors who have persisted in remaining out are expected now to come into the association.

Isaac Meyer Scheduled for Extended European Trip

Isaac Meyer, of Isaac Meyer & Co., tobacco growers, packers and dealers, of 158 Water street, has booked passage to sail for Europe May 29. He is to be accompanied by Mrs. Meyer and is to remain abroad for a considerable time. During his absence, the business will be efficiently conducted by his two capable sons, Ben and Wally.

HENRY THE FOURTH



A Duplicating Value

Filled with Havana

Wrapped with Conn. Shadegrown

Made in Tampa

In Numerous Blunt and Shaped Sizes Retailing at 10c to 20c

Alvarez, Mendez & Co.
Makers

Preferred Havana Tobacco Co
Owners

Tampa, Fla.

New York Offices
257 4th Avenue

New BANKERS 2 for 25c



National Folding Box Co.

Largest manufacturers in the world of

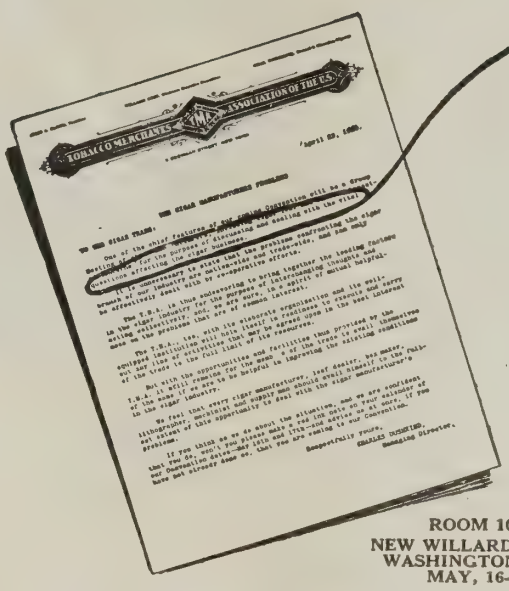
CIGAR PACKS and CIGARETTE BOXES

Mill-Factory and Main Office
NEW HAVEN, CONN.

-Salesrooms-

NEW YORK 25 W. 43rd St.
PHILADELPHIA 1215 Filbert St.
BOSTON 99 Chauncy St.

At the T. M. A. Convention—



ROOM 1001
NEW WILLARD HOTEL
WASHINGTON, D. C.
MAY, 16-17

"for the purpose of discussing and dealing with the vital questions affecting the cigar business"

One of the chief features of the convention will be a group meeting of cigar manufacturers for the purpose of discussing and dealing with, among other problems, that of maintaining quality production at lowered manufacturing costs.

The DUREX

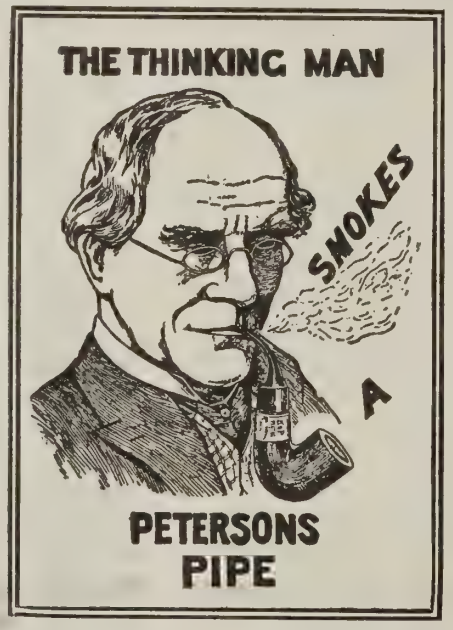
Quality Production Bunch Machine

offers a practical solution to the problem of increased production at lower costs. Uniform bunches automatically produced at the rate of twenty per minute with this machine.

It will be demonstrated in our headquarters adjoining the Convention Hall in the New Willard Hotel--visit it and learn for yourself how the DUREX can help solve your production problems and put dollars in your pocket.

The Miller, DuBrul & Peters Manufacturing Company

Huston and Mentor Avenues — Norwood, CINCINNATI, OHIO



PETERSON'S PIPES

World-Wide Reputation

BELOW ARE A FEW SHAPES POPULAR IN THE U. S. A.

THERE ARE 500 OTHER PATTERNS TO SELECT FROM

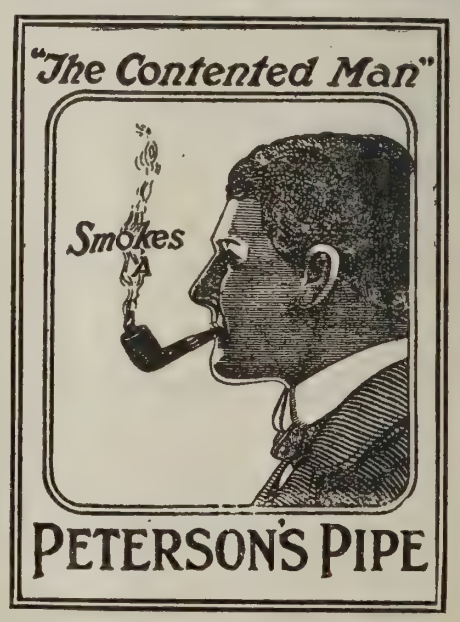
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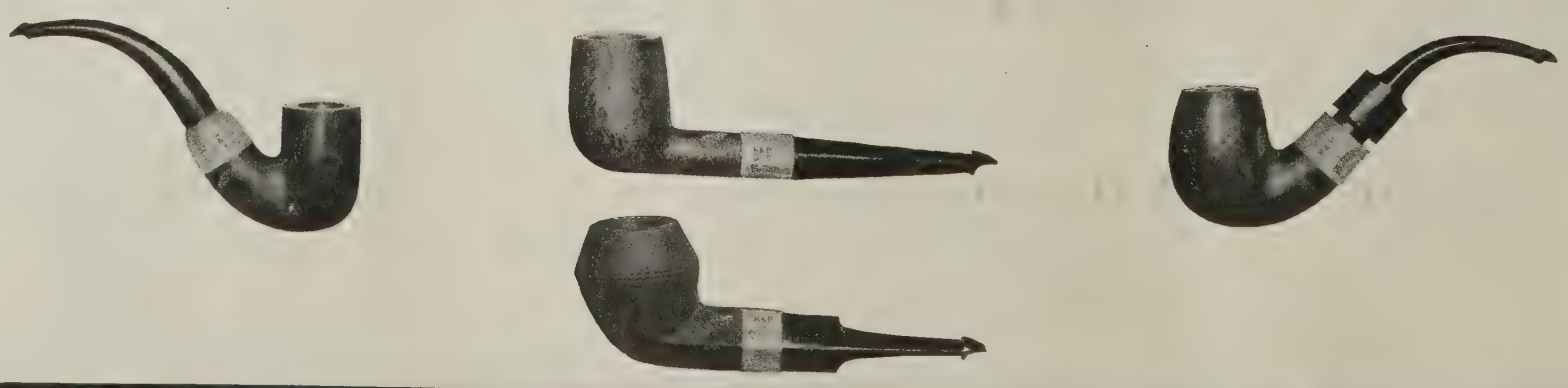
H. L. ROGERS CO., INC.
100 FIFTH AVENUE
NEW YORK CITY

U. S. Agents for

KAPP & PETERSON, LIMITED, :: Dublin, Ireland

Schwabacker Bros., Seattle, Wash. Distributors for the Northwest.





Sliding Shell Packs and Display Containers



For Five or Ten Full Size or Small Cigars.
This new and logical package will increase the sales of your cigars.

Smokers are showing a decided preference for it.

Let us submit a design for one or more of your brands. Drop us a line and without expense to you we will show you what can be done.



THE ROCHESTER FOLDING BOX CO.
Capacity, 10 Million Boxes a Day.
ROCHESTER, N. Y.

Aeroplane to Feature the Havana Cadet Cigars

York, Pa., May 5.—Utilizing an air plane in an unusual advertising campaign, the Manchester Cigar Co. of this city is meeting with remarkable success in calling attention of the public to its product, the Havana Cadet, a 5 cent cigar, which is apparently filling a popular want. The Manchester Cigar Co. is said to be the first firm to advertise its product in this manner and big results are confidently looked for from the campaign, which is in charge of Raphael N. Paris, Rooms 208-209, Drovers and Mechanics National Bank Building, Baltimore, the sales manager.

A De Haviland plane, type 6, which was purchased from the Chamberlain



Lieut. K. S. Ort, the Havana Cadet Airman

Aircraft Co., New York City, is used in the publicity work and is in charge of Lieutenant Karl S. Ort, of York, an aviator of six years' experience, part of which was spent in the U. S. Army and the remainder in commercial flying, such as aerial advertising, passenger carrying and aerial photography. After the purchase of the machine, Lieutenant Ort, accompanied by Lieutenants Chamberlain and Noyes, of the Chamberlain Company, flew from New York City to York, where their arrival was heralded by the dropping of a blank bomb, which exploded in mid-air, over the center of the city. The plane carries three persons, including the pilot and has a gasoline capacity of 50 gallons. As soon as J. F. Reichard, the proprietor of the Manchester Cigar Co. saw the airplane, he was so well pleased with it that he ordered another of the same make and type for use in advertising the Havana Cadet.

Special Bombs to Attract Attention

The aerial bombs used by Lieutenant Ort are made especially by the Pain Fireworks Co. for the Manchester Cigar Co. and serve to attract attention to the airplane, from which are dropped parachutes to which are attached sample cigars and literature advertising the many good points of the Havana Cadet, "the best 5 Cent Cigar in the world" with "a joy in every puff." The Havana Cadet plane will also use smoke trails to attract attention. It is proposed to visit places where there are large gatherings of people, such as the various pleasure resorts and aviation meets. Present plans contemplate the use of the airplane through the summer around Milwaukee, Kansas City, St. Louis, and the Middle West, and during the Fall and Winter in the South. In the extensive advertising campaign which is being planned by Mr. Paris, at seaside resorts, it is proposed to have girls dressed as cadets, who will distribute samples of cigars and Havana Cadet literature. Some of the girls will also make flights in the airplane.

To Visit T. M. A. Convention

Lieutenant Ort and Sales Manager Paris will go to the T. M. A. Convention, to be held May 16 and 17 in Washington, D. C., where a demonstration of the airplane method of advertising the Havana Cadet will be made for the benefit of cigar manufacturers and others attending the Convention.

One of the initial flights out of York with the Havana Cadet plane was made on April 24, with Mr. Reichard of the Manchester Cigar Co. as a passenger. The flight was made over the part of the county South of this city, in which is located the village of Craley, the birthplace of the well-known cigar manufacturer. It was an experience of which Mr. Reichard speaks enthusiastically. The following day, Lieutenant Ort took Sales Manager Paris in the airplane from York to his home in Baltimore. It is needless to say Mr. Paris was delighted with the flight, which was his first air excursion.

Dorman E. Saylor, of Saylor Brothers, Market Street and Belvidere Avenue, distributors of the Havana Cadet, in York and Adams counties, also made a flight of three hours in which he passed over the principal points in his territory.

Advertising Slogans

The plane is appropriately decorated, and wherever surface is available for lettering the name of the Havana Cadet, its price, and such appealing phrases as, "Best 5 Cent Cigar in the World,"; "Guaranteed Havana Filler;" "It Has No Equal;" "You'll Smoke 'Em Later, Why Not Now?" are displayed with a picture of a cadet, standing out conspicuously. The fact that the Havana Cadet is manufactured by the Manchester Cigar Co., York, Pa., is also set forth.



The Havana Cadet Airplane Used by Lieutenant Ort

On a recent trip to the Aberdeen Proving Grounds, where the Annapolis cadets were making a tour of inspection, about 300 of them surrounded the plane, loudly demanding samples.

Western Conditions Improve

William R. Dittmar, of Manus, Muller & Co., has returned from a tour in the West, where he found business conditions improving and cigar manufacturers confident of the future of the industry.

Visitors from Canada

Alexander Wilson and Henry Lotz, of Alexander Wilson & Co., Toronto, Canada, were prominent among the visitors to the local leaf market this week.

CHANCELLOR Cigar

For years distinguished by its excellence
The Acknowledged Leader
Among Mild Sumatra-wrapped Havana Cigars

TOBACCO
· ESTABLISHED · 1886 ·

PUBLISHED EVERY THURSDAY
by the
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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, MAY 10, 1923

COMING EVENTS

T. M. A. Convention at the New Willard Hotel, Washington, D. C., May 16-17.

* * *

Convention of the National Cigar Leaf Tobacco Association, in the assembly room of the Merchants Association of New York, in the Woolworth Building, Monday and Tuesday, June 4 and 5.

CREDIT FOR THE DESERVING ONLY

"Give credit to whom credit is due." Also stop shaky people from getting undeserved credit. Let the applicant for credit show that he is worthy. Put proper restrictions on the granting of credits. Be hard, if need be. Establish safeguards. Use judgment and discrimination. Have up-to-date information. Know the reliable. Honor the men who make honest statements. Distinguish those who pay in full, promptly. Recognize the conservative. Beware of the rash. Get wise concerning persons in the doubtful class. Make it easier to spot those who would abuse or misuse credit. Weed out the discredited.

Aid in making credit giving more safe in the leaf tobacco trade. Arrange for an exchange of reports. Compare notes. Check up, frequently. Ascertain the truth, systematically. Take effective steps to prevent imposition. Facilitate united action. Figure on 100 per cent co-operation. Avoid unnecessary losses. Proceed, speedily, with what has been planned.

Such, substantially, was the advice given by various speakers at the luncheon meeting of the New York Leaf Tobacco Board of Trade, in the Hotel Pennsylvania, on Tuesday. At the meeting, nearly every leaf tobacco house in New York was represented. Fred Bloch presided. Great interest was manifested. The importance of the discussion was obvious because the credit question is uppermost just now in the leaf tobacco business.

Losses, large, repeated and aggravating, inflicted on leaf merchants by people who obtained undue credit is one way or another, have more than shown the necessity for greater protection.

Leaf merchants, generally, have been liberal in giving credit. Customers, old and new, were accommodated, according to their needs, if not so strictly in accord with their deserts. The financial strength of some of the big leaf houses made it possible for favors to be extended, regularly, to customers who desired to buy tobacco on time. How leaf houses have helped and "stood by" those who dealt with them, is well known.

To many, credit has been extended again and again, without any cause for regret. Of the honesty of numerous customers, leaf merchants are sure.

Leaf dealers, likewise, have less pleasant knowledge of people who proved unable or unwilling to pay. Ambitious people who overestimated themselves; unwise people who attempted to do too much; speedy people disposed to rush matters; incompetent people who couldn't properly handle what they bought; people who purchased and then became discouraged easily; lazy people who wouldn't work hard enough to make good; imaginative people whose resources were more imaginary than real; unfortunate people who brought ill luck to their creditors; such people and others not willfully dishonest, often made leaf merchants suffer for giving credit.

Of late, however, more reckless and less conscientious seekers of credit have infested the leaf tobacco trade. By wiles and devices these slick customers have mulcted leaf dealers who granted credit. In some instances only mild deception was practiced. In others, very raw stuff was pulled off. Rank misrepresentations were made to obtain unjustified credit. Premeditated fraud appeared. Men on the verge of bankruptcy professed to be entirely solvent. Suave promisers "peddled bull" successfully. Supposedly safe customers "double crossed" merchants who had helped and befriended them. Half a dozen dealers were deceived simultaneously by one unscrupulous buyer. Failures occurred with distressing frequency. Loss followed loss.

Even the biggest leaf merchants are undesirous of bearing more. They don't care to acquire further the habit of responding to requests to take "ten cents on the dollar" or something like that.

The granting of credits, promiscuously, can't be done any more. It's too costly.

What leaf merchants of New York have lost, in the aggregate, through frauds and failures of people to whom credit was given generously, was not stated in figures at the meeting. But the losses sustained actually are much larger than most people suppose.

The speakers at the meeting did not waste much time in bewailing losses. Rather did they argue for the adoption of measures that would prevent or minimize losses in future.

N. Berman, of the Tobacco Products Credit Association, explained what could be accomplished through systematized co-operation in obtaining and supplying information pertaining to people who asked credit of leaf merchants.

Henry M. Duys, of H. Duys & Co., made an effective speech, describing present conditions and defining what would have to be done.

Asa Lemlein, Jos. Mendelsohn, Jerome Waller and E. A. Kline vigorously supported the proposal to go ahead and develop plans already outlined.

The meeting gave prompt and enthusiastic approval to suggestions that it was advisable and desirable to strengthen credits throughout the leaf tobacco trade. Before the meeting ended the big work was well begun. To the call for 100 per cent co-operation, the response was immediate and hearty.

LUNCH AND BUSINESS

The days when Russell Sage took five minutes out of his busy day to eat an apple and Edward H. Harriman munched a sandwich with his ear glued to the telephone have passed.

Today Wall Street people think more of their digestions and prefer to talk business and arrange deals over the lunch table.

As a result dozens of lunch clubs have come into being whose waiting list in some cases run into the thousands.

A deal is hinted at over the oysters and consummated with the sweets.

One can go into any of the leading lunch clubs in the financial district and see many of our financial and corporation leaders leisurely eating and chatting and afterwards the smoking rooms are thronged with these gentlemen discussing the matters of the day over coffee and cigars.—*Wall Street Journal.*

"BLACK TIGER" WANTED

A subscriber in Mexico wants Black Tiger. Have you seen Black Tiger? What is Black Tiger? Who makes Black Tiger?

TOBACCO WITH LESS NICOTINE

Experiments in the cross breeding of tobacco plants at the tobacco farm of the Pennsylvania State College has produced a cigar with less than half the nicotine content of the average cigar. The new type contains less than 2 per cent of this potential poison. Seven men in the college have been asked to smoke samples to see how they liked them. Their answers may help settle the question whether men smoke "to soothe their nerves" or to gratify their palates.

As far as taste is concerned, it is probable that not one smoker in a hundred could tell whether a cigar contained 2 per cent. of nicotine or 5 per cent. The gentleman who drank half an ounce of whiskey and concluded that there was a rusty pin in the barrel may have his counterpart among tobacco users, but such fastidious palates are rare. Flavor is so much a product of other qualities than strength that a variation in nicotine content alone might pass unnoticed.

If it were found that an improved kind of tobacco, perhaps a leaf of low nicotine content, were less harmful than most kinds in general use, few men would object on grounds of taste to making a change. The effect of tobacco upon physical health or mental condition is as yet far from a settled question. The Pennsylvania State experiments may help tell what tobacco really does.

M. V. O'Shea, professor of education in the University of Wisconsin, recently sought to discover whether tobacco was harmful. He sent questionnaires to scores of men distinguished for artistic, scientific or business achievement, asking detailed questions as to their experience with tobacco. He made many tests, physical and mental, upon men whom he kept constantly under observation. The results, published in a book entitled, "Tobacco and Mental Efficiency," showed that in some cases smoking hampered the mental faculties, in some cases helped them. They showed that for some individuals tobacco was harmful to physical health, while for others it had no discernible ill effects. Professor O'Shea concluded that the immature were usually injured by use of tobacco, but that in cases of grown persons the effects varied with individuals. So far as adults were concerned, he reached no general conclusion as to whether tobacco was a good thing or a bad thing.

A similar test might be made as to the use of tobacco with high nicotine content and tobacco with comparatively little nicotine in it. Perhaps a nicotine-less cigar could be produced and tried out. If it were shown that a smoker derived definite benefits from smoking 1 per cent. cigars instead of 3 or 4 per cent. cigars, there apparently would be no difficulty in producing such tobacco. Perhaps, too, some folk would call for a law limiting the stingum to one-half of 1 per cent of the leaf.—*New York Sun.*

SIGNS OF THE TIMES

Who isn't familiar with those forbidding signs: No Smoking? We see them in street cars, elevators, trains, public buildings. Yet who would ever think of looking for one in church?

The truth of the matter is that back in 1624 Pope Urban VIII found smoking in church so prevalent and so annoying that he issued a ban against it. We get a strong idea of the popularity of tobacco from the fact that 34 years before that, Innocent XII threatened to excommunicate men who smoked in church, but the threat had no effect.

"Them days is gone forever!"

STARVING FOR TOBACCO

Three men recently made a spectacular lash across rotten ice and open water to the nainland of northern Michigan, reporting hat nine men and a woman were starving on ne of the islands off shore. Thereupon six irplanes made a still more spectacular dash o the island, carrying food. Two of the lanes were wrecked on the way, and one was narooned on a small island after a forced anding.

Later it developed that those distressed slanders really had all the food they needed. nstead of starving for victuals, the men were starving for tobacco. The messengers made their perilous trip for help in the natural expectation that if food were sent, tobacco would be included with the supplies.

Perhaps the shipwrecked aviators who brought succor to those smokeless woodsmen are sufficiently human to appreciate the humor of it. But it goes against the grain to be lied to in a matter of life and death. Many a man, knowing the pangs of tobacco deprivation, might have risked his life cheerfully enough if those woodsmen had simply told the world that they were "dying for a smoke."—*Ironton (O.) Irontonian.*

QUEEN LOST ON WAGER

Not the least interesting story told of Queen Elizabeth as a smoker has to do with a wager Sir Walter Raleigh made with her.

According to the terms, he was to weigh the smoke she exhaled from her pipe.

A tough proposition, you say?

But Raleigh won.

He weighed the pipe full of tobacco, the pipe full of ashes after it had been smoked, and counted the difference the weight of the smoke!

And the poor Queen couldn't get out of paying up!

Japanese Tobacco Industry and Trade Fostered by the Government

A Monopoly Which Is Important and Carefully Nurtured—A Source of Considerable Revenue to the State—A Distinction Between Imports and Exports — Private Traders May Export But Not Allowed to Import—Successive Steps Summarized.

By T. SINGTON
Manchester, Eng., Written Expressly for TOBACCO

THE TOBACCO industry of Japan is an important and growing one, carefully fostered by the Government, and a source of considerable revenue to the State. It is a State monopoly with a distinction between imports and exports; free trade is permitted to exporters; but imports by private traders are not allowed. The climate over large areas protected by mountain scale; but in addition very considerable quantities are imported, mainly from the United States. The State control has varied from time to time, alterations and improvements have been introduced again and again, the result of experience. The present system may be said to have been reached by evolution and seems likely to remain unaltered for some considerable period.

Official Regulations

The successive steps of the Japanese tobacco monopoly have been officially summarized as follows:—Tobacco regulations were first issued 47 years ago (1876) when a tax was levied on tobacco; after the lapse of some 20 years (1898) this tax was abolished and in its place the Leaf-Tobacco-Monopoly-Law was adopted and put into operation. Within five years, the Government was able to announce a realized profit from the monopoly, which amounted annually to over $7,151,000. This law was replaced in the year 1904, by the Tobacco Monopoly Law, by which both the manufacture and the sale of tobacco were placed in the hands of the Government. According to the provisions of this law, the cultivation of leaf tobacco is allowed to private individuals, subject to permission from the Government, but the leaf tobacco gathered by them is taken over by the Government, suitable compensation being paid therefor according to its quality; the manipulation and manufacture is then carried out in the Government manufacturies. The manufactured article is sold at fixed prices by dealers licensed by the Government. Foreign tobacco cannot be imported except by the Government, but there is at present no restriction whatever as regards the exportation of tobacco. The results obtained by this most recent modification of the monopoly has been highly satisfactory; the net profits are increasing annually and now exceed $51,871,000. The figures for 1922 have not yet been published; they will probably have a large advance on this amount. The bad trade period of 1920-21 may have resulted in reduced receipts, but the official figures will not be published for some time; the official estimate was $42,611,000 a very cautious one. There are in all, three monopolies in Japan: 1st salt, 2nd camphor, 3rd tobacco; the first two are relatively insignificant.

Tobacco is the outstanding monopoly.

Tobacco Acreage

The acreage devoted to tobacco in Japan has fluctuated to some extent during the last decade, but on the whole has maintained its level; the most recent figures do not differ very materially from those of ten years ago, as shown below:

Year	Acres	Year	Acres
1910-11	74,300	1915-16	76,900
1911-12	69,300	1916-17	71,000
1912-13	73,400	1917-18	66,000
1913-14	78,700	1918-19	61,600
1914-15	90,400	1919-20	77,200

The boom year 1914-15 was clearly exceptional, the acreage for 1919-20 may be considered highly satisfactory.

Improved cultivation has increased the yield per acre, as shown by the following figures:

Financial Year.	Production pounds.	Quantity per acre in pounds.
1910-11	97,078,000	1,306
1911-12	83,186,000	1,200
1912-13	93,374,000	1,272
1913-14	104,932,000	1,345
1914-15	125,029,000	1,389
1915-16	107,935,000	1,403
1916-17	106,178,000	1,495
1917-18	93,168,000	1,411
1918-19	85,050,000	1,394
1919-20	117,307,000	1,523

With the exception of the year 1914-15, the last official return of production (1919-20) is the largest on record; any further increase in the acreage would send up the output to a record quantity, if the increased production per acre could be maintained. The quantity of tobacco collected by the Japanese Government as well as the compensation for the tobacco collected from the farmers are given below:

Year.	New Leaf pounds.	Old Leaf pounds.	Total pounds.
1910-11	27,085,000	690,000	27,775,000
1911-12	21,980,000	470,000	22,387,000
1912-13	28,237,000	452,000	28,689,000
1913-14	32,782,000	662,000	33,444,000
1914-15	30,870,000	1,025,000	31,895,000
1915-16	31,717,000	7,110,000	38,828,000
1916-17	31,072,000	830,000	31,902,000
1917-18	26,225,000	700,000	26,925,000
1918-19	23,200,000	995,000	24,195,000
1919-20	33,545,000	592,000	34,137,000

Amounts Paid for the Tobacco Collected

Year	New Leaf	Old Leaf	Total
1910-11	$4,596,000	$78,000	$4,674,000
1919-20	19,989,000	176,000	20,165,000

These figures work out at 16.2 cents per pound for the last year 1910-11 and 66.25 cents per pound for the last year 1919-20, showing an increase of 50 cents; that should result certainly in an increased acreage. Wages have increased in Japan as elsewhere, from two to three fold, during the decade dealt with above. For tobacco-cutters the wages index numbers have been as follows, taking the wages of the year 1900 as 100:

1911	144.2	1916	158.1
1912	148.8	1917	174.4
1913	153.5	1918	211.6
1914	162.7	1919	286.0
1915	160.5	1920	346.5

Wage Increases

The wages of the agricultural laborers employed on the tobacco fields, have increased still more, as shown by the following index figures, taking the 1900 wages at 100:

1911	155.1	1916	162.0
1912	167.6	1917	184.9
1913	161.5	1918	247.3
1914	167.8	1919	388.7
1915	167.2	1920	439.4

Limited Exports

Japanese exports of tobacco are on a limited scale and have shown a tendency to diminish during the last five years, as shown by the following figures:

1911	$444,000	1917	$865,000
1913	270,000	1919	360,000
1915	178,000	1920	253,000

The home market evidently absorbs the bulk of the output, no doubt any great increase in the output would have to find an outlet abroad. Cigarettes are exported to China, the Kwantung Province, Hongkong and in small quantities elsewhere; the totals being as follows:

1914	$120,000	1918	$223,000
1916	183,000	1920	253,000

Imports from the Philippines

Japan imports tobacco both leaf and other forms from the Philippine Islands in increasing quantities, as shown by the following figures:

1915	$22,000	1918	$84,000
1917	37,000	1920	374,000

There are also small imports from Turkey and Egypt and very considerable imports of tobacco leaf from the United States. During 1914, $603,000 and 1920, $2,755,000. The prices charged in Japan for cut tobacco have increased nearly by one half since the war, as shown by the following index figures, taking the pre-war year 1912 at 100:

1912	100	1918	115
1914	101	1919	126
1916	101	1920	143½

Thus it will be seen that the tobacco industry in Japan is a very important monopoly.



Trade Mark Registered

BARKING DOG NEVER BITES
"Smoking Mixture"
and
Cigarettes

NOW IN POPULAR DEMAND EVERYWHERE

THERE IS NO SUBSTITUTE

The Barkmahn Co. Inc.,
1169 Broadway New York

New Orleans Is Hopeful Over Cigarette Outlo

Rift Appears in Clouds of Discord Which Have Been Hoveri Over City—First Shipment of 150,000 Cigars to Spain To Feature Cigar Brand in "Movies"—News Notes.

New Orleans, La., May 5.—There appears to be a rift in the clouds of discord which have been hovering over the New Orleans cigarette situation for some time past. Representative Green, sales manager of W. Duke Sons & Co., was in the city during the week and made an exhaustive survey of the situation from the viewpoint of both the factories and the protesting distributors. He obtained much wholesome data which may prove serviceable to him in restoring harmony and good feeling. It is not improbable that the practice which now obtains here of selling direct to the retailers, through some mythical jobbers, which is alleged to be the source of all the trouble, may be discontinued. A. L. Rau, president of the Crescent Cigar & Tobacco Co., of this city, now in New York, has settled down at the Pennsylvania Hotel, to await developments in the matter, which prompted him to take his "flight" North.

Recently Incorporated

The Geo. Moroy Cigar, Cigarette & Tobacco Co., Inc., one of the landmarks of New Orleans, at 2133 Magazine street, is making flattering trade advances under the guiding hand of Geo. Nies, its energetic secretary and treasurer. Mr. Nies became associated with the company in 1920, having previously filled with credit, for several years, a responsible position with the American Tobacco Co. Mr. Moroy, whose name the company bears, has had an experience of 25 years in the business. The company has recently been incorporated. In the opinion of Mr. Nies the trade outlook is good, though buyers at present are purchasing conservatively.

Initial Shipment

The first shipment of 150,000 cigars to be made monthly to Spain by Joseph Berengher, who contracted for them with the N. B. Tuero factory in Carrol street, left for Barcelona during the week. Mr. Berengher, who is engaged in exporting leaf tobacco, has headquarters in the Natchez building, this city, and left during the week for New York, where he intends making a stay of eight or ten days. An unintentional error was made in the report that the Tuero contract called for $150,000 worth of cigars. It should have been stated that the contract called for a shipment of 150,000 cigars monthly. The factory has increased its working force and Jules Casse, formerly with the Consolidated Film Co., has been appointed sales manager. Mr. Casse had several years' experience in the cigar industry before having identified himself with the Consolidated Film Co. A new feature of the Tuero factory will be its film exhibit of the Paul H. Maloney brand of cigars in the chief moving picture houses of this city.

The B. Dohinquez cigar factory, at 2414 Broad street, is doing well with Spanish Special, a new brand recer acquired by the factory.

The Dolorez cigar people in No Peters street, after a brief period of activity, have reopened the factory a are actively at work.

Wallace Marine, of the Marine ci factory, in Gallatin street, now in Te on missionary work, is reported to h met with great success in Houston, wh he went to negotiate for the distribut of Marine's Little Havana, which taking well here.

Seeking Wider Distribution

The Southern Cigar Factory No. 50, 1015 Washington street, while a co paratively recent contender for popu support, as judged by some of the ol establishments in this city, of which th are many, is owned and operated Henry Estes, whose experience da back to childhood. He has spent fort two years of his life in the industry, introduction to it having commenced Germany at his father's factory, when was a lad of eight years. He manufa tures three brands of five-cent selle Buck Private, Estes Hand Made Lit Havana, and Hi Yalla, and two bran of 10-cent sellers, El Estes clear Hava and El Estes Corona, a perfecto shap sublima. The Southern cigar facto has heretofore confined its activities the local field and to Louisiana and Mi sissippi, but is now making preparatio to invade the Texas territory for wh it is now negotiating for distributors a a traveling representative.

Wants to Go Where Wages Are Higher?

It was currently reported on the stree during the week that one of the sma downtown factories contemplated disco tinuing business here and removing Detroit, Mich. Negotiations to this e were said to be in progress, though t arrangements had not yet been definite concluded.

The Esposito factory in Miro street holding its own for a little factory and turning out satisfactory work for sever of the local jobbing houses with whic the factory supplies its products.

M. J. Blum, leaf tobacco dealer, of 1 Water street, New York, was in the cit during the week on his way to Tamp Fla., where he has a large number of a counts in Florida shadegrown tobacco.

Working Full Force

The books of M. Trelles & Co. for th month of April show an increase of 5 per cent over the same period in 192 The factory is working to its full ca pacity, and is still hampered for sufficien working space, which gives rise to th belief that the three brothers who forr

(*Continued on page* 40)



Branded not Banded—
The Londres Shape

We have no quarrel with the band, no criticism of other shapes. This is the popular Blackstone.

For forty years it has gained favor and maintained quality. Today it is the most hygienically made cigar of its class in the world and sells easily wherever it is established.

Long Havana filler, Sumatra wrapper. Vigorously advertised in newspapers and on the boards.

Blackstone
2 for 25¢ CIGARS *Also makers of* TOTEM 8¢ *cigar*
WAITT & BOND, Inc., Newark, N. J.

CIGAR FACTORY EQUIPMENT
CIGAR MOLDS
CIGAR MACHINERY
SUCTION TABLES
BUNCHING MACHINES
SCRAP CUTTERS
TOOLS AND SUPPLIES
The Miller, DuBrul & Peters Mfg. Co.
Cincinnati, Ohio.

San Francisco Trade Marred By "Disturbances"

Cigarette Price War Causing Greatest Amount of Discomfort to Dealers—Strikes and Lock-Outs Depressing to Cigar Manufacturers and Workers—Trade Topics.

San Francisco, Cal., May 2.—The most exciting event of the season just now, from the retailer's standpoint, is the cigarette war that has been precipitated. The announcement was suddenly made that the chain stores had cut cigarettes, and, of course, the various stands have been forced to follow suit. One of the chain groups and another dealer with two stores had for some time been maintaining these cut prices, so when finally the United met the price, all others fell in line. The war is not confined to San Francisco. Over in Oakland, the United also made the cut, and the Samuels stores promptly met the cut. The small dealers are voicing some loud but helpless complaint.

Disturbing Elements

Another item of more than usual interest has been the strike and lockout that has spread among the factories. It started over dissatisfaction with a foreman, whose dismissal was refused, but is intensified by the feeling among the cigar workers that they are getting less pay than in other parts of the country. Seeing the strike coming, some of the establishments dismissed their help. With the advancing price of leaf, they claim they cannot pay more wages. One of the workers who has turned his back on the business forever, says that the advent of the machine and the constant fluctuation of the market between busy and dull seasons made employment so irregular that he found it more profitable to do common labor. The leading employers of the city do not think the trouble will continue long.

One of the factories still running is that of Cimino, Cortini & Co. They have been busy making up some first-class local brands for the jobbing trade, and have just finished the first supply of their own new brand, the Governor.

Dingman & Van Dyke, putting out the Valleau, report a slow but substantial increase.

The Petri factory is still being developed, the run of business excellent. Their East-bay trade, under the capable management of Vitaich and Fraccia, is flourishing greatly. Keeping a large stock there saves the East-bay customers the trouble and expense of coming across the bay or telephoning and the additional expense of trans-bay transportation.

Judell in New Home

H. J. Judell & Co. have moved into their new headquarters at 334-6 Sacramento street. Here they have built a cement box basement for a humidor, and as the building runs from street to street, they will have storage for several million cigars. For a light, cheery place, with every convenience for business, it is the last word.

S. Bachman & Co., after resting on their oars, so far as general jobbing was concerned, have put in cigarettes and tobacco, and announced a general jobbing business. With their Gato, Cinco, La Palina, Muriel, R. B., New Currency and with every variety of sizes and prices, they feel that they have a splendid cigar line to please the trade, and have yielded to the wishes of their many customers that they come prepared to furnish them with whatever they want.

William H. Norden, just returned from Nevada, reports conditions good there, and that he had very gratifying placements of La Palina. He is now off to try his fortunes in Los Angeles.

A. Garcia, of Garcia y Vega, has been spending some time in the city, looking over the ground and visiting the trade with Walter Fricker, the San Francisco representative.

P. J. Leonhardt, of Goldberg & Leonhardt, has just returned from his long North Western trip, with excellent reports of conditions and business in that territory. They have had good success with their cigarmakers' sundries.

George K. Miller, formerly foreman for the La Gran Marca in Portland, Ore., has joined the sales force of Goldberg & Leonhardt.

Peter Fallis, manager of the Goldfield Candy & Cigar Co., is in the city purchasing supplies, preparatory to opening a local general jobbing trade.

Julian K. Solmonson is reporting fine sales in his high-class stand of Belmonts and Chancelors.

The stand of D. Buegeleisen at the corner of Fourth and Market streets is making use of some old goods and odds and ends to advertise give-away prices. They frankly tell what the goods are.

A thirty days' advertising campaign on San Felice is interesting the trade.

Featuring Wellington

W. R. Thomas, sales manager for The Christian Peper Tobacco Co., of St. Louis, arrived in New York, Friday, and made numerous calls on the trade, before leaving for Tampa, Fla., Monday night. Mr. Thomas is making a special feature of the Wellington smoking tobacco on this swing around the business circle. Success seems to have crowned his efforts in Gotham.

Cigarette Shipments Gain

Shipments of cigarettes by Phillip Morris & Co., Ltd., in the first quarter were 55 per cent ahead of the corresponding period of 1922.



A. E. FRALEIGH TOBACCO CO.
GROWERS—PACKERS—DEALERS
Florida Shade Grown Tobacco
MADISON, FLORIDA

J E HARDEE
HARDEE TOBACCO COMPANY
Growers and Packers
FLORIDA SHADE TOBACCO
MADISON, FLA.

TEL. DRY DOCK 7468
GLASS CIGAR BOX COVERS
Highest Quality. Lowest Prices.
THE SERVICE SHOWCASE CO., 65 Jefferson St., N. Y. C.

THE WORLD'S BEST
MACHINERY
FOR THE
Cigarette and Tobacco Industry
Over 5000 Machines sold

Cigarette Making Machines
"Excelsior Record"
capacity up to 36,000 cigarettes per hour
"Excelsior"
capacity up to 20,000 cigarettes per hour

Cigarette Tube Making Machines
of every description

Tobacco Cutting Machines
finest workmanship, highest capacity

Automatic Knife Grinding Machines
of clocklike precision

Cigarette Stripping Machines
of high capacity

Stalk Crushing Machines
solid construction

Tobacco Roasters
Ingenious design

Mixing, Sifting and Cooling Machines
indispensable for every factory

Supplies for Cigarette Manufacturers
cork bobbins, cigarette paper, endless tapes, circular knives, etc.

N. V. Export Maatschappy v/h
J. C. MULLER
Rotterdam 1
Telegrams: Tobaco Stationsweg 85/87

Tobacco Stocks

American Cigar
Amer. Machine & Foundry
Amer. Tob. Div. Scrip
Geo. W. Helme
MacAndrews & Forbes
Mengel Company
Porto Rican Am. Tob.
R. J. Reynolds "A"
Schulte Retail Stores
United Cigar Stores
U. S. Tobacco
Universal Leaf Tob.
J. S. Young

We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

Stone, Prosser & Doty

Specialists in Tobacco Stocks

52 William Street, N. Y.

Tel. Hanover 7728

ESTABLISHED 1881



Send for Samples and Prices

TOBACCOLAND

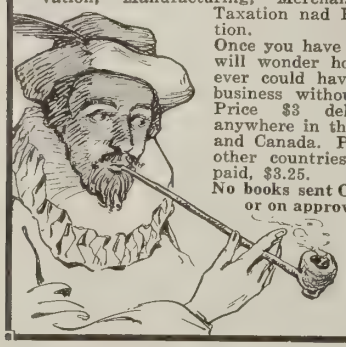
By

CARL AVERY WERNER

EVERYTHING you need to know about tobacco and the tobacco business, is in this remarkable book. It covers the entire subject—History, Literature, Cultivation, Manufacturing, Merchandising, Taxation nad Regulation.

Once you have it, you will wonder how you ever could have done business without it. Price $3 delivered, anywhere in the U. S. and Canada. Price to other countries, postpaid, $3.25.

No books sent C. O. D. or on approval



THE TOBACCO LEAF PUB. CO., 140 Front St., New York

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.....	76	82
American Cigar Co. Pfd....	89	91
American Mach. & Fdy...	125	150
American Tobacco Scrip...	145	155
Bayuk Bros. Com.....	50	58
Bayuk Bros. 2nd Pfd.....	112	..
Bayuk Bros. 1st Pfd. (wi).	99	102
British-Amer. Tob. Co.....	20	22
Eisenlohr & Bros., Com...	69	73
Eisenlohr & Bros. Pfd. ...	95	105
Geo. W. Helme, Com., new	55	60
Geo. W. Helme Pfd.....	112	115
Hav. Tobacco Com.....	..	½
Hav. Tobacco Pfd.....	½	1½
Imperial Tobacco Co.....	20	22
International Cigar Mach..	55	60
Johnson Foil	80	100
J. S. Young Com.....	110	115
J. S. Young Pfd.....	105	110
MacAndrews & Forbes Com.	130	135
MacAndrews & Forbes Pfd.	96	101
Mengel Co. Com.....	30	33
Metropolitan Tobacco	80	105
Patterson Bros.	15	16
Philip Morris	16½	18½
Porto Rican A. T. Co.....	77	82
Porto Rican A. T. Scrip..	80	..
R. J. Reynolds "A".....	114	118
Schulte Retail Stores.....	91	92
Schulte R. S. Pfd.....	116	122
Tobacco Prod. Export....	5½	5¾
United Cigar Stores.....	175	210
Universal Leaf Com.....	111	114
Universal Leaf Pfd.....	99	101
United Profit-Sharing	5¼	5¾
U. S. Tobacco Com.....	54	55
U. S. Tobacco Pfd.....	105	110

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	141	145
American Snuff Pfd.	96	106
American Sumatra	26	28
American Sumatra Pfd. ..	53⅜	59
American Tobacco	151¼	152
American Tobacco "B" ..	150¼	150½
American Tobacco Pfd. ..	101⅞	102
Consolidated Cigar	27⅜	28¼
Consolidated Cigar Pfd. ..	76	78
General Cigar	82⅝	84
General Cigar Deb. Pfd. .	105¼	109½
General Cigar Pfd.	107½	108½
Liggett & Myers	190	200
Liggett & Myers "B"	191	198
Liggett & Myers Pfd.	112¾	114
Lorillard, P.	158	159½
Lorillard, P. Pfd.	112	114½
Tobacco Products	55⅜	55½
Tobacco Products Pfd. ...	107¼	108
Tobacco Products "A" ...	80½	81
United Cigar Pfd.	108	114
United Retail Stores	77	78

Canadian Deal Consummated

The Tuckett Tobacco Co. of Hamilton, Ont., has purchased Tobacco Products Corp. of Canada, Ltd., and Tobacco Products Export Corp. of New York, which owned the Canadian subsidiary, has secured by private purchase a substantial interest in the Tuckett Co. President Howard S. Ambrose, of Tuckett Tobacco Co., Ltd., made the announcement.

The Tuckett Tobacco Co. has an authorized capital of $4,500,000, $2,000,000 being 7 per cent cumulative preferred and the balance common. All is issued.

President Ambrose states that "owing to the Tuckett Company's strong financial position the issue of additional capital stock will not be necessary." Regarding the purchase of Tuckett stock by Tobacco Products Export Corp. of New York, Mr. Ambrose says: "It is thought this will be a valuable connection for the Tuckett Company."

TO KEEP HIM HAPPY

Sell him KLEEN KLEENERS. He can't be happy with a slug in his pipe — nobody could — so sell him Kleen Kleeners or "Gilco" Pipe Cleaners and turn a customer into a friend.

gilco
REGISTERED

Pipe Cleaners of all Kinds, Tobacco Pouches, Pipe Gloves, Cigarette Cases.

E. T. GILBERT MFG. CO., Rochester, N. Y.



Cigar Company Incorporated

MIDDLETON, Ohio, May 5.—The Christman and Vital Cigar Co., which has been doing business here on a small scale since last September, has been incorporated for $25,000. Simultaneous with its incorporation, the company announces that construction will soon start on the erection of a new $10,000 factory on South Young street. This increase of capacity is necessary to accommodate the expansion in its business.

New Hoosier Corporation

SOUTH BEND, Ind., May 5.—The Golden D. Mann Cigar Stores Corporation has been chartered with a capital stock of $100,000. The company is to do both a wholesale and retail tobacco business. The organizers are Golden D. Mann, Blanche Mann and Clifford V. DuComb.

United Dividend

The United Cigar Stores Co. of America has declared a regular quarterly dividend of 1¾ per cent on preferred stock, payable June 15 to stock of record May 31.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign.
Demand....4.61¼ Cables....4.61½

FRANCE—Par 19.3 cents per franc.
Demand....6.63 Cables.....6.63½

ITALY—Par 19.3 cents per lira.
Demand....4.84 Cables.....4.84½

BELGIUM—Par 19.3 cents per franc.
Demand....5.73 Cables.....5.73½

GERMANY—Par 23.8 cents per mark.
Demand.. .0027¼ Cables... .0027¼

AUSTRIA—Par 20.3 cents per crown.
Demand.. .0014⅛ Cables... .0014⅛

DENMARK—Par 26.8 cents per krone.
Demand...18.63 Cables....18.65

GREECE—Par 19.3 cents per drachma.
Demand....1.52 Cables.....1.55

HOLLAND—Par 40.2 cents per florin.
Demand...39.07 Cables....39.11

HUNGARY—Par 20.3 cents per crown.
Demand.... .02 Cables..... .02

NORWAY—Par 26.8 cents per krone.
Demand...16.75 Cables....16.77

SPAIN—Par 19.3 cents per peseta.
Demand...15.20 Cables....15.22

SWEDEN—Par 26.8 cents per krona.
Demand...26.58 Cables....26.60

SWITZERLAND—Par 19.3 cents per franc.
Demand...18.00 Cables....18.01

CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.
Hongkong—
Demand...55.00 Cables....55.125
Peking—
Demand...78.25
Shanghai—
Demand...75.00 Cables....75.125

PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.
Demand...50.00 Cables....50.25

JAPAN—Par 49.8 cents per yen.
Demand...49.06 Cables....49.18

ARGENTINA—Par 42.44 cents per Argentine paper dollar.
Demand...36.35 Cables....36.40

BRAZIL—Par 32.45 cents per paper milreis.
Demand...10.60 Cables....10.65

Back from Quaker City

I. M. Jacoby, treasurer of Meyer & Mendelsohn, has returned from a visit to Philadelphia, where he called on most of his old clients.

CIGARETTE PAPERS

IN BOBBINS, REAMS AND BOOKLETS

ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS

MAX SPIEGEL & SONS CO., Inc., 54 Lispenard St., New York

Read Tobacco and Keep Up-to-Date

Cable "Boasel," Buffalo

KEISER & BOASBERG

Packers of Leaf Tobacco

and

Importers of Havana

Offices: 173-175 Elm St., Buffalo, N. Y.

MANUS, MULLER & CO., Inc.

152 WATER ST. (cor. Maiden Lane) NEW YORK

Importers of SUMATRA and JAVA TOBACCO

REAL WEICHSEL

AROMATIC WILD-CHERRY WOOD

CIGAR and CIGARETTE HOLDERS and PIPES

Imported Smokers' Articles of all Kinds

A. B. NEWMAN CO.

290 E. HOUSTON ST. NEW YORK CITY

Oldest and Largest Direct Importers of Tobaccos and Smokers' Articles in U. S.

T. M. A. Protests the Chinese Tax

The Tobacco Merchants' Association of the United States has sent a protest to Secretary of State Hughes against the action of local officials of the Province of Chekiang, China, in levying a new 20 per cent ad valorem tax on cigarettes which, it was declared, was imposed in violation of treaties made by the Pekin Government.

Similar protests are being forwarded to the British Foreign Office by British tobacco interests, according to Charles Dushkind, counsel and managing director of the T. M. A.

Bagley Quarters Changed

The John J. Bagley Co., of Detroit, manufacturer of smoking tobacco, which was recently taken over by the Tobacco Products Corp., has moved its offices to the New York headquarters, at 44 West 18th street.

Drumming Pennsylvania

Ray S. Clark, of D. Dreux, Inc., is visiting the Pennsylvania trade with some excellent samples of new Sumatra leaf.

Retailers to Celebrate

The fifth annual banquet and ball of the Kings County Cigar & Stationery Corp., is to be held on Sunday evening, May 13, at the Broadway Central Hotel, New York. The committee has made comprehensive arrangements for the entertainment of their guests and an enjoyable evening is anticipated.

To Become Vice-President

Harley Jefferson, of the Jefferson Leaf Tobacco Co., Sparta, Wis., who was in New York last week, is slated for election to the office of vice-president of the Industrial Leaf Co., at the next meeting of the board of directors.

Schulte Sales

Sales of the Schulte Cigar Stores Corp. for the first four months of this year are reported at more than 25 per cent larger than during the same period of 1922.

Inspects New Sumatra

Henry Bobrow, of Bobrow Bros., Philadelphia, was a recent visitor to New York, where he inspected samples of new Sumatra tobacco.

Returns from Cuba

Jacob Labe, representative of H. Duys & Co., has returned from Cuba, where he has been inspecting the new crop for his firm.

ENGLISH OVALS

CIGARETTES

Blended in the Good Old English Way



Keep a carton on the counter

ENGLISH OVALS are rolling up a record in sales, satisfaction and profit for the retail merchant.

A carton on your counter is like an extra salesman in the store. They literally sell themselves.

Ask your jobber for more ENGLISH OVALS *today.*

Made by the makers of

Philip Morris

BOND STREET CIGARETTES

In the Little Brown Box

"The Ultimate in Cigarette Luxury"

GUM TRAGACANTH

Special Grades for Cigar Manufacturers

PERFECT CIGAR GUM (Powder)

RICHO POWDERED GUM (3 Grades)

GENUINE SPANISH LICORICE (Powder & Extract)

RICHO LABEL PASTE (Powdered)

F.E. RICHARDSON & CO., 114 JOHN ST., NEW YORK, N.Y.



The 'Latest Smoker's Novelty

Novelty Smoker's Outfits

Serviceable and Artistic

The Monkey's tail clips the end of your cigar.

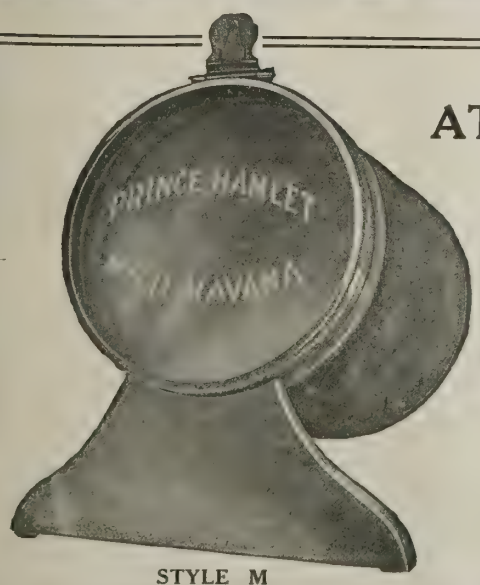
A Lamppost holds the match box.

Two additional ash trays on the large tray.

Entire outfit made of solid spun brass, nickel plated or polished. Highest grade workmanship thruout. Also the same in mounted tray stands.

G. M. FIEDLER MFG. COMPANY

332 EAST 47th STREET NEW YORK CITY



STYLE M

ATTRACTIVE DISPLAY STANDS

Engraved Glass Nickeled Plated Finish on Solid Brass.
Advertising Printed on Stand.
Glass Covers for Wood Boxes.

Quality—Service

CAREY-MCFALL CO.

2154-58 E. DAUPHIN ST.
PHILADELPHIA, PA.



STYLE O

SOBRINOS DE A. GONZÁLEZ
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO



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Frank B. Strater
Cable: Palupe
Codes: A.B.C. 5th Ed.
Bentley's
PABLO L. PEREZ & COMPANY
Successors to
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LEAF TOBACCO
Telephone A-7914
Lealtad 110, HAVANA, CUBA

MENENDEZ & CO.
Leaf Dealers, Packers and Exporters
OF
TOBACCO
Cable Parra 87 Amistad St., HABANA, CUBA

ERNEST ELLINGER & CO.
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

LESLIE PANTIN & SON
Commission Merchant
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

Cable "Quinto" P. O. Box 502
WALTER SUTTER COMPANY
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

Compañia de Abraham Haas
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Chess Is Speedy Compared With Up-State Moves!

First O'May Made Mass O'Changes in Albany!—Who's Where, and How They Arrived!—Dearstynes Under One Roof—Bruce Macdonald Co. in Maiden Lane!—San Felice Signs!

NEW YORK STATE CAPITOL DISTRICT

Week-o'Moving, 1923.

"There! That's done!" Sam Ash sighed deeply, as he sank into the nearest seat o' the Hot Chair Club, once again established in the wholesale and retail tobacco shop o' Stubb & Ash, Inc. "An' if yuh should mebbe ever git me to move again, y'unnerstan, unless the sheriff helps, I should then be a schnorrer, I bet yuh!"

"You tell 'em, Sam, you got a goozle!" urged Jim Stubb, collapsing onto the friendly top of a Chesterfield carton-crate. "But, just the samee, Sam, this moving stuff does clean the joint of a pile o junk eh?"

"Uh-huh, also cash," grieved Sam Ash, feeling in his right pants' pocket for his last trolley token, which should take him all the way home pretty soon. "Them there car-penters, also painters, plasterers, an' paper hangers might so well take this here cash register home each night, unnerstan, an' divide it a-tween 'em! Am I right or wrong?"

Farewell South Pearl Street!

"Right!" agreed Earl Goodrich, sales boss o' the Dearstyne Brothers Tobacco Company, as he tried to edge into the Hot Chair Club thru a jumble o' sawdust and shavings. "We know, because we've just moved the remainder of our wholesale and retail stock from the old store at South Pearl and Division streets to our new building at Broadway and Steuben street.

"Most of this moving was done some months ago when we first opened the Broadway headquarters. But there were lots of odds and ends to bring down to the new store, the accumulation of all the years the Dearstyne Brothers have been in business. For it was practically on this same South Pearl street spot that the firm opened up for their original trade some thirty years ago."

And Good Bye State Street!

"Well, we haven't been in business quite so long as that," admitted Bruce Macdonald, president o' Bruce Macdonald Company, Inc., "But it was just about six years ago that we opened up at 110 State street. Now we're moving to 57 Maiden Lane.

"There we have a store quite convenient to our old location, which is just around the corner. And though the space is smaller, we are so arranging it that all cigar and tobacco stock will be concentrated in the store itself, instead of being widely scattered in a vast storeroom. Yes, we are ready for business now, having lost only one day in the moving."

Painting the Town San Felice

"We're trying to lose no time at all in painting Albany all over with our new San Felice signs," laughed Eddie Quebec, tugging in Brother Dave for introductions all around as the D. G. Quebec Cigar Company, distributors o' the Deisel-Wemmer Company. "Dealers who never bought San Felice before are now asking for shipments, based upon the advertising we are doing.

"Why, it's a queer thing the way smokers and retailers themselves, even, will say, 'Gosh, but you're simply covering this town with painted bulletins, aren't you?' when the fact is we've tried to get distribution here for months of salesmanship!"

More Cigars for the Boulevard

"Yes, distribution is an odd thing," assented Henry Sickinger, one o' the big bosses o' the New Boulevard Rotisserie, as he squeezed his way into the Hot Chair Club. "Even in our business it's a peculiar thing about so-called salesmanship.

"For you know we express it in the restaurant business, not so much with direct advertising, but with the suggestive indirect. For instance, we are now remodeling our place at 108-110 State street. When ready in sixty to ninety days it will undoubtedly be the largest and the finest establishment of its kind in the city.

"Everything will be absolutely new. Even the kitchen service and fixtures. That is merely a part of the indirect advertising I've mentioned. And we will also operate an enlarged cigar and cigaret department, with all the cases and cabinets done right here in Albany by Spalt. Popular brands only will be featured, as I do not believe in labels the eating and smoking public has never heard of before."

One More Busy Beaver

"Neither do I," affirmed Apothecary Carey, he of the C. & F. Drug Company, formerly of 32 South Pearl street, and now around the next corner on Beaver street. "People want advertised goods. And that's why we figure this new location of ours will bring the business down here on Beaver street almost as well as it did on South Pearl, where rents are now absurd.

"Anyway, we will continue to feature popular brands, not merely in the drug line, but in the corresponding stocks of confectionery, cigars, and the like. Smokers will walk around the corner for a brand they want, notwithstanding that these piratical landlords make 'em do it!"

Not Moving This Year, Says Sam'l

"Yep, we settled our store problem a year ago," smiled Sam Fulder, the head o' the House o' Fulder, 37 Beaver street, as he managed to open the door o' the Hot Chair Club. "Moved down here on Beaver street, you'll remember, when everyone in town said we were crazy.

"Said we were insane to tackle a quiet side street, you know, when so many stores were available on the main lines. But nothing was said about the difference in upkeep—rent or taxes, whichever you like. In our case it's taxes, for we bought the building. And now others, many others, are realizing that Beaver street isn't so obscure after all, and that they'll come down and join us in the exile for a year or so until the City Administration decides to put in more lights, and bring even more merchants—in cigars or otherwise."

Neither Did the Lord Mayor Move

"Side streets seem to be the reply to the high rents of the main thorofares," concurred J. W. Stevens, the State street

SELGAS & COMPANY
IMPORTERS & PACKERS
Havana & Porto Rico Tobacco
Warehouses:
Havana—Consulado 138-140
Porto Rico—Manati
128 Water St.
NEW YORK

HINSDALE SMITH & CO.
Established 1840
Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane SPRINGFIELD, MASS. New York
Cable Address "Nargil" Telephone 901 John

dealer, as he obtained a temporary seat on a keg o' nails in a corner o' the Hot Chair Club. "But we remain for another year, at least, just where we've been for so long—State street and Broadway.

"Since 1869 we've been in the tobacco business here in Albany, and our locations here, with one exception, always been along Broadway. That one exception was 39 South Pearl street, a very excellent retail store. But we are acquainted with the trade along Broadway, and I guess we'd better stay around there somewhere."

But Johnson Went Out

"And after years and years on Maiden Lane, J. M. Johnson probably thought that way, too," suggested Jim Stubb, cocking his feet up on a tool box. "For, if rents at last became so high on Maiden Lane, and with no nearby stores available at reasonable leases, Johnson worked it all out that he might better retire, rather than hand the landlord even his life insurance.

"Quite a number of Johnson's old smoker friends will miss him, though. He was an established landmark for high grade tobaccos and pipes down on Maiden Lane. And he drew his trade from a source almost untapped in Albany—the well-to-do men of semi-professional business, who like to browse around an old tobacco shop, making acquaintance with new goods, and talking about the old time brands."—The Smoker.

Surbrug, Inc.

Miss Nancy Fitzgerald has been made an officer in one of the oldest tobacco firms in the city, and so on goes the feminine touch to the last remaining masculine possession, the "baccy" jar.

Miss Fitzgerald is secretary and part owner of Surbrug, Inc., a firm that has distributed tobacco since 1859, and which was one of the first six tobacco stores in New York.

The odd touch is that the men invited this intrusion themselves. Surbrug, Inc., was taken over by its employees and became co-operative recently, and since Miss Fitzgerald had been part of the firm for the last eleven years, they merely acknowledged the reality of things and took her in.

She Is a Pretty Blonde

Miss Fitzgerald is a pretty, capable young woman, with that shade of blond hair which in certain lights is auburn.

"I like it very much," she said when interviewed, "but I don't see any change from what things had been. I am rather used to being here."

The lady member of the firm keeps the books and she knows more about the fragrances of tobaccos than many men. She can tell you glibly the brand of tobacco and cigars that Bishop O'Connor, Frank Vanderlip, H. L. Pratt and Oscar Straus smoke, for they are among the firm's old patrons, and she can quite adequately advise a new customer as to which mixtures wear well on the palate and which others are best in rotation lest they "sour."

John W. Surbrug, son of John R. Surbrug, the originator of the business, is perhaps responsible for Miss Fitzgerald's present place. Mr. Surbrug has theories about employees. "If you can trust them to think for you, then they are worth anything to you." For the last twelve years he has split the firm's profits. He took half and the other half was divided among the employees, Miss Fitzgerald sharing with the rest.

When he wished to retire from the business, he offered up gratis the sixty-year good-will of the establishment his father had founded, and impulsively included the show case of briar pipes, just as it stood, into the bargain.

Employees Own Business

The four employees, Fred W. Hayward, service twenty-three years; H. V. Buck and John A. Garrity, employed for nineteen years each, and Miss Fitzgerald, now own the longest surviving tobacco trade name in the city's history. Mr. Hayward is president of the new corporation.

Surbrug's started in Barnum's Musuem, at Ann street and Broadway, which also housed the *Herald* and *Evening Telegram* in their youth, and Surbrug's remained there from 1859 to 1864 when Barnum's Museum was swept by fire. The firm then removed to No. 159 Fulton street, and by curious coincidence it is now again back in its old environs at No. 136 Fulton street.

Mr. Surbrug reminisced that at the time his father's shop first opened cigarettes were unknown, and cigars came in air tight barrels and were called "seegars" by everybody.

And to show the progress of events, Miss Fitzgerald admitted that they have a very distinctive feminine clientele who leave a standing order.

First Cigarette in 1879

Cigarettes, according to Mr. Surbrug, made their first appearance in 1879, and the first brands placed on the market were Sweet Caporals and St. James cigarettes. Afterward came Vanity Fair, Richmond Straights, Old Judge, Milo, Old Golden Sceptre and others, all of them dead now, except Sweet Caporals. The very elect of those days were initiated by hand rolled cigarettes known as Honradez, which were brought in from Havana.

Surbrug's has an old world custom shop air. Mr. Hayward, the new president, says the firm will seek to carry on the traditions of the establishment and not seek expansion. The Surbrugs were Swiss, and Mr. Hayward is an Englishman. "There is only a certain amount that you can eat," said he, "and a certain amount that you can drink and sleep and enjoy and expansion is not my goal.

"I am afraid that I am not on to modern business methods. Up in the suburban town where I live everything is running away with system. The grocer is a man we don't know, for the store is a digit in a chain. We have a druggist whom we all look up to, but I am sure that when he is gone we shall have only clerk hirelings who won't mean much to us or we to them."

Has Cigars 38 Years Old

Miss Fitzgerald proudly beamed upon the shop. She brought out one of the firm's treasures, a box of cigars 38 years old. The cigars were wholly intact and round and smooth to the touch. She handled them preciously.

Miss Fitzgerald can also talk pipes. "It's too bad," she said, "that vulcanized rubber is absolutely replacing amber for pipe stems, but the rubber ones are more durable."

And to prove irrefutably that woman's place is rightfully in a tobacco shop she took out a case of gleaming amber beads. She denied that they were an innovation with them. "Every select tobacconist carries them and always has. You buy them along with the amber pipe stems."

She justified herself completely. "When a gentleman wishes to purchase a string of beads I can try them on to accommodate," she said.—*New York Sun.*

ROBERT E. LANE
Representing CIFUENTES, PEGO & CO., of Havana, Cuba
"PARTAGAS"
107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

TADEMA HAVANA CIGARS
ARGUELLES, LOPEZ & BRO.
MAKERS
GENERAL OFFICE AND FACTORY: TAMPA, FLA.
EASTERN OFFICE: 222 PEARL ST., NEW YORK
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HERMANN DIEHL
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Diehl's Havana Tobacco Cable Code, $15.00
Commission Dealer and Exporter
Havana Leaf Tobacco of all kinds
Special attention given to American and Foreign Accounts
STRIPPING PLANTS

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MENENDEZ, MENDEZ & CO.
Dealers in All Kinds of Havana Tobacco
Specialty—Remedios & Vuelta Abajo Tobaccos
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Bankers and Cigar Manufacturers
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110 Rayo Street, Havana, Cuba
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CIGAR FACTORY UTILITIES
GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers — Cigar Gauges — Cuban Blades — Molds, etc.
113 Maiden Lane, New York

Read Tobacco and Keep Up-to-Date

A NEW PARK & TILFORD PRODUCT

"TILFORD CIGARS"

THESE CIGARS ARE MADE BY OURSELVES IN OUR NEW YORK FACTORY. In every respect they embody the PARK and TILFORD standard of quality and value.

This new departure has been made for the man who wants a FRAGRANT, VERY MILD AND FULL-FLAVORED CIGAR.

MADE IN SEVEN SIZES:

Tuxedos	10c	Perfectos	2 for 25c
Deliciosos	10c	Invincible Finos	2 for 25c
Londres	10c		
Club House	15c		
Invincibles	15c		

PARK & TILFORD

"Sooner or Later—Why Not Now?"

JOSE HERMANOS

"The Cigar that speaks for itself."

We invite correspondence with good jobbers who are interested in a live wire proposition.

TERRITORY STILL OPEN

Josephson Bros., Makers

65 W. Houston St. New York

D. J. Keith, General Representative

B. WASSERMAN CO., Inc.

Established 1870—Incorporated 1902

77 Chambers St., New York

IMPORTERS OF HAVANA CIGARS

and

JOBBERS OF DOMESTIC CIGARS

Distributors of OPTIMO Cigars in Metropolitan Territory and the State of New Jersey

HAVANA CIGARS

The Leader in All the World's Markets

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The Aristocrat of

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HAVANA LEAF TOBACCO PACKERS AND DEALERS

SPECIALISTS IN PARTIDO

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ROCHE & GALVAN

Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

Cigar Slogan Committee Much Disappointed

At a meeting of the Cigar Slogan Committee of the Tobacco Merchants' Association of the U. S., held at the offices of the Association on Thursday, May 3, the slogan, "A cigar, a smile, make life worth while," submitted by E. M. Freeman of Sidney J. Freeman & Sons, 123 Liberty street, New York, was declared the winner of the Cigar Slogan Contest conducted by the T. M. A. and awarded the first prize of $250.

The second prize of $150 was awarded to John D. Aviles, factory office manager of Salvador Rodriguez, Inc., Tampa, Florida, who submitted the slogan, "Man's Boon Companion—The Cigar."

The third prize of $100 went to Manuel L. Perez of Marcelino Perez & Co., 709 Sixth avenue, New York, for the slogan, "Cigars—The Ideal Smoke—The Friendly Gift."

Twenty-two of the 25 members of the Committee, embracing all branches of the cigar business were in attendance at the meeting, which was presided over by its chairman, C. R. Sherlock, vice-president of the United Cigar Stores Co.

All phases of the subject came up for consideration and discussion, and the keenest of interest was manifested in the matter of obtaining a suitable slogan for the cigar trade.

While the Committee found that the three prize winning slogans are respectively the first, second and third best of all slogans submitted in the contest, it is with keen disappointment and with profound regret to all that the entire list of slogans has failed to present a single slogan which, according to the unanimous judgment of the Committee, meets the test that a permanent national slogan for the cigar industry should meet.

Committee Continued

In view of this situation it was unanimously decided that the organization of the Slogan Committee be continued, and that a Sub-Committee of advertising specialists be appointed for the purpose of endeavoring to frame a desirable slogan to be submitted to the full Committee as soon as practicable.

The following were accordingly appointed as such Sub-Committee:

Frank W. Harwood, advertising manager of the General Cigar Co., New York, chairman.

Chas. H. Eyles, president of The Richard A. Foley Advertising Agency, Philadelphia, Pa.

F. J. Ross, president of F. J. Ross Co., Inc., New York.

George C. Sherman, president of Sherman & Lebair, Inc., New York.

C. R. Sherlock, vice-president of the United Cigar Stores Co., New York.

Bakelite Pipes Perfected by WDC.

At the beginning of this year, Wm. Demuth & Co., one of the world's largest makers of fine pipes, introduced to the trade what was considered to be a long step forward toward perfection in briar pipes with Bakelite mouthpieces, namely, a briar pipe with a Bakelite push tenon bit.

This progressive firm now announces a further improvement. That is, the addition of an aluminum tube lining, which extends from tip to tip of the bit (similar to the aluminum tube in the now-famous Duro-Bit line), reinforcing it throughout its entire length.

This aluminum reinforcement not only makes it possible to guarantee the Bakelite bit to be unbreakable at any point, but it also acts as a protection to prevent the nicotine and saliva which passes through the bore hole of the bit from penetrating and discoloring the Bakelite material.

The excellent talking points of this line offer the dealer an exceptionally fine sales leader—and to cap the climax, Wm. Demuth & Co. announce that all WDC push tenon Bakelite pipes will in the future be manufactured with the aluminum tube feature without any increase in price to the trade.

Acreage Increase Indicated

WASHINGTON, D. C., May 9.—Growers of tobacco are rapidly preparing the ground for planting, according to the Bureau of Agricultural Economics. Plant beds are generally in good condition, the Bureau says, and in most heavy growing districts the supply of plants will be ample and adequate for the planting of an increased acreage.

The Bureau also says that some damage to tobacco plant beds is reported from Virginia. Plant beds are late in Kentucky and Tennessee, but the supply of plants will be plentiful. The Bureau further states that planting is well under way in Georgia and South Carolina. There are indications of a heavy increase in acreage.—LAMM.

Visits Baltimore Trade

Herbert Holzman, of Strouse & Holzman, is visiting the Baltimore district this week with samples of fancy wrappers.

Joseph F. Cullman, Jr., President Milton Samuels, Joseph Mendelsohn, Vice-Pres.
Chas. W. Duignan, Treas. Harry S. Rothschild, Sec'y

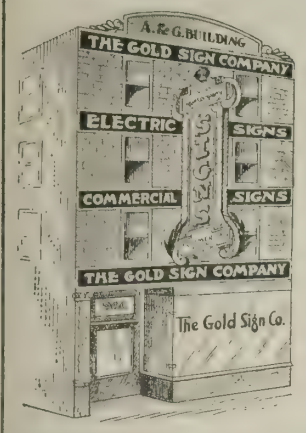
STERN-MENDELSOHN CO., Inc.

HAVANA & PORTO RICO TOBACCO

165 Front Street, New York

PACKING HOUSES: HAVANA, CUBA; CATANO, PORTO RICO

N. ABRAMOVITZ A. GOLD



Phones 1322 8117 Spring

The Gold Sign Co.

BUILDERS OF
COMMERCIAL & ELECTRIC
SIGNS

OFFICE & FACTORY 266 BOWERY NEAR HOUSTON ST. ELEV. STATION.

Established 1891 NEW YORK CITY

SIGN MANUFACTURERS FOR THE TOBACCO TRADE

Tampa Tidings

Customs and Revenue Receipts

TAMPA, Fla., May 5.—Cashier G. F. McWilliams of the U. S. customs office here reported receipts of $142,565.32 last month, compared with $118,326.33 in April, 1922.

Internal revenue collections at the Tampa office last month amounted to $315,398.05, compared with only $246,321.43 for the same month last year, and $303,674.40 for last March, it was announced by Charles H. Moyer, stamp deputy.

Number of cigars manufactured last month, in each of the five classes of grades, and value of internal revenue stamps sold to cover them, were as follows:

	Stamps	Cigars
A—	$42,713.25	10,678,340
B—	12,002.43	2,400,000
C—	192,810.78	21,423,420
D—	57,590.39	4,799,190
E—	2,917.73	194,510
Total	$308,034.58	39,495,460

Trade Notes

The American Box Co. has been absorbed by the Enterprise Box Co. and will occupy the Benjamin building temporarily. They plan to build an up-to-date factory in the near future. W. L. Wheeler, secretary and office manager of Arturo Fuentes Co., Inc., will go to the Enterprise Box Co. as Secretary and Sales Manager.

L. R. Whitney, for several years with the American Tobacco Co., succeeds W. L. Wheeler as Secretary and office manager of A. Fuentes Co., Inc.

Manuel Garcia has returned from the leaf markets of Cuba.

A. T. Rollins, secretary of San, Martin & Leon Co., has returned from a visit to the trade in Kansas City, Memphis, Atlanta, and intermediate points. He reports very satisfactory business.

A. L. Cuesta, Sr., is back from a visit to his Havana interests.

Harry Slavinski of the G & M Cigar Co., has returned from a conference with his Chicago partners.

Nat Berriman has returned from Havana.

H. S. Foley, Treas. of F. Lozano, Son & Co., is visiting the Windy City.

Then and Now

The Tampa *Daily Times* carries this item under caption:

"Thirty Years Ago"

"Last week Emilio Pons & Co. shipped 120,000 cigars. A larger part of their famous Lillian Nordica went to San Francisco. La Misma, their principal brand, is still holding its own."

In those days this was a record breaker. Today? Not worth mentioning. Many manufacturers exceed that in daily output.

Exhibit for Visitors to T. M. A. Convention

Room No. 1001 at the New Willard Hotel in Washington, D. C., promises to be a Mecca for the visiting cigar manufacturers who will be in attendance at the T. M. A. Convention on May 16 and 17. The Miller, DuBrul & Peters Manufacturing Co., of Cincinnati, Ohio, have secured this room which adjoins the meeting room where the sessions of the Convention will be held, and are making plans for a unique exhibit of the Durex Quality Production Power Bunch Machine. This machine received its premier showing at the International Tobacco Exposition in New York City in February, and the booth was one of the busiest places in the entire show during the week.

Cigar manufacturers are showing an especial interest in the machine, because of the absolute necessity under present conditions, of bringing production costs down to a minimum, and still maintaining quality. Another reason for the interest that is being shown is because of the increasing demand among smokers for return to the medium priced cigars, and yet getting the quality that they have been accustomed to in the higher priced cigars. Only through machine work and by the same token with short filler cigars, can sufficient production be maintained to keep down manufacturing costs to the point that will enable the manufacturers to produce cigars that will meet the requirements with any profit to themselves.

The plans for the exhibit at Washington are being kept a dark secret, but the cat was let out of the bag to a certain extent by R. M. Fleming, Publicity Manager for the company, who stated that something entirely different in the way of a demonstration would be shown. From another source, it is rumored that there will be at least two very attractive features in connection with the demonstration. Those manufacturers who attended the New York show will no doubt remember the Turkish Pipe demonstration.

A half dozen of the members of the Miller, DuBrul & Peters Mfg. Co. will be on hand to welcome the visitors and explain the advantages of their machine.



In Perfect Condition

BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.

MADE BY
RACINE PAPER GOODS CO., Racine, Wis.

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.
Established 1873 Manufacturers New York

F. LOZANO, SON & CO.
U. S. BONDED MANUFACTURERS
HAVANA CIGARS
F. LOZANO
FLOR DE NARVEZ
VICLO
TRADE MARK
WALLS COURT
EL LESSERO
CALATRAVA
REG. U. S. PAT. OFF.
OFFICE & FACTORY TAMPA, FLA.
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

PERFECTO GARCIA
& BROS.
Manufacturers of
World's Finest Havana Cigars
Office
208 N. Wells St.
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R. LOPEZ TRUJILLO
Manufacturers of Clear Havana Cigars Exclusively
KEY WEST, FLORIDA
La Mas Fermosa—Comal—Magnetica

Get the Trade News from Tobacco



All "CHARLES DENBY" and "LA FENDRICH" cigars, strictly hand made, are manufactured in this ONE factory, under ONE management—under ONE supervision thus always insuring that ONE dependable quality.

H. FENDRICH (Incorporated)

Evansville, Ind. Established 1850

EL VERSO
HAVANA CIGARS

Seven Sizes
to Please the Most Discriminating



The Deisel-Wemmer Co.
Makers
LIMA, OHIO

Eduardo H. Gato's

1871 GATO 1871

Mild Clear Havana Cigars

For
Fifty Years

Our line has been the standard by which all Clear Havana cigars have been judged.

Write for open Territory

E. H. GATO CIGAR COMPANY
FACTORY: KEY WEST, FLORIDA
OFFICES: 16-22 HUDSON STREET, NEW YORK
E. P. Oakes, *Western Representative*, 153 North Clark St. Chicago, Ill.

HEYWOOD, STRASSER & VOIGT LITHO. CO.
Manufacturers of High Grade
CIGAR BOX LABELS, BANDS and TRIMMINGS
Selling Representatives
ADOLPH FRANKAU & CO., INC. 129 Fifth Avenue, New York | B. B. B. CO. (CANADA), LTD. Montreal, Canada
Western Representatives
PAUL PIERSON 139 North Clark St., Chicago | ALBERT ABENHEIMER Windsor Hotel, Denver, Colo.

Key West Key Notes

KEY WEST, Fla., May 5.—The latest report from the customs district shows that Key West is still in the lead of exports for the state. According to the report, Key West exported $2,434,960 worth of merchandise to Cuba and other ports to the south of us. Pensacola comes next with $462,816; Tampa, $330,561; and Jacksonville with $207,186.

In imports for the same period, according to the report, Jacksonville leads in receiving goods from abroad. Jacksonville's imports amounted to $292,758; Tampa, $44,445; and Key West $63,901.

Cigar Production in April

There appears to be a slight depression in work here this week, and it will be seen from the report of the stamp deputy collector of Internal Revenue, Hon. J. F. Uhrback, that there was fewer cigars made in April than in March. Class C, which always reaches the 2,000,000 mark, fell off by 929,375. The number of this class manufactured in March is given as 2,872,479, while April's records show only 1,943,104 were made during that month.

Class A decreased by 387,700. This grade cigar numbered 1,225,225 in March, while April shows that only 837,525 were made, making a decrease of 387,700 in the production during the past month.

Class B is the only class cigar to show a greater number manufactured in April than in March. In March the number of this class was given as 235,675, while the records show that 451,966 were made in April.

Class D fell off by 87,526. During March there were 341,739 of these cigars made, while in April only 254,213 were put out by the local factories.

Class E, which is never very numerous, in March numbered 14,525, while in April this grade only showed 10,350, a decrease of 4,175.

Tobacco Imports

During the past month there were 361 bales of tobacco imported for the use of local factories. This tobacco was valued at $27,619.

From the monthly report of the Collector of Customs, it is seen that among the exportations of merchandise to Cuba and West Indian ports, the United States shipped through Florida ports, 15,000 cigarettes to Cuba and other countries in the Carribean. Of plug tobacco there was shipped 348 pounds, and of smoking tobacco 421 pounds. Cigars sent numbered 1,000.

Of tobacco imported through Florida ports, the report shows that 196,555 pounds of unstemmed leaf tobacco entered. Of cigar wrapper, there were 706 pounds. Of manufactured tobacco, there were 86,492 pounds and cigars to the amount of 105 pounds went to those who prefer the cigars made in this country.

H. B. Sandifer, deputy collector of Internal Revenue, who has been in Miami for several weeks, attending to revenue matters in that city, returned to Key West Friday, and will remain here until relieved for duty elsewhere.

Uncle Sam loses $7,330.01 by the falling off in the number of cigars made in April compared with the number made in March. In the month of March the sale of revenue stamps aggregated $39,402.26, while the April sales only amounted to $32,072.25.

Buckeye Co-ops Celebrate Second Burley Birthday

RIPLEY, Ohio, May 5.—Brown County tobacco growers, with many of their brethren from Mason and Bracken counties in Kentucky and some from Adams and Clermont counties in Ohio, celebrated the second successful year of the co-operative marketing of Burley tobacco at Ripley, Ohio, Thursday. Twelve hundred tobacco growers and their wives heard addresses by Director of Warehouses Ralph M. Barker, Miss Verna Elsinger, director of social service, and J. Sherman Porter, editor of the *Burley Tobacco Grower*, on the progress of the Burley Tobacco Growers' Co-operative Association pool and plans for the future. The Georgetown School band rendered music for the meeting, which was held in the receiving plant of the Burley Co-operative at Ripley.

Mr. Barker, referring to reports of bed-scraping in Kentucky, declared that nothing could be more harmful to the association at this time than violence, and advised the pool growers to adopt the policy in force in some Kentucky counties of "letting 'em alone," that is, of having nothing to do with non-members. He read the prices at which the 1922 crop has been sold so far and stated the amount received and the amount sold up to the present time.

Miss Elsinger told of plans for the organization of women's auxiliaries among the growers and of the benefits to the association likely to be derived from the participation of the women. She said that a number of members had already been added as a result of the work of the few women's auxiliaries that have been organized.

Mr. Porter discussed briefly the opportunity for public service presented by co-operative marketing associations generally in a better return to the grower for his product, and especially the increased return to tobacco growers since the organization of the Burley pool.

The growers had a big ball in the receiving plant preceded by another strong address by Mr. Barker.

Director C. C. Ellis presided at the meeting, which was attended also by Director at Large Charles H. Woodmansee, of Felicity. Probably 200 Kentucky tobacco growers also attended the meeting. The arrangements were in charge of a committee composed of James Henry, Lewis Gardner and Director Ellis and the meeting was one of the largest ever held in Ripley.

"The Burley Tobacco Growers' Association," said Barker, "controls nearly nine-tenths of the tobacco produced in the Burley district of five states. So long as it holds that control the price it asks for its tobacco is the world price for Burley tobacco, and for that reason the outside price will remain nearly as high as that paid to our members.

"This association has the protection of the law of the state and will continue to

(*Continued on page* 40)

SANITARY PIPE CLEANERS
FOR PRICES WRITE
TROJAN SANITARY PIPE CLEANER CO., Inc.
ROCHESTER, N. Y.

Meerschaum Coloring Clay Pipes

Our famous Cash Prize assortment made from the finest English coloring clay

12 different styles to suit every smoker

They come assorted per dozen.

We also make Common Clay Pipes, T. D.'s, etc., and highly finished Pipes with Hard Rubber and Celluloid Stems.

Ask for catalogue and price list.

American Clay Pipe Works, Inc.

239 4th Ave., New York

Factory, Brooklyn, N. Y.

Indiana Items

INDIANAPOLIS, Ind., May 5.—The Hook Drug Co. recently opened its fourteenth store in this city and featured its tobacco and cigar line with a full page display in all three of the daily newspapers. The drug company is probably the largest single retailer in the city. During the opening day cigars were given away to the men. The new store is located at Washington and Pennsylvania streets, near the heart of the downtown district.

Lady Nic in Dry Goods Store

For the first time in history in Indianapolis there is a department store with a tobacco stand. The Pettis Dry Goods Co. was the first one to take a chance. Officials of the store say the stand pays for itself. It is located right at one of the entrances and at one end of the men's furnishing goods department.

Heads Merchants' Association

Elmer Steffen, head of the A. Steffen Cigar Co., of this city, was elected president of the East Washington Street Merchants' Association recently at the annual election of officers. The Steffen company maintains a retail establishment in addition to a factory.

Max Manner will soon open a cigar factory at 813 East McCarty street.

To Give Quadruple Service

To have the finest store of its kind in Indianapolis was the ambition of Louis G. Deschler when he started to install a new combination cigar, soda, candy and lunch establishment at 40 North Pennsylvania street. And he spared no expense in the effort. The result is a store of simple elegance, equipped with the most modern facilities for supplying public tastes in the matter of the four subjects of his new business. To appreciate just how well-planned the new Deschler store is, one must start at the entrance and make a trip from there to the furthest corner of the basement. Everywhere along that journey the visitor is impressed with the modern manner in which the place has been equipped. Forward is the cigar department, presided over by C. C. Carter, and the pipes and other merchandise attractive to the smoker. Everything about the place is harmonious and calculated to attract the seeker after refreshment. Louis G. Deschler, whose name adorns the front of the store, has been a successful cigar and tobacco dealer in Indianapolis for many years. In this new venture he has applied, on a larger scale, and with a considerably larger investment, the same ideas that have made his other retail establishments successful.

To Help Solve Sales Problem

Dr. Paul W. Ivey, professor of marketing at the University of Nebraska, is to be in Indianapolis Thursday, May 10, to meet with local retail business men and their sales forces to advise them and help them solve their problems. In this work he represents Herbert Hoover, secretary of commerce, who is directing a nation-wide campaign to take advantage of gains made by the retail business of the country since the post-war slump, by reducing costs and increasing the selling capacity of retail sales forces without creating an additional drain on the public's resources, but with the idea of giving improved service and setting new standards for merchandising. His appearance here will be under the auspices of the retail bureau of the Indianapolis Chamber of Commerce. At noon he will address the managers of the downtown retail stores on costs and other problems that confront the retail merchant, solution of which is held to be vital to the future sound economic status of the retail business. In the evening he will address a general meeting of the retail sales persons on "How to Increase Selling Capability."

In Good Demand

Officials of the McInerny-Warner Co., of South Bend, Ind., report a good demand for El Productos, both in the Corona at fifteen cents straight and the Puritano Finos at thirteen cents or two for a quarter. The company has been pushing El Productos during the past few weeks.

Dissolution Notice

The Regan & Wrennick Cigar Co., of Richmond, Ind., has filed a preliminary certificate of dissolution with the secretary of state.

Schulte's New Honor

The house of D. A. Schulte, Inc., has been elected to membership in the British Empire Chamber of Commerce in the United States of America, and will be represented by Vice-President Arthur S. Meyer at its proceedings.

Inspects Shade Grown

Louis Leopold, vice-president of the American Sumatra Tobacco Co., left for Hartford last Monday and will spend several days in Connecticut reviewing the shade grown situation.

To Open Cigar Factory

INDIANAPOLIS, Ind., May 5.—Max Manner is soon to open a cigar factory at 813 East McCarty street.

COMPAÑIA GENERAL DE TABACOS DE FILIPINAS

35 South William Street, New York

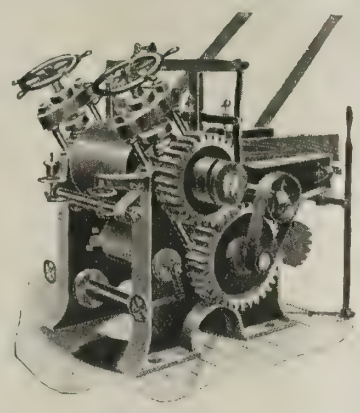
Owners of

LA FLOR DE LA ISABELA

Factory at Manila, P. I.

San Francisco Office, J. B. Havre & Co., 916 Kohl Building

"ADT" Tobacco Machinery



The "Adt" Stem Flattening Machines

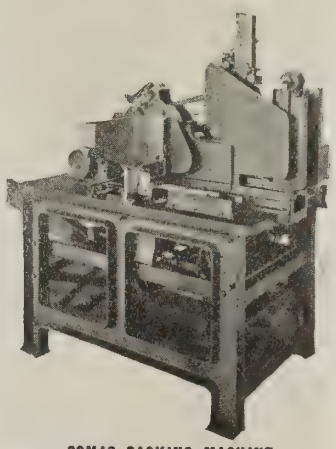
will pay for themselves in a very short time. Manufacturers using these machines claim them to be one of their best paying investments.

It will pay you to install one of these machines.

Our catalog No. 50 contains full details and illustrations of 88 Tobacco Machines. We will be pleased to send you a copy.

The John B. Adt Co. Baltimore, Md., U. S. A.

Established 1865



COMAS PACKING MACHINE,
Three Models, 25,000 Packages of Cigarettes in Ten Hours. American Form Pouch Package.

Machines for The Cigarette Industry

The Comas Cigarette Machine Company

manufactures cigarette machinery of unsurpassed design and construction, including the following:

COMAS STANDARD CIGARETTE MACHINE, for Spanish form of cigarettes; capacity 90,000 a day.

COMAS JUNIOR CIGARETTE MACHINE, for Spanish form of cigarettes; capacity 30,000 a day.

COMAS AMERICAN CIGARETTE MACHINE, for American form of cigarettes; capacity 250,000 a day.

COMAS MONARCH CIGARETTE TIPPING MACHINE, 70,000 to 80,000 a day.

COMAS IMPROVED AUTOMATIC FEEDERS, adapted to any standard style of cigarette machine.

COMAS IMPROVED CIRCULAR KNIFE GRINDER.

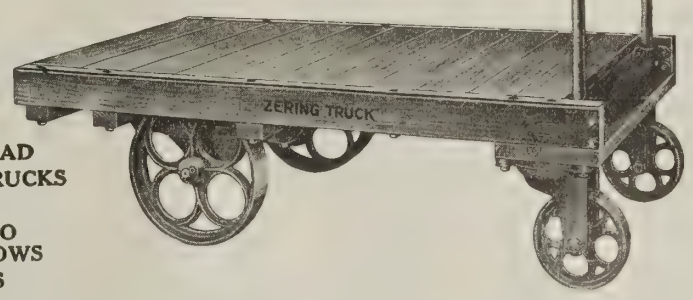
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CONNECTICUT TOBACCO

Connecticut Tobacco Plants Making Slow Growth

The "Weather" Which Seems to Be Chronic, Not Giving Much Aid Toward the Development of Seedlings—Delegates to Attend the T. M. A. and the N. C. L. T. A. Conventions.

HARTFORD, May 5.—Cold weather has not been conductive to the fast growing of seedlings in the beds; very little growth has been noted during the past week.

Notwithstanding the heavy rains of last week there is still some tobacco hanging on the poles, but the blame cannot be laid at the door of the weather man. Stray crops are now being assorted and going into the warehouses to be packed.

Much of the broadleaf which was assorted early in the winter has now come out of the sweat rooms and is ready for sampling. That which has been sampled is coming out well and is very satisfactory.

There were many crops found to be very poor and were sold in the bundle to ready buyers. The hail cut crops also found a ready market and were also sold in the bundle. One crop of Havana seed grown in Massachusetts was an exceptionally good crop. It weighed 24,781 pounds, from 15 acres, and graded as follows: Light wrappers, 20 inch and up, 3,235 pounds; medium wrappers, 22 inch and up, 4,162 pounds; dark wrappers, 20 inch and up, 9,237 pounds; seconds, 16 inch and up, 183 pounds; seconds, 18 inch and up, 5,658 pounds; broken, 914 pounds; fillers, 1,248 pounds; loose leaves, 144 pounds.

An exceptionally good crop of broadleaf in South Windsor shows from 9 acres a weight of 13,552 pounds, which grades as follows: Light wrappers, 2,232 pounds; medium wrappers, 1,828 pounds; long seconds, 2,609 pounds; short seconds, 4,170 pounds; No. 2 seconds, 928 pounds; dark wrappers, 1,986 pounds; No. 2 dark wrappers, 1,208 pounds; broken, 44 pounds; broken, 518 pounds, and fillers, 1,029 pounds.

This shows that the good growers are going to get a good cash return for their crops, while the careless and indifferent growers will get his pay for his crop on the basis of what the crop is. Heretofore, the growers thought tobacco was tobacco, and that the market price to all should be practically alike.

But new grading clearly demonstrates that the tobacco growers must wake up and give more careful attention to growing better tobacco if they want to get more money for their products.

Many members are much inclined to criticize the work of the officers rather severely, but there is no possible doubt but that the officers are using their best judgment in the way that they are handling the crop, so that it will net to the growers the very best prices possible. These men have had a wide range of experience with sweat tobacco and are familiar with the requirements of the trade. They are trying to meet these requirements in the putting up of crops.

Many of the growers are experts in growing, but have not had much experience in the handling of the tobacco after it went into cases, and this is one of the vital things in preparing a crop for the final market.

Meetings are now being held each week in the various districts to get the members to act definitely on the hail insurance proposition on the 1923 crop, which will be started now within the next few weeks. The proposition is made by a large insurance company to write hail insurance at a much lower rate than heretofore, with the provision that a large percentage of the members come in on the plan.

Timothy Miskill, one of Suffield's leading dairymen and tobacco growers, died at his home Friday night after a short illness. He was 84 years old and had lived in Suffield since he was 15 years old. He was born in Ireland and came to this country when a young boy. He had one of the largest cattle and tobacco farms in Suffield.

In Windsor, Conn., tobacco growers are having trouble to get help. As they require large numbers of men they apply to employment agencies in the city. In many instances the money is advanced for transportation and when the men get here they leave the job without any explanations. One grower had two fellows before the local court in Windsor for leaving and evading transportation charges. One was released, but the other fellow was made to make restitution for expenses incurred and to pay the cost of the court.

M. L. Floyd, of the Fred B. Griffin tobacco plantation at East Windsor Hill, is now planning to set out on the 21st inst., and will probably be the first to start setting the 1923 crop in this section. He is to raise 225 acres and has gotten the land all ready, which, aided by the recent rains, is in fine condition for the start off.

Association Holds Election

The Connecticut Leaf Tobacco Association recently elected the following officers: President, Benjamin L. Haas; Vice-President, Maurice Hartman; Secretary and Treasurer, G. W. Stewart.

(*Continued on page* 40)

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GROWERS PACKERS
UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S
CONNECTICUT SHADE
QUALITY TO BURN
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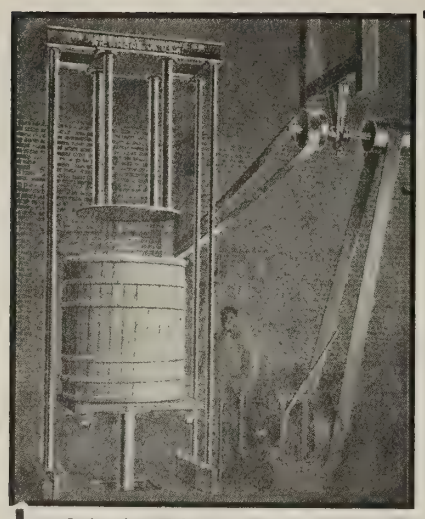
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Mild Havana Cigars
Connecticut Shade Grown Wrapper



Sizes and Prices
Perfecto Extra
15c Straight
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2 for 25c
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10c Straight
Blunts (can)
10c Straight

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Anything in Machinery to serve the Tobacco Industry

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Leaf Tobacco Dealers

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
Ample for Redrying by Steam or Natural Season
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Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

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We have large and improved facilities for buying and handling

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Burley—Western—Seed Leaf
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"OLD BELT" SMOKING TOBACCO a Specialty

DANVILLE, VA.

Edward Winfree

RICHMOND, Va., May 4.—At a meeting especially called by the Richmond Tobacco Board of Trade, resolution being offered a committee was appointed to formulate appropriate resolutions and the following were adopted:

Whereas, death has again entered into the ranks of the membership of the Tobacco Board of Trade, and we are called upon to mourn the loss of the Secretary-Treasurer of our Board, Edward Winfree, and,

Whereas, Mr. Winfree, in his long experience in the various branches of the tobacco business, has always in every capacity measured up to his duties in the most conscientious and faithful manner, ever illustrating those qualities of innate honesty and frankness of purpose and absolute dependability that called from his friends and associates in business the feeling that they always knew where he stood. His crowning labor being that of Inspector of the Richmond Tobacco Trade, and he so well administered this office as to put the seal of his inspection on the highest plane of business rectitude and gave it a standing that reflected in a marked degree to the benefit of the business interests of the Richmond Tobacco Trade. Therefore, Be it

RESOLVED: 1. In the death of Edward Winfree, the trade has lost an officer and associate whose departure from our midst is most deeply deplored, and that we desire to record the high esteem in which he was held by the whole membership of the Richmond Tobacco Trade.

2. That a copy of these resolutions be sent to his family and be spread upon the minutes of the books of the Richmond Tobacco Trade and copies be sent for publication to the tobacco trade journals.

T. M. CARRINGTON
JOHN L. WINGO
JOHN M. TAYLOR
} Committee

Tobacco Growers Elect Directors

RALEIGH, N. C., May 7.—Election returns reaching Raleigh headquarters of the Tobacco Growers' Co-operative Association from a majority of the counties of the Carolinas and Virginia, indicate that the election of delegates which took place May 5, was most successfully carried out. One delegate for each million pounds of tobacco, signed up in contracts of the Tobacco Growers' Co-operative Association, has now been elected to represent its membership, which extends to 127 counties of the three states, and includes 89,000 farmers.

The delegates elected by the organized tobacco growers last Saturday will meet at 22 district meetings May 12, to name the 22 directors of America's largest co-operative marketing association for the coming year.

The annual meeting of the stockholders and directors of the association will take place Tuesday, May 15, in Raleigh, at which time the present board of directors will hold their last meeting. The new board will meet on June 5 for the first time.

Membership Growing

A steady increase of membership has taken place since the decision by the Supreme Court of North Carolina, which upheld the contract of the tobacco marketing association. Over 450 new members joined the tobacco association in April, and since the Supreme Court decision last month the association has averaged well over a hundred new contracts a week. Many contracts were signed last week throughout the Old Belt of North Carolina and Virginia immediately following the payment of close to $2,000,000 to co-operative members who had delivered tobacco to the association since January 1.

With its rapidly growing membership, the Tobacco Growers' Co-operative Association has increased its local organizations of member-growers in 91 counties of three states to over sixteen hundred. These local associations are assisting headquarters to keep in contact with the entire membership. They are also aiding with information as to the size of the 1923 crop, and have assisted in the collection of over $60,000 in damages from contract breakers. Letters with news of the association are mailed each week from Raleigh headquarters to every local of the association in the Carolinas and Virginia.—S. D. FRISSELL.

Small Sales at Richmond

RICHMOND, Va., May 5.—The sales were again very small this week, consisting of odds and ends that were in condition to be brought to market. A good "season" is needed to get the balance of the crop in condition to be brought in and sold, as there is very little in the country. Total sales for week only 14,170 pounds, sold at $9.12 average.—R. O. MORTON & Co.

E. V. WEBB & CO. Cable "IRVINE," Kinston, N. C.
Leaf, Strips, Scraps and Stems
ORDER OR CONTRACT COMPLETE FACILITIES
CORRESPONDENCE SOLICITED SAMPLES ON APPLICATION
KINSTON, N. C., U. S. A.

Rubberized Cloth and Blankets for Covering and Wrapping Tobacco
A. J. GOLDSMITH CO.
433 BROOME STREET NEW YORK CITY
Telephone Canal 8531—Canal 6231

"Knocks" Dark Tobacco Growers' Association

SPRINGFIELD, Tenn., May 5.—According to the old adage, "Comparisons are odious," but the *Times* of this city appears to revel in them, especially if it can "knock" the Dark Tobacco Growers Co-operative Association of Kentucky and Tennessee, by making comparisons. In a recent issue, under the caption: "Robertson Farmers Pay Bonus to Western Kentucky," the *Times* said:

The Comparison

"The Sapiro Association in Robertson County will get about one-third of the 1922 crop, according to early estimates, and those who sold their tobacco over the loose floors are in a much better condition than those who poured their crops in the receiving station hoppers. And those who are still in the pool are beginning to grumble about the money end of the Sapiro game. The first advance was much smaller than had been promised, and our farmers are sore over the fact that the second payment goes out to Kentucky farmers before we get our second installment. There is also a lot of ill feeling over the fact that the Western Kentucky tobacco is graded the same as Robertson County weed.

Big Difference

"Now every one knows that there is a big difference between the tobacco grown here and any other in the world. Our tobacco has a peculiar flavor and quality that cannot be found elsewhere. It fills a special demand on the market. It is a fact undisputed by Mr. O. S. Dowen that our tobacco is worth $4.00 a hundred more than the same grades in Western Kentucky. In other words, every time a hundred pounds of Robertson County tobacco is sold, four dollars comes off the advance we get, and is kicked on the advance of the Western Kentucky poolers. Sapiro said we would have a separate pool here, but until he makes that promise good, it is a dead level cinch that our farmers are helping pay the grocers of Kentucky farmers. If that is co-operation, it is terribly one-sided.

They Are Pleased

"Of course, the tobacco growers in the western district are highly pleased with Sapiro's scheme. Out of that four dollars they can give salaries to numerous officials and still make more than ever before. It is a fact that those people down there grow tobacco only when the price of cotton is low. They are primarily cotton raisers, but in the future they will no doubt go in for tobacco. At present they plow the tobacco patch only once while it is growing, use Paris green to get rid of the worms, pull the suckers when they are about one foot long, and smoke it in the barn for a couple of days. There is poor quality to their tobacco, as they care for nothing but weight. They get the same price as our farmers, who pay high taxes on land that is worth five times as much as theirs. The Kentucky farmers in the western district do little or no work on their growing crop, while it is practically a year around job with us. Yet they get just as much money.

More Unfairness

"Nor is that all. The president of the association is a Paducah man, and he is bound to be popular with those farmers whom he has helped so wonderfully. He could be elected to any office that Bob Bingham should happen to want to control. This Bradshaw controls the Paducah bank that handles all our money. Messrs. Jim Brown, Henry Stratton, Charles Bell and Edgar Powell can tell us that they lent money to the pool that that was sent direct to Paducah. Our farmers are paid one-third, the western farmers get one-third, and no one knows what happens to the other third unless it is put out at interest, a matter that is not covered in the contract. In addition to this, President Bradshaw gets an immense fee from the insurance on all this pool tobacco. It all certainly fits in with Bingham's scheme for gaining political power.

Local Unrest

"This is only one phase of the Sapiro proposition that is on the mind of Tennessee farmers. In addition to the broken promises, loss of weight, small advances, objectionable officials, and a campaign of misrepresentation, the farmers realize that what they do deliver is tolled $4.00 a hundred that they will never see.

"And yet it is such a thing as this that Judge Peck aids and abets when he forces our farmers to pour their high quality tobacco into the hopper. The suit has not yet been filed, and when it is, let no man say that it was done in ignorance of the above convincing facts."

Fears Injury to Springfield Market

A writer, who signs himself "A Reader," in the Springfield *Herald-News*, says:

"On all sides we hear the association being discussed, and most of the talking is being done by its enemies. This talk is not only injurious to the association, but business in general has suffered through the condition such talk has created.

"I have visited every receiving station in the Springfield district, and I find that there is more kicking and complaining around Springfield than in all other sections of the county combined. This would indicate that the opposition is centering its fight in Springfield.

"A certain newspaper is largely responsible for the distrust among our people, and such tactics will work serious injury to the Springfield tobacco market. Other tobacco sections are glad to see Springfield suffer, and they realize that sooner or later a fight such as has been made on the association will greatly hamper the Springfield market.

"We all realize that tobacco growers must have a better plan of marketing their crop than the old barn buying and loose floor method. This association

ANDREW JAMISON, President Established 1885; Incorporated 1910
W. A. ADAMS COMPANY
—BUYERS AND EXPORTERS OF—
ALL GRADES OF OLD BELT
LEAF, STRIPS, SCRAPS AND STEMS
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Leaf Tobacco Dealers
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The Largest Tobacco Seed Growers in the World SOUTH BOSTON, VA., U. S. A.

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If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.
WILSON, N. C., U. S. A. *The largest bright leaf tobacco market in the world*
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Strips, Scraps and Stems Samples submitted on request
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DANVILLE, VIRGINIA, U. S. A.
Virginia and Carolina Cigarette and Smoking Tobacco a specialty
Export and Domestic Types
Established reputation for careful grading and packing
Our own buyers in best markets
Correspondence invited. Cable address: "Lea," Danville, Va.

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WINSTON-SALEM, N. C., U. S. A.

Cable Address: Ragsdale-Smithfield
T. S. RAGSDALE COMPANY
Leaf Tobacco Dealers
ORDERS SOLICITED FOR LEAF STRIPS AND SCRAPS
Packed by Steam or Natural Season. Special Attention Given to Packing. Latest Proctor System.
SMITHFIELD, N. C., U. S. A.

Cable "Winleaf" Winston Salem, N C—Codes A B C 4th & 5th Editions Western Union
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Strips, Scrap and Stems. Complete Facilities
Order or Contract Samples Submitted on Request
WINSTON-SALEM, N. C., U. S. A.

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INCORPORATED
21 EAST 40TH STREET NEW YORK CITY
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DILL'S BEST
SMOKING
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Manufacturers of
HIGH GRADE
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LEAF TOBACCO DEALERS
DANVILLE, VIRGINIA
Long experience. Specialize on bright and mahogany wrappers, fine cutters, export leaf and strips. Samples sent on application.
Cable Address: "MIRABEAU." Arnold's Code No. 5 and 15. A. B. C. Code, 4th and 5th Editions

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Leaf tobacco, strips, scraps, stems, siftings
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To Manufacturers of Scrap and Fine Cut Tobacco
To protect your goods, you ought to pack it in our paraffine lined, weatherproof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
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W. P. HENRY COMPANY
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To manufacturers using the rich, sweet "Old Belt" tobaccos sold at Durham, we tender our facilities for buying and packing. Correspondence and enquiries solicited.
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PINETOPS, NORTH CAROLINA, U. S. A.
We have latest improved systems for handling tobacco either in leaf or strip form on order or contract, and are located in one of the best tobacco belts of the Carolinas. We carry good size stock on hand at all times suitable for domestic and export requirements. All correspondence solicited and samples submitted promptly upon inquiry.
Cable Address: PITCO, Pinetops, N. C.

seems to be the solution and farmers should maintain it.

"All of us know that certain features of the association need correcting, and at the proper time I am sure such changes as are needed will be made. In the meantime all knocking should be stopped.

"I am sure the association has been instrumental in holding up the price of tobacco; it has helped both the man inside and the man outside the association. I heard one tobacco buyer say it had helped prices 5 to 6 cents per pound, and I am certain it has done fully that much.

"Every grower of tobacco should help to perfect the organization, because it means financial independence. Quit your knocking and help us to better conditions."

Dark Co-op Growers to Get Second Payment

HOPKINSVILLE, Ky., May 3.—Plans for delivering to the 10,000 members of the Dark Tobacco Growers' Co-operative Association in the One Sucker District their checks for the second distribution of money on their crops delivered to the association, are rapidly being matured at headquarters here and will be announced as soon as approved by the executive board which meets next Monday. This will be the first district of the Black Patch to receive a second payment on their crop, and naturally it is being awaited with keen interest.

The distribution will be made on Tuesday, May 15, and every grower in that district who sold his tobacco through the association, will receive a check in proportion to the amount of tobacco he had. Approximately $1,000,000 will be paid the growers in this distribution, which will be an average of about $100 to each member in that section.

At present a large force of stenographers is hard at work making out the checks. Each one has to be signed separately. Rapid progress is being made on this, however, and the checks will all be ready in ample time to be turned over to the growers on May 15.

Payments to the association members on the cash advances made on delivery of their crops, which approximates 40 per cent of the grade price, now considerably exceeds $8,000,000. These advances are now running smaller than they have been, due to the lighter deliveries of tobacco that are coming to the receiving house. Every effort is now being made to hasten deliveries of the crops still in the growers' hands, so that the receiving stations may be closed by the end of the present month. This will not only eliminate the cost of operating these receiving stations, but will also hasten the making of a second distribution to the members in Dark Fired, Green River and Stemming Districts.

Substantial Enthusiasm

At Tompkinsville, Ky., this week the association members gave a splendid example of enthusiasm and confidence in the organization when they subscribed for $24,000 worth of the bonds, preferred stock of the Dark Tobacco Growers' Co-operative Association, in ten minutes' time with which to enlarge the receiving warehouse at Tompkinsville. There was a big crowd of association members present, and the proposition to build a warehouse outright, designed especially for handling tobacco under the association plan, went over with a whoop. This will give the growers of that section, which is in the One Sucker District, a much more convenient delivery point and a house that is thoroughly adequate and equipped with everything necessary.

Assurances have been given that the association securities will also be taken at Smith's Grove and Auburn, where receiving houses also will be enlarged.

All three of these points had receiving stations this year but these were inadequate and the floating of the additional stock is to enlarge these warehouses and outfit them completely.—PRESS SERVICE INFORMATION BUREAU.

Studying Hartford Market

Leopold Holzman, of Strouse & Holzman, left the city early this week for Hartford to study the local market.

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New Ardath Representative

LONDON, May 1.—The following announcement is being sent to the trade:

"The Ardath Tobacco Co., Ltd., Worship street, London, E. C. 2, Sole Manufacturers and Proprietors of State Express Cigarettes, have pleasure in announcing that Leslie D. Worthington, of Kinston, N. C., has entered the service of the Company as Manager of the Leaf Tobacco Section. American Branch."

Dark Tobacco Growers Co-op Activities

HOPKINSVILLE, Ky., May 7.—Every possible effort is now being made by officials of the Dark Tobacco Growers' Co-operative Association to get the remnant of the crop still in the growers' hands delivered as speedily as possible so the receiving houses may be closed. There is still a considerable quantity of tobacco outstanding, possibly as much as 20,000,000 pounds. And if allowed to follow their own inclinations the growers are sure to dribble it along for weeks. This would not only handicap the association in its operations, but would also add heavily to the operating expenses of the association, for the cost of keeping the receiving houses open is considerable.

Director of Warehouses Cooper has announced that 19 receiving stations will be closed definitely on May 15 to 17, and that if possible all the others will be closed by May 31. The houses to be closed the middle of the present month are, in Kentucky: Lewisburg, Allensville, Pembroke, Greenville, Kuttawa, Gilbertsville, Hardin, Kevil, and Water Valley. In Tennessee: Puryear, Cross Plains, Greenbrier, Cedar Hill, Sadlers, Tullahoma, Portland, Dickson, Ashland City, and Pleasant View.

The closing of these houses does not mean that the growers of those vicinities will not have a place to deliver, provided they have not already completed delivery of their crops. Sufficient houses will be left open for several days longer throughout the district to enable any grower to reach them without an unnecessarily hard and long drive. But if any grower permits his local house to close on him, he will have to drive a few miles further in order to deliver his tobacco.

The May meeting of the board of directors will be held tomorrow (May 8) at Springfield, Tenn. This is in pursuance of the decision reached some time ago that the directors' meetings should be held at a number of the important towns throughout the Black Patch so that the directors might have an opportunity of getting first-hand information and learning conditions as they exist and for themselves. The first of these meetings was held in April in Owensboro and it proved very successful, and no less is expected of those yet to come.

At Springfield the meeting will not only be attended by the 25 directors, but also by a number of the officials and heads of departments. Robertson County has been the scene of possibly more antagonism to the association, and the most bitter war against it, of any other part of the district, and this will probably be given much consideration by the directors. However, conditions there have improved very materially and the association is in a very strong and commanding position in that county.

J. Lock Humphries, who was elected as assistant manager some time ago and first was stationed in the Hopkinsville district, has been assigned to the Western District and has taken charge. He succeeds Mr. Wright, of Mayfield, whose connection terminated a few weeks ago.

The Western District is comprised of all the counties west of the Tennessee River and several counties in Tennessee, and produces a large amount of tobacco. Mr. Humphries has his headquarters at Mayfield.

The second distribution of money to the growers in the One Sucker district will be made May 15. This is the first of the second distributions, and while it only affects the One Sucker district directly, it is a matter of much interest to all the dark tobacco districts, for each district will receive a similar distribution in due time. The thing now chiefly responsible for holding the distributions back is the incompleted delivery of the crop, and that is one of the strongest things being brought to bear upon the growers to get them to finish bringing in their crops.

There are 10,000 members of the association in the One Sucker district, and each man will receive an amount in proportion to the amount of tobacco he delivered. The total amount paid out in this distribution to the members in that district will be approximately $1,000,000, which makes an average of $100 per member. But the amounts will vary from a very few dollars up to several hundred.

For days a large force of stenographers

(*Continued on page* 40)

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Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage at Low Rates.

Correspondence Solicited.

Louisville Tobacco Market Reports

LOUISVILLE, Ky., May 5.—The Louisville Tobacco Board of Trade makes report on the hogshead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to May 4

Warehouses	Week: Auction sales	Week: Private sales	Week: Total for week	Year. Jan. 1, to date
Turner	...	...	...	792
Kentucky	117	34	151	5,589
Main Street	...	1	1	2,527
Planters-Farmers	43	13	56	6,733
New Tenth Street	66	...	66	2,618
Louisville	...	...	...	4,102
	226	48	274	22,361
Year 1922			741	35,820
Year 1921			533	33,751
Year 1920			443	30,648

Classifications of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	152	20	172
Dark	47	55	102
	199	75	274

Classification of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	5,865	14,580	20,445
Dark	1,392	524	1,916
	7,257	15,104	22,361

Classification of Sales to Same Date in

	1922	1921	1920
Burley	34,350	31,566	29,505
Dark	1,470	2,185	1,143
	35,820	33,751	30,648

Comparisons with Previous Years

	1923	1922	1921
Sales—			
Total sales of new crop to date	19,626	14,665	28,254
Sales of new crop to date. Original inspection	15,921	12,175	23,444
Rejections—			
Rejection this week:			
Burley	51	...	...
Dark	1	...	...
Total	52	163	159
Percentage of rejections to auction sales:			
Burley	32	...	...
Dark	1	...	...
Total	23	29	32
Rejections, Jan. 1 to date:			
Burley	4,455	...	...
Dark	304	...	...
Total	4,759	7,744	6,871
Receipts—			
Receipts this week	244	413	495
Receipts, Jan. 1 to date	15,675	22,819	26,154

Monthly Report

Tobacco Sales for the Month and Year to April 30

Warehouses	Month: Auction sales	Month: Private sales	Month: Total for month	Jan. 1, to date
Turner	...	30	30	792
Kentucky	417	16	433	5,438
Main Street	55	3	58	2,526
Planters-Farmers	697	117	814	6,677
New Tenth Street	179	12	191	2,552
Louisville	201	2	203	4,102
	1,549	180	1,729	22,087
Year 1922			4,186	35,079
Year 1921			5,027	33,218
Year 1920			3,454	30,205

Classifications of this Month's Sales

	Old Crops	1922 Crop	Total
Burley	1,147	337	1,484
Dark	195	50	245
	1,342	387	1,729

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	5,713	14,560	20,273
Dark	1,345	469	1,814
	7,058	15,029	22,087

Classification of Sales to Same Date in

	1922	1921	1920
Burley	33,681	31,151	29,078
Dark	1,398	2,067	1,127
	35,079	33,218	30,205

Comparisons with Previous Years

	1923	1922	1921
Sales—			
Total sales of new crop to date	19,551	14,633	27,970
Sales of new crop to date. Original inspection	15,848	12,150	23,223
Rejections—			
Rejections this month:			
Burley	332	...	...
Dark	53	...	...
Total	385	801	1,251
Percentage of rejections to auction sales:			
Burley	24	...	...
Dark	27	...	...
Total	25	23	26
Rejections, Jan. 1 to date:			
Burley	4,404	...	...
Dark	303	...	...
Total	4,707	7,581	6,712
Receipts—			
Receipts this month	1,428	2,419	4,028
Receipts, Jan. 1 to date	15,493	22,571	25,731

Stock Report

Receipts Deliveries and Stocks for the Month and Year to April 30

Warehouses	Receipts During Month	Deliveries During Month	Receipts Jan. 1st to date	Deliveries Jan. 1st to date	Stocks This Date
Turner	13	134	630	755	263
Kentucky	511	710	3,912	4,329	1,646
Main Street	25	233	1,600	1,994	167
Planters-Farmers	761	920	4,711	4,598	3,142
New Tenth Street	60	245	1,880	1,714	1,177
Louisville	58	431	2,760	2,809	1,257
	1,428	2,673	15,493	16,199	7,652
Year 1922	2,419	4,230	22,571	24,346	15,510
Year 1921	4,028	4,400	25,731	23,236	16,444
Year 1920	2,877	3,732	22,411	24,187	13,969

More Burley Suits

LEXINGTON, Ky., May 4.—Suits against six more alleged contract breakers were filed today by the Burley Tobacco Growers' Co-operative Association. Omer Hampton, of Fayette County, is sued for selling 11,000 pounds over auction floors, damages being asked in the sum of $550 and expenses and fees of $300 besides.

Others sued were Clyde Ewalt, of Harrison County, $200 damages and $100 fees and expense; M. C. Carter, Pete Craig and L. G. Abbott, of Trimble County, $100 damages and $100 fees each; Lee Hughes, of Trimble County, $130 damages and $100 fees.

Suits are being prepared against every grower who has broken his contract as fast as the evidence can be prepared for presentation, it was said at the offices of the legal department.

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On all markets. We air dry and steam dry on most of the loose markets, and have the latest improved Philadelphia Textile Steam Dryer in our Louisville Factory for handling Leaf and Strips. Orders and correspondence respectfully solicited.

Official Quotations at Louisville, May 4, 1923

	Burley, Old			Dark
	Dark Red	Bright Red	Colory	Manufacturing
Trash, (green or mixed)	6 to 7	to 7	7 to 8	to 4
Trash, (sound)	7 to 9	8 to 10	8 to 10	4 to 5
Common Lug	9 to 12	10 to 14	12 to 15	4½ to 5½
Medium Lugs	12 to 16	15 to 17	15 to 20	5½ to 6½
Good Lugs	16 to 18	18 to 20	20 to 24	6½ to 8
Com. Leaf (short)	12 to 14	12 to 16	20 to 22	8 to 10
Common Leaf	14 to 18	16 to 18	22 to 26	10 to 14
Medium Leaf	18 to 24	18 to 24	28 to 35	14 to 16
Good Leaf	25 to 30	25 to 30	40 to 45	18 to 20
Fine and Selections	30 to 35	35 to 40	50 to 55	22 to 25

	Burley, 1922 Crop		
	Dark Red	Bright Red	Colory
Trash, (green or mixed)	10 to 12	12 to 14	13 to 15
Trash, (sound)	12 to 14	14 to 16	16 to 18
Common Lugs	14 to 16	15 to 17	18 to 20
Medium Lugs	16 to 18	18 to 20	20 to 23
Good Lugs	19 to 21	20 to 22	23 to 27
Common Leaf (short)	10 to 12	14 to 17	18 to 22
Common Leaf	14 to 18	18 to 20	22 to 25
Medium Leaf	22 to 26	24 to 28	27 to 30
Good Leaf	26 to 35	28 to 35	30 to 35
Fine and Selection	35 to 42	38 to 42	40 to 49½

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—F. E. Brocar, Secretary.

Hopkinsville Average, $13.97

Hopkinsville, Ky., May 5.—Total sales for the week, 224,665 pounds; average price per 100 pounds, $13.97. Sold to date of 1922 crop, 13,640,765 pounds; average price per 100 pounds, $14.58. Sold to same time last year, 19,521,960 pounds; average price per 100 pounds, $14.68.—J. W. Hancock, President, Hopkinsville, Tobacco Board of Trade.

Mayfield Season Sales

Mayfield, Ky., May 5.—The buying interest at this point has received of the 1922 crop 8,965,835 pounds from the independent market, with independent outstanding contracts of 111,655 pounds; and from the association 5,009,295 pounds, making total sales at this market to date 14,086,785 pounds.

We are unable to ascertain the receipts of the association, but would estimate they have received to date about 7,700,000 pounds.

During the past week deliveries have been large, especially to the association, and will probably continue large for the next ten days, after which time there will be no more rushes. At the independent market there is very little interest, as practically the entire offerings are of a low nondescript grade, which grades were passed up by buyers riding in the country.

Auction sales since our last report are as follows:

	No. of Loads	Leaf Avrg.	Gen. Avrg.	Year Ago.
Reported	4,074	....	....	....
April 23 and 24	7	$11.50	$9.50	$8.28
April 25 and 26	11	12.25	10.65	9.49
April 27 and 30	23	11.60	9.70	8.58
May 1 and 3	10	12.32	10.25	8.07
	4,125			

Hopkinsville average for the week, $13.97 on 224,665 pounds, against an average for the season of $14.58 on 13,640,765 pounds.—Wright, Smith & Co.

Paducah Prospects

Paducah, Ky., May 5.—Weather conditions have been favorable during the week for the movement of loose tobacco, and there have been steady deliveries to the Dark Tobacco Growers' Co-operative Association throughout the week. They have been kept busy with grading, delivering on contract and bulking their stock and seem to have the situation well in hand and are disposing of the stock about as fast as it is coming in. The condition of the tobacco is first class and the classification seems to be good,

Clown Cigarettes and Old Hill Side Smoking

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SMITH & SCOTT TOBACCO CO.
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hough the quality of this week's re-ipts shows some deterioration on ac-unt of having hung in the barn so ng.

The association has begun prizing at actically all of their storage points and king room for the remainder of their cks. Just how much is to be received hard to tell, but no doubt that some-ing over 25 per cent of their holdings still in the hands of the producers. I e a report from headquarters at Hop-nsville that they will begin closing me of the smaller receiving stations the 15th to 17 of this month, and will dertake to close all stations by the 1st June, which means that they expect to ve their tobacco all in by that time. his will mean heavy deliveries through-t the present month.

Farmers Making Good Progress

The weather during last week and up the middle of the present week has en favorable for doing farm work and rmers have made good progress in eparing and planting their corn and her crops, and are also working on ir tobacco ground and no doubt will ve everything ready when plants are ady. No doubt a little tobacco will be nted by the 15th, but the greater part the crop will be planted later on ac-unt of plants being late, which was used by the continued cold weather this pring, but now they are growing rap-y and with a continuation of favorable ather conditions the crop should be nted by June 1, which is in good time. is to be hoped that farmers will make great effort to make better tobacco d indications are that this will be done. he difference in values between good d common grades will widen and the nter making the common and low ades cannot hope for remunerative ices.—W. B. KENNEDY.

Hopkinsville Sales Lower

HOPKINSVILLE, Ky., May 6.—Tobacco ceipts on this market continued to ndle the past week, the loose floors porting a total of 224,665 pounds and e Dark Tobacco Growers Co-operative ssociation 450,000 pounds. The end the season on the 1922 crop is rapidly aring, and the loose floors are looking rward to the close for the Summer, ile the association is trying to get the bacco in so the receiving houses roughout the district may be closed ne 1.

According to grade, prices for the week nged: Trash, $3 to $5. Lugs, com-on, $5 to 7; medium, $7 to $9; good, $9 to $12; fine, $12 to $16. Leaf, low, $10 to $12; common, $12 to 20; medium, $20 to $30; good, $30 to $32. No fine leaf offered.

Continued rains for the past week have put an almost complete stop to cultivation of ground in many sections. Tobacco plants have grown rapidly, however, and prospects now are that they will be ready for transplanting before the ground is ready to receive them.—M. E. BACON.

Clarksville Average, $13.26

CLARKSVILLE, Tenn., May 5.—Tobacco sales on the Clarksville Loose Leaf Market this week amounted to 129,830 pounds. Sales for the season, 8,392,375 pounds. Sales to same date last season, 11,805,290 pounds. Average price this week, $13.26. Average for this season, $14.60. Average to same period last season, $16.04.—J. F. SMITH, Supervisor of Sales.

Owensboro Outlook

OWENSBORO, Ky., May 5.—J. S. Phelon, leaf tobacco broker, reports:

"While sales are practically over the independent floors as well as the Co-operative Association are receiving an occasional load of tobacco and conditions continue about as outlined during the past several weeks.

"The weather has not been altogether favorable to growing plants and it seems now that our tobacco crop will be planted somewhat later than usual."

Burley Pool Wins Court Case

LEXINGTON, Ky., May 5.—Judge Richard C. Stoll, of the Fayette Circuit Court, today overruled the demurrer of William Crawley to the petition of the Burley Tobacco Growers' Association, which sued him for damages for selling his crop outside the association. The court held that the Bingham Co-operative Marketing Act is valid and constitutional and not contrary to the law of Kentucky against monopolies or combinations in restraint of trade.

Judge Stoll pointed out that anti-trust laws of Kentucky have been repealed and said that the Bingham act changed the common law of Kentucky. He sustained the demurrer of the Burley Association to the second paragraph of the defendant's answer, in which a defense was attempted to be set up that the Burley Co-operative is a North Carolina corporation and not a Kentucky corporation.

The case will be heard before a jury later, as to the issues of fact involved, how much tobacco, if any, Crawley sold in violation of his contract with the association, and the amount of money to which the co-operative is entitled, if any, as damages.

Dark Tobacco Co-op Doings

HOPKINSVILLE, Ky., May 5.—Two unusually high averages for Dark Tobacco were reported at headquarters office today. W. E. Cansler of Christian County, Member of the Dark Tobacco Growers Co-operative Association, delivered 2,050 pounds which he raised on a one and one-third acre plot. It was graded for a total value of $632.63, or an average of $30.86 per hundred. Mr. Cansler said he was thoroughly convinced that quality tobacco grown on a small plot was more valuable than three times the amount of low grade weed.

J. Lewis Turner, a farmer of the Cerulean Springs section, Trigg County, delivered 6,485 pounds to the Receiving Station at Cadiz. His grade prices gave him an average of $25.52 per hundred. In speaking of the crop Mr. Turner said:

"I had 13,875 hills and only seventeen hills were missing when I cut it. It is quality production that pays."

The Association yesterday was granted

(Continued on page 40)

CABLE ADDRESSES { U. S. A.—Command, Owensboro, Ky. / ENGLAND—Invade, Liverpool.
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Porto Rican Tobacco

The day of prosperity for the Porto Rican Tobacco Industry has arrived.

The Phenomenal success of many of the advertised brands of "mild Havana Cigars" is largely due to the use of Porto Rican Tobacco either exclusively or blended with other Tobacco as a filler.

In the past it was not always possible to tell whether the Tobacco sold as Porto Rican was all grown on that Island or mixed with a Foreign Tobacco, but now

The Government Guarantees

the source of all Tobacco—either in the leaf, scraps, or in cigars—shipped from Porto Rico.

This is done by means of Stamps affixed to every barrel or bale of Tobacco and on all boxes of cigars or "little cigars."

The White Guarantee Stamp

on shipments of Tobacco guarantees that it is of pure Porto Rican growth; on boxes of cigars that the contents were manufactured from Tobacco grown on that Island.

For further information write or call

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New York

Wm. L. Dannahower
Agent

Telephone John 1379

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Siboney —*May 1*

	Cases
G. S. Nicholas & Son	20
Grosvenor Nicholas & Co	4
Park & Tilford	8
Central Union Trust Co	22
Duncan & Moorehead	5
W. H. Allison	2
United Cigar Stores Co	9
British American Tob. Co	5
B. Wasserman Co	4
Alpers & Mott	1
New York & Cuba Mail S. S. Co	49
To Order	1

Tobacco from Cuba

S. S. Siboney —*May 1*

	Bales
J. Bernheim & Son	100
B. G. Davis & Co	4
M. Perez	6
Fehsonfeld Cigar Co	35
H. Duys & Co	91
B. A. Kaiser Co	11
M. Schwartz	126
L. Cantor	60
S. Ruppin, Inc	192
S. Rossin & Sons	348
E. Hecht & Co	9
E. Rosenwald & Bro	20
Stern-Mendelsohn Co	200
V. Toledo	6
	Barrels
B. G. Davis & Co	42
J. A. Moss & Co	14
Selgas & Co	98
Friend & Co	66
H. Duys & Co	57
Newman & Gach	50
M. Schwarz	41
Stern-Mendelsohn Co	110
B. Castellano	7
S. L. Goldberg's Son	5
Modesto Ardisana	15
To Order	25
	Packs
J. Bernheim & Son	209
B. G. Davis & Co	2
M. Perez	5
J. A. Moss & Co	4
Selgas & Co	5
Bayuk Bros.	48
Stern-Mendelsohn Co	14
E. Rosenwald & Bro	67
Yglesias & Co	49
Modesto Ardisana	3
N. Y. & Cuba Mail S. S. Co	36 cases

S. S. Toloa —*May 7*

	Bales
American Cigar Co	30
S. Ruppin, Inc	52
American Cigar Co	76 barrels

Cigars from Porto Rico

S. S. San Lorenzo —*May 2*

	Cases
Infanzon & Rodriguez	10
Globe Fruit Co	38
United Cigar Stores Co	168
Villar, Lanza & Co	6
W. O. Smith & Co	2
I. Lewis Cigar Co	15
Colbert Tobacco Co	4
E. Fernandez & Co	3
Royal Bank of Canada	2
D. A. Schulte, Inc	3
Porto Rican American Tob. Co	150
N. Y. & Porto Rico S. S. Co	9

Tobacco from Porto Rico

S. S. San Lorenzo —*May 2*

L. Hirsch	7 bales
	Barrels
Villar, Lanza & Co	4
D. Steengrafe	4
A. Philippi	5
L. Hirsch	57
N. Y. & Porto Rico S. S. Co	83

Tobacco from Rotterdam

S. S. Rotterdam —*May 5*

	Bales
E. Rosenwald & Bro	95
Hinsdale, Smith & Co	193
Manus, Muller & Co	13
Irving National Bank	1506
Joseph Holzman	109
G. L. Blake	53
A. Bornholdt & Co	60
Cullman Bros.	42
D. Dreux, Inc	26
H. Duys & Co	325
E. A. Kline & Co	20
J. Marqusee & Son	42
L. Schmid & Co	14
	Cases
Maurice Rosenberg & Co	3
General Cigar Co	4
H. Duys & Co	9

Cigars from Manila

S. S. Hyson —*May 4*

	Cases
Ullmann, Dreyfus & Co	26
E. J. Forsen	5
C. G. Wilson	144
Chartered Bank of India, Australia & China	9
S. J. Freeman & Sons	19
H. W. Peabody & Co	20
S. Frieder & Sons	11
Philippine Tobacco Co	60

Tobacco from Manila

S. S. City of Bagdad —*May 1*

	Bales
S. J. Freeman & Sons	30
American Express Co	100

S. S. Hyson —*May 4*

	Bales
S. Frieder & Sons	51
International Tobacco Co	100

Tobacco from Hong Kong

S. S. City of Bagdad —*May 1*
To Order ..... 332 bales

S. S. Moorish Prince —*May 7*
Gensior Tobacco Co ..... 1150 bales

Tobacco from Canton

S. S. Hyson —*May 4*
To Order ..... 100 bales

Tobacco from Alexandria

S. S. Gen. O. H. Ernst —*May 5*
Export S. S. Co ..... 5 packs

Tobacco from Trieste

S. S. Presidente Wilson —*May 2*
Liggett & Myers Tobacco Co .. 2000 bales

Tobacco and Cigarettes from Liverpool

S. S. Adriatic —*May 7*
A. Oppenheimer & Co ..... 2 cases

S. S. Cedric —*May*
American Tobacco Co ..... 1 case

Cigarettes from Southampton

S. S. Mauretania —*May*
Draeger Shipping Co ..... 1 case

Cigarettes from Alexandria

S. S. Gen. O. H. Ernst —*May*

	Cases
O. Hartmann	
J. C. Hernandez	

Briar Pipes from London

S. S. President Van Buren —*May*
To Order ..... 7 cases

A. M. SANTIAGO HMNO S. en C.

GROWERS, PACKERS & EXPORTERS OF

Porto Rican Tobacco

P. O. Box 113, Aibonito, Porto Rico

Plantations at La Plata, Aibonito

Briar Pipes from Genoa

S. S. America —*May 2*
A. Schulte.....14 cases

Briar Pipes from Southampton

S. S. Mauretania —*May 4*
Iterocean Forwarding Co.....4 cases

Ipes and Cigarette Holders from Havre

S. S. La Savoie —*May 1*
A. Schulte.....27 cases

Pipe Bowls from Havre

S. S. La Savoie —*May 1*
Iink of United States.....1 case

Clay Pipes from Hamburg

S. S. Hansa —*May 7*
Iemical National Bank.....38 cases

Cigarette Paper from Trieste

S. S. Presidente Wilson —*May 2*
Hauth, Nachod & Kuhne.....4 cases

Cigarette Paper from Lisbon

S. S. Brittania —*May 2*
Zrra Tobacco Co.....11 cases

Cigarette Paper from Alicante

S. S. Monte Grappa —*May 7*
V. Lago.....4 cases

Cigarette Paper from Liverpool

S. S. Adriatic —*May 7*
A. Henshaw & Sons.....21 cases

Cigar Bands from Cuba

S. S. Siboney —*May 1*

	Cases
ux Schwarz	1
Y. & Cuba Mail S. S. Co.	4

Briarwood from Marseilles

S. S. Britannia —*May 2*

	Bales
& J. Vassas	210
ssas, Aine & Co.	571

S. S. Hektor —*May 5*
ssas, Aine & Co.....266 bales

Briarwood from Leghorn

S. S. City of Eureka —*May 5*
lelity International Trust Co.500 bags

Briarwood from Genoa

S. S. City of Eureka —*May 5*
Demuth & Co.....77 bags

Briarwood from Messina

S. S. City of Eureka —*May 5*
& J. Vassas.....608 bags

ntended Acreage Increase

WASHINGTON, D. C., May 5.—The inations are that the tobacco acreage will 110.0 per cent of 1922, 108.9 per cent of 8-1922, and 155.1 per cent of 1909-3. The intended increase of 10 per t over 1922 is the result of proposed erial increases in practically all States, ntucky and Tennessee showing an inase of 14 per cent each, Virginia 2 per t, North Carolina, 6 per cent, South olina 20 per cent, New England 17 cent, Ohio 15 per cent, Wisconsin 12 cent, and Pennsylvania 8 per cent.

Gets Grand Rapids Lease

RAND RAPIDS, Mich., May 5.—Van Bosch & McVoy have leased to the ted Cigar Stores Co. for a period of ears with privilege of cancellation at end of five years, the ground floor of building at Monroe and Ottawa ave, formerly occupied by the Ellis . After remodeling, the quarters be occupied early in June, by a cigar e, the building thus returning to a of several years ago.

ccording to Mr. Vanden Bosch s for space in the building will be e on a five-year basis to allow for tion of a new building at the expiraof that period.

The Porto Rican Crop Estimate

SAN JUAN, P. R., April 30.—I beg to refer to the copy of your weekly TOBACCO review dated April 12, 1923, No. 24. I read under the heading "Porto Rican Prospects," that it is estimated that Porto Rican tobacco production of the actual crop will be upwards of 37,500,000 pounds. Everybody here in Porto Rico is much surprised about this figure.

According to the general opinion here in Porto Rico, not only of the farmers, but also of many leaf tobacco buyers, it is estimated that the actual Porto Rican tobacco crop will not be over 25,000,000 pounds, which, of course, is much less than your figures in above named article.

There is no doubt that there would have been a very much larger crop this year, but on account of the very heavy rains during December last and afterwards the heavy drought, the yield per acre has been reduced considerably and everybody knows today that the crop will be approximately 25,000,000 pounds.

I would recommend you to publish in your next number this new figure, so that the manufacturers will know the revised estimate of the actual Porto Rican leaf tobacco crop.—F.

Baltimore Market

BALTIMORE, Md., May 3.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND.—Owing to the cool dry weather, receipts for the past week totaled only 57 hogsheads, while sales were 104 hogsheads. Prices held very firm for all grades.

OHIO.—Nothing to report.

Association Data

The Leaf Tobacco Association of Baltimore City issues these statistical for the week ending May 2:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date	Same 1922
Maryland	142	2,369	2,511	1,925	1,566
Ohio	...	267	267	222	82
Total	142	2,636	2,778	2,147	1,648

Reinspections this week: Maryland, 85; to date, Maryland, 586; Ohio, 45.

Deliveries

	Maryland: Coastwise and Domestic	Maryland: Foreign	Maryland: Total	Ohio	Total
This week	17	50	67	40	107
Previously	1,625	6,520	8,145	835	8,980
	1,642	6,570	8,212	875	9,087

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1	9,590	3,025	12,615
Receipts since	1,925	222	2,147
	11,515	3,247	14,762
Delivered since	8,212	875	9,087
Stocks today	3,303	2,372	5,675

Sales

	Maryland	Ohio	Total
This week	104	...	104
Previously	1,994	540	2,534
	2,098	540	2,638

Groundleaves to date 322 hogsheads.

Dasco Developments

The Dasco Import Co., Inc., has removed to larger and more convenient quarters on the fifth floor of the Schulte Building, 386 Broadway, New York, and are now in a better position than ever to execute their orders. Additional machinery has been installed at the Brooklyn manufacturing plant which has increased production fifty per cent.



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AIXALA & CO.
Dealers in Porto Rican Tobacco
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ALONSO RIERA & CO., Inc.
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58-62 Tetuan St., San Juan, P. R.
Importers and Exporters of Leaf Tobacco
The oldest tobacco house in Porto Rico

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Specialty—Comerio and Naranjito Tobacco

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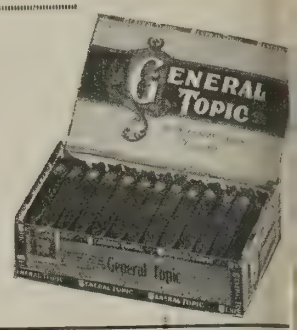
GENERAL TOPIC

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Packers of LEAF TOBACCO

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Connecticut Shade Grown Wrappers, Connecticut Broad Leaf, Connecticut Havana Seed, Pennsylvania Broad Leaf

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You need every week

Pennsylvania Tobacco Market Again Shows Life

About 2,000 Cases of 1922 Seedleaf Sold Last Week—Four Packers Had Share in the Sales—Price Thought to Be Around 30c—Prospects for New Crop More Encouraging

LANCASTER, Pa., May 7.—Almost startling and wholly gratifying comes the news that the long period of inactivity in the Lancaster market has been broken, and that during the past week four independent packers have disposed of their entire 1922 holdings. The small country packing industry, which depends upon the large manufacturing interests as a market for its wares, is the field that has been invaded by the buyers who contracted for about 2,000 cases last week.

Dispose of Seed-Leaf

The four packers who have disposed of their 1922 seedleaf are all in the northern section of the county, and in a district which produced some of the best tobacco that was grown in Lancaster County last year. This seedleaf was held at from 20 to 22 cents by the growers, and the majority got their price for it when they sold to the early buyers, many of whom bought from the shed, and in a few instances from the field. While the price realized by the independents in their sales last week is not definitely known, it is rumored that it hovers in the vicinity of 30 cents.

Four Fracture Congealed Moisture

Two New Holland packers, one in Terre Hill and the fourth in Intercourse, make up the quartette who have broken the ice and started the crop moving. And move it will! Within the next week or ten days, it is entirely safe to predict, there will be a general movement of buyers toward the Lancaster market with corresponding changes in local conditions. This premise has as its foundation the same underlying fact that brought about so many varying conditions in the tobacco world this year—the scarcity of seedleaf and the lack of an appreciable surplus. The identity of the concern which made the first inroads on the 1922 packing of Lancaster seedleaf is more or less shrouded in mystery, but Dame Rumor has it pretty well established that the corporation in question is the General Cigar Co. Supposing that this is true, it is not logical to assume that the other large manufacturers, all of whom are in need of their share of last year's tobacco, will stand idly by and let one of their number gather in all of the desirable packings. All of the small rural packers have some very choice goods in their warehouses, the total of which will not, according to indications at the present time, supply the demand later in the season.

Early General Activity Anticipated

Following this line of reasoning to an end, it may be clearly seen that a prediction of early general activity among the large buyers is not as highly problematical as it appears. In the face of the protracted period of sluggishness which has gripped the Lancaster market, a prospect of brisk buying will not be unwelcome.

Consider Plans for N. C. L. Conven tion

The regular quarterly meeting of th Lancaster Leaf Tobacco Board of Trad was held in the Hotel Brunswick o Saturday night, May 5, with 44 membe in attendance. The principal feature o business which was transacted was th formulation of preliminary plans for th National Cigar Leaf Tobacco Associa tion convention which will be held New York on June 4 and 5. Animate discussion of the coming event and th more than usual enthusiasm displayed i dicates that Lancaster will be represent by one of the largest delegations th has ever been sent to the conventio The delegates will be chosen on May 1

Plant Damage Less Than Suppos

A complete survey in all sections the county last week disclosed the fa that the supposed damage to the 19 crop through unseasonably cold weath was pretty largely "scare," and that t tardiness of the seedlings in appeari above the ground had led many growe to think that their seed had been froz or had rotted. Only here and there m a grower be found who has had his be frozen, and a surplus of plants will ta care of any who have suffered in t way. The cold weather, however, h exercised a detrimental influence on t young plants, and a large percentage the beds show under-developed sta and stunted growth. More than a we of warm weather has greatly haste the delinquent tobacco season to a po where growers are busy getting the la plowed and harrowed for the oncom crop. Transplanting will be about th weeks behind schedule this year, a every effort is being exerted to push seedlings to the limit so as to appro a normal growth fairly early in the s son.

Guarding Against Wildfire

A ceaseless campaign for the erad tion of wildfire and other tobacco d eases from the crop has been waged the Lancaster County Farm Bureau is now bearing fruit. A large majo of growers have already applied the f application of Bordeaux mixture to th beds, and preparations are in progress continue the spraying until transplant All of the recommendations for prec tion against the spread of the disease being carried out generally, and the c look for an exceptionally good, dise free crop of Lancaster-grown seedlea 1923, is very promising.—KEYSTONE.

Boosting Dasco Products

Arthur Mainzer, of Alfred Dun Inc., is now handling the Dasco prod for D. A. Schulte, Inc., and will co the Southern and Western Coast terri with these high-class goods.

D. DREUX, Inc.

Successors to Wm. Quanjer, Inc.

Importers of Sumatra and Java Tobacco

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Lord Northcliff



5c Straight

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Brands that know no competition

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"Not an experiment"

Get in touch with us. Samples sent on request to reliable houses.

D. C. Kaltreider & Sons

Cigar Manufacturers

Red Lion, Pa.

Established 1898

Odiva, mild and sweet



5c Straight

York County Activities

York, Pa., May 7.—The depression reported in the cigar manufacturing business in a review given out at the York labor temple last month on the industrial situation in this city and vicinity is not reflected in the collections during the month of April at the York office of internal revenue from the sale of cigar stamps.

G. Frank Lindemuth, collector for the York-Adams division of the First U. S. Revenue District, says that while a number of the smaller factories have suspended operation temporarily, the situation is far better than usual at this season of the year. It is the custom for manufacturers who suspend business to file a "closing down" inventory at the office of the Internal Revenue Collector. The number who have done so this year is not any larger than that of preceding years, indicating that the industry in York county is holding out, despite the dropping off in business elsewhere. After the summer months, the owners of these smaller factories will renew their bonds with the government and reopen their factories for the Christmas trade.

April Stamps Sales Only Once Exceeded

The cigar stamp sales during the month of April surpassed the sales of the same month of any past year with the exception of 1920 when the industry was at its peak. The sales the past month amounted to $191,576.15. The sales during April, 1922, amounted to $157,635.35. The receipts from this source during March, this year, were $200,346.74.

The tobacco stamp sales for April amounted to $9,070.92, and surpass those of the same month a year ago, which totaled $8,992.53. March receipts were slightly better than last month and amounted to $9,091.17.

Six New Factories

Six new factories were opened during the month past and bonds filed in the York Internal Revenue Office. They were: T. I. Roth Cigar Co., McSherrystown; Charles F. Deitrick, Daniel Spangler and Walter C. Kellenberger, all of Red Lion, and Harry E. Koons and Sterling Rawhouser, both of Red Lion.

The Meade Tobacco Co. of Red Lion on April 30 at Muddy Creek Forks, York county, received from the farmers of that section of the county, six carloads of tobacco for shipment to its warehouses in Red Lion. Approximately 187,000 pounds were delivered.

An Active Veteran

Al Risser, of Maytown, Lancaster county, 71 years old, who operates cigar factories in that place and in York county, is said to be the oldest active man in his line in this section of Pennsylvania. His health is good and he can move about with the same agility of 30 years ago. He drives one of the first automobiles that came to his section of the state. He is a director of the Maytown National bank and one of its organizers.

The first meeting of creditors of Edward B. Stoner, the Hallam tobacco manufacturer, who disappeared from his home, December 18 last, and recently filed a voluntary petition in bankruptcy at Los Angeles, Cal., will be held May 29 in the office of Referee in Bankruptcy, William H. Kurtz, in the Security building, this city.

G. Harry Eimebrink, of Mt. Airy, Pa., production manager of the Eisenlohr & Brothers cigar factories, and Mrs. Eimebrink, were recent visitors in this city, their former home.

H. C. Esaley, cigar maker, 323 High street, Hanover, has purchased the tobacco and variety store of Harry Wrentzel at 113 Broadway in that town, taking possession on May 1. Mr. Esaley will conduct a wholesale and retail business in cigars and tobacco and will handle a sideline of candies. Mr. Wrentzel will move in about four or five weeks to Columbus, O. Mr. Wrentzel was Hanover's oldest merchant. He is nearly 89 years of age. He is a native of York county and went, in 1852, to Hanover, of which place he has been a resident ever since, with the exception of a few years spent in the West.

D. Frank Kaltreider, proprietor of the Red Lion Cigar Box and Lumber Company, who had spine trouble, has had the weakness adjusted at a Philadelphia hospital and already feels much relief.

E. B. Strickler and E. W. Leib, cigar manufacturers of Yorkana, are on a business trip to Mississippi.

A Good Job

Charles M. Schwab delights in telling the following story of an incident in one of the steel mills under his charge:

"One day while I was passing through the works I looked out a second-story window into the first floor of an adjoining shop and saw a big Irishman sitting on the handles of his wheelbarrow smoking his pipe. I called to him, 'What are you doing down there? Why don't you get to work?'

"To which the Irishman replied, 'Well, tell me, and who are you, sir?'

"I said, 'I'm the general manager.'

"'Well, young man,' said he, 'you've got a demned good job; you'd better take care of it.'"—*Forbes Magazine.*

Match Exports

Washington, D. C., May 9.—There were 165,891 boxes of matches exported in January, according to figures just made public by the Department of Commerce, valued at $74,050. The largest quantity went to Sweden with the second largest to Japan.

Returns from Amsterdam

Arthur Bornholdt, of A. Bornholdt & Co., has returned to New York from Amsterdam, where he has been attending the inscriptions. John A. C. Steur will represent the interests of the firm at the remaining inscriptions.



Full Value

BANK NOTE

Imported Sumatra Wrapped

The National 5c Cigar

Perfecto and Londres Shapes

Sold from Coast to Coast for Over 30 Years.

Jobbers and dealers desirous of handling this famous brand write

SUPERIOR CIGAR CO.

W. C. FRUTIGER, *Pres.* **E. L. SECHRIST, *V. Pres.***

RED LION, PA.

The Little Trooper

Sumatra Wrapped

5c.

Long Filler



We are pleased to announce that we can now wrap our long filler cigar with a *genuine Sumatra wrapper* at a price that will give the jobber and retailer a fair profit and give the smoker the best cigar in the country for his nickel.

Will furnish sample to reliable distributors.

PENNSYLVANIA CIGAR CO.

LANCASTER, PA.

MARSHALL FIELD

NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets ***Philadelphia, Pa.***

Dolly Madison

Made in Three Sizes
Invincibles, Panatellas and Londres
All 2 for 15 Cents



Open Territory for Jobbers

JOHN H. WITTER

Established 1887

NEWMANSTOWN, PA.

Philadelphia Threatened By Price-Cutting War

New Outbreak Staged by Three Old Time "Slashers"—To Open Central Headquarters Store—A Dealers "Settlement" Offer Declined—New Company Formed—News Notes.

PHILADELPHIA, May 8.—A new price-cutting move is on—or the old renewed in a new form. Three of the most conspicuous leaders of the former price-cutting "war" which was supposed to have come to an end recently, as a result of an alleged agreement to discontinue the business-demoralizing practices, have come together and formed a triple alliance for offensive and defensive action. These three chief offenders against good business ethics announce that they intend in the near future to open a Central headquarters or "battle front" store, not far from the City Hall, where they are to carry into the very heart of Philadelphia, a price-cutting "campaign," which their spokesmen declare, will be the most sensational, not to say demoralizing, ever attempted.

Decline Settlement Offer

The offer of a thirty per cent compromise settlement made by Francis V. Wood who only a few months ago took over the H. B. Grauley stand at the northwest corner of Sixth and Chestnut streets, a landmark in the neighborhood and whose Orange Flower and State House were leaders for years, has not been accepted by them. This decision was reached at a meeting held in the rooms of the Philadelphia Association of Credit Men and upon the request of Harry J. Gerber, representing Mr. Wood. He made the offer of a 30 per cent settlement, but creditors took the position that they were unable to reconcile statements made by Mr. Wood at the time he secured a line of credit with present conditions, and therefore, that it was inexpedient at this time to sign off their claims on the 30 per cent basis, and meanwhile that the investigating department of the Credit Men's Association headed by C. H. Keelor should make further investigation and report. Representatives were present from the G. H. P. Cigar Co.; Bayuk Bros.; Antonio Roig & Langsdorf; Yahn & McDonnell; the Dusel-Goodloe Co.; Allen R. Cressman's Sons; the Congress Cigar Co., and Frings Bros. Unity of action by the credit men representing these various creditors, was, of course, promoted by the recently revivified association among them as described in these columns.

New Enterprise Launched

A new enterprise which is engrossing the closest attention of the few who thus far have heard of it is the Associated Cigar Manufacturers, whose best known member is George I. Watson, for many years associated with Sig. C. Mayer, and one of the best liked and admittedly best posted men in the manufacturing business. He has associated with him a number of others, although he will be most active in the promotion of the distribution of the new product. While a comprehensive plan of production is under contemplation the firm begins with the taking over of the Smith Cigar Manufacturing Co. of Reading and the Rey Oma title of the Mayer Co. Today headquarters were opened at 1037 Race street, where for the present the higher priced sizes will be made. Purchase of a number of Pennsylvania factories is under consideration.

Invincibles Selling Rapidly

Sam Paley of the Congress Cigar Co., accompanied by Steve Friend, well known in Water street, New York, is resting and golfing at Wernersville, Pa. Willis A. Andruss sales manager of the Congress is on a brief trip to New York. The firm reports a remarkably quick market response to its new packing of Invincibles, two in a foil and retailing for thirty cents. The newly organized baseball team of the Congress Cigar Co., with a record, however, of only two teams played, has at worst split even and if on the last occasion when it went down to defeat its team had been complete, Captain Lewis Bishoff and General Manager Gus Staud believe there would have been another story. Be that as it may they are anxious to get into touch with first-class semi-professional teams, particularly those in the cigar industry and desire communications addressed to their address, care of the Congress Co., Second and Market streets.

Ivanhoe Taking Well

Edward M. Lang, representing E. C. Fulwiler & Brother Co., 927 Sansom street, is now making a trip through the Northern territory taking in Northern Pennsylvania and New York State. The Ivanhoe brand in ten cent size, which the Fulwiler Co. is featuring, is taking very well in Philadelphia and Atlantic City, and will be one of the selling features with Mr. Lang upon his Northern trip.

In all the chain stores placards call attention to patrons to the fact that there is pending in the legislature of Pennsylvania a bill imposing a three per cent tax, additional to the heavy one already existing on various forms of tobacco and that passage necessarily means higher prices. The citizens are advised to get in touch with their legislative representative and to express their views on the subject.

Factory Transferred

Transfer of the property, 306-308 Cherry street, former factory of Sig. C. Mayer Co. to B. G. Davis & Co., was recorded during the week for a consideration not disclosed, subject to a mortgage of $45,000. The property occupied a lot 58 x 91 and consisted of five story brick building and is assessed at $40,000.

Operation of the factory formerly owned by William Murbeur, at Milford Square, Pa., is now in full swing under the new ownership of the General Cigar Co., possession having been taken this month.

A visit to New England was enjoyed by the executives of the G. H. P. Cigar Co., Third and Brown streets, who called on the distributors of El Producto in that territory. Accompanying Benjamin Grabosky were Thomas H. Dean, Western sales manager, H. H. Kynett, advertising manager and general sales manager, F. T. Will. The visitors made the rounds of Boston, Prividence, Lynn and Worcester, and found a very bright outlook for business after a hard winter and the lack of coal which wrought hardship among the manufacturing industries in that territory.

Hemler Replies to Federal Trade Commission

WASHINGTON, D. C., May 5.—G. F. Hemler, cigar manufacturer of McSherrystown, Pa., has filed an answer with the Federal Trade Commission in connection with its complaint in Docket 1,001. Mr. Hemler tells the commission in his answer that more than a year ago an official of the commission visited him, at which time Mr. Hemler put before the commission's representative all of the data which he desired. In concluding his answer, Mr. Hemler says:

"I have never tried to misrepresent and am not using any labels or bands with the name Tampa, Fla., on them, nor am I printing in any boxes the wording Havana Filler, Hand Made. These two matters being the subject of your representative's call a year ago. If you want any proof, will furnish the affidavit of my boxmaker as well as my lithographer that these words have been eliminated and that the original was put there by the manufacturer who resided in Tampa, Fla., and discontinued business and sold the labels and bands to a New York lithograph house who in turn sold them to me. All these facts have been set forth in the former call and cannot for the life of me see any occasion for any complaint and hearing. Please be kind enough to advise me and set aside this hearing and oblige."—LAMM.

Chicago Cigar and Tobacco Houses on the Move

Several Changes Take Place in the Loop—Some "Move Out," Others Open New Establishments—Sales Everywhere Moving Along at Reasonable Rate—Trade News.

CHICAGO, May 5.—Moving day found everybody busy. Several stores "moved out" and new ones opened. In the Loop the United closed up its store at Clark and Jackson. Schulte moved from Clark and Monroe streets. Charles Rosenstein vacated his store at 28 South Wabash, and Walter Eagle moved from 17 West Van Buren street to 116 N. La Salle St., buying the fixtures and stock carried there by Jos. Slater, thus smoothing a "troubled sea." This all happened in the Loop. Some moving has been in various sections, and everywhere sales are moving along at a reasonable rate. Business with the cigar box manufacturers is not so brisk just at present.

No Room for Doubt

Max Seckbach of the A. M. Seckbach & Bro., who operate two finely appointed Loop stores, says that "business IS picking up." If Max says so it is so, for he kicks even when it is going strong. Among their leading sellers are Medalist, D. A. Garcia, Redencion, Pancho Arango and Perfecto Garcia. The latest issue of TOBACCO can always be found here for the boys to read.

"What's Under the Wrapper"

Samuel Paley, president of the Congress Cigar Co., Philadelphia, is here personally conducting an advertising campaign. In large newspaper ads he tells, "What's under the wrapper," and explains "Why a La Palina Cigar burns so evenly, and draws so freely." Sam tells the smoker to "Keep a fresh box in the office humidor and also so in the humidor at home, for La Palina is full of rich aroma due special combination of tobacco used."

Mort Hammer came in to tell me of the fine order he received from Straus & Co., of Cincinnati, also the Pendennis Club of Louisville, Ky. No doubt these made Marcelino Perez & Co. feel good, for they are both fine accounts. His business here with the Hotel La Salle, Illinois Athletic Club, Oscar Klein & Co., Iwan Ries & Co., Anderson-Thorson Co., Eger & Co., and A. M. Seekbach & Bro., is very good.

Booking Orders

Frank MacDonald, who represents F. Garcia & Bros., Tampa bonded manufacturers, is in town booking orders for his well-known clear Havana cigar, which is distributed by the house of Ruhstrat-Christian Co.

The trade was greatly surprised this week when word reached here that Doc Rosobro has resigned from the firm of F. Vaga & Co., Detroit. Doc has a large following here and throughout the Middle and Northwest. All hope he will remain in the cigar game.

Chicago's big summer playground, the Municipal Pier, will open for the season Decoration Day.

Getting Good Reception

Blue Boar cigarettes have made good right off the reel. At 20 for 25 cents the sale increases weekly.

Humo, a Mazer product, "mild and sweet," at 2 for 15 cents is coming to the front fast for the Sanders & Watson Cigar Co., of 158 W. Lake St., the distributors here.

Leo Klein, of Oscar Klein & Co., 313 E. 55th St., reports a steady call for La Destino made in bond cigars from Marcelino Perez & Co. This sure must be good "music" to Mort Hammer, the factory representative, who says, "all us bonded fellows should talk made in bond cigars."

Eduardo Gonzalez & Co. are putting out Tales of Smoke, a very classy, long, slim cigar, to retail at 10 cents. It has been placed with many dealers here by Jack Rosenberg of the factory.

William Tobias, manager for Iwan Ries & Co., 104 N. Wells St., is very busy these days. He has a force of salesmen out selling pipes, Pancho Arango, Girard, Emerson, Ries' Tampa Cubans, and he says he don't get time any more to eat. The "Ejector" cigarette case is selling well with this big wholesale house.

Making Big Hit

Life size cut-outs of the Herbert Tareyton "gent" now appear in many of the store windows. This latest work of art of the Falk Tobacco Co. is very attractive and is making a big hit with the dealers.

A sales force of 24 men turn in many orders each day to the cigar department of Many-Blanco Co., who feature, Shrine, Mi Hogar, Henry the Fourth and Popper's Ace cigars.

In the Vanguard

Tadema, clear Havana cigars from Arguelles, Lopez & Bro., continue to be the leaders at both of the Wm. F. Monroe Cigar Co.'s stores.

Anderson-Thorson Co., 54 E. Monroe St., report a strong call for Bering, clear Havana cigars, made by Coral-Wodiska & Co., of Tampa.

Don Nieto, a locally made cigar, is on sale in a number of stores.

Patrick Guoski, 186 N. Wells St., is featuring Virginia Lee, Tampa made cigars. He has a large window display.

In the Public Eye

New Chesterfield window strips are seen on the stores and new billboards are up all over the city.

Herb Mesick has returned from a trip to Ohio, where he booked many orders for Cuesta-Rey cigars.

Featuring Seidenburg Brands

Jake Brill has arrived at Chicago headquarters after a trip through Michigan and Ohio for the Wm. J. Seidenberg Corp. He reports business good and has opened several new accounts for Pancho Arango and Virginia Lee. A. S. Coleman of Frankfort, Ky., has closed to distribute Frat cigars. The University Club, of Cleveland, Ohio, is to feature Pancho Arango, made in bond cigars; the opening order for fancy sizes has just been placed at Tampa. S. P. V., an all Havana filled and Havana wrapped, four-inch blunt, made in Tampa, to sell at 5 cents, is being placed with the trade by the Chicago office sales force.

Growing in Public Favor

The Dutch Master continues to grow in popularity here. The advertising campaign which the Consolidated Cigar Corp. conducted on the Dutch Master brand is surely bearing fruit.

Estos-si, Tampa made, is one of the leading cigar sellers with S. Bloom, the jobber at 916 S. Halsted St.

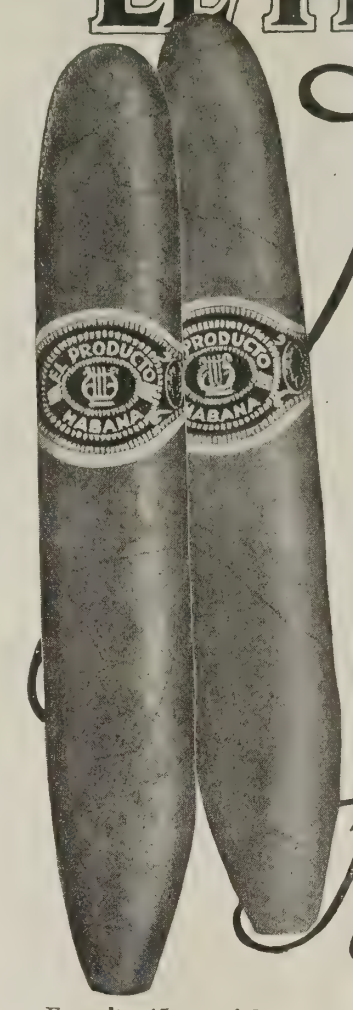
Clear Havanas

In clear Havana cigars the chain of Neubauer & Weber stores feature a large line. They carry Tom Palmer, La Venga, Charles the Great, Cyrilla, Perfecto Garcia, Lozano, Cuesta-Rey, etc.

Business Holding Up Well

A. Zaphirio, head of A. Zaphirio & Co., Turkish cigaret manufacturers, 112 E. South Water St., states that their business is holding up very good. They manufacture private brands for most all

EL PRODUCTO *mild*



Not only is there a shape and size of El Producto to suit every taste, but you can offer your customer El Producto in the colors he prefers—with the absolute knowledge that every El Producto is the same mild but distinctive blend—unvarying in quality, in character and in workmanship.

That's why your customers get the El Producto habit—they are sure that the next smoke will give the real enjoyment they seek.

G. H. P. CIGAR CO., Inc.
Philadelphia, Pa.

New York Branch 131-135 Prince St. — Indianapolis Branch 235 E. Ohio Ave.

Puritano Fino
13c or 2 for 25c

for real enjoyment

Favorita 15c straight

Protect that Delicate Aroma

Safeguard your cigars, cigarettes and tobacco by packing them with Diamond F Protective Papers. Good both as an inside or an outside wrapping.

Diamond-F
PROTECTIVE PAPERS

GLASSINE—is noted for its fine transparency and grease proof qualities. This paper is free from wax and is particularly adapted for the tobacco trade. It can be had in either plain or beautiful embossed sheets of various designs. Write today for samples and a quotation on an attractive protective paper that will safeguard your goods and save you spoilage losses.

Diamond-F

Diamond State Fibre Company
Bridgeport (Near Philadelphia) Pa.
In Canada: Diamond State Fibre Co. of Canada, Limited 245 Carlaw Ave., Toronto, Ont.

Five in Foil 25c.



Ten in Tin 50c.

Tins of 25 and 50 as well. Four inches of a 25c. cigar

ALSO MANUFACTURERS OF
FLOR DE MOSS LA TERESA SAY-SO

KRAUS & CO., Inc.
BALTIMORE, MD.

AMERICA'S FINEST LABELS
GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request.
H. J. FLEISCHHAUER
68 No. Fourth St., Phila., Pa.
Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N. Y.

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, Secretary.

of the clubs and high class hotels. Their Zaphirio brand of cigarettes is sold by all the better stores.

The Trans-Pacific Trading Co., 222 N. State St., is putting a great deal of push behind the Don Julian cigars. Blue Jay, a 5 cent cigar, is being well placed by this wholesale house.

Sol Lazar of Newman Bros., finds city trade good. Newman Bros. distribute Andrew Jackson, Lord Clair, Gil Barnard and Chicago Motor Club brands. One can find them on sale in all the Chicago stores.

Hoyle's high class retail store at 439 S. Wabash Ave., shows a fine line of La Mega cigars. Another clear Havana that sells well with them is the Tampa made D. A. Garcia.—H. L. H.

Claim Mileage Rate Cut Nearer Than Ever

A conference is being held in Washington this week, between counsel of the National Council of Traveling Salesmen's Associations, Assistant Attorney General Blackburne Esterline, and Chief Counsel Farrell, of the Interstate Commerce Commission, in preparation for filing an appeal before the United States Supreme Court on the recent decision of the District Court, which granted an injunction in favor of the railroads, thereby restraining the Interstate Commerce Commission from enforcing its order directing all Class I carriers to issue interchangeable mileage books to the value of $90 for $72 per book.

Whether a joint appeal will be filed or individual appeals, by the Government, and by the National Council of Traveling Salesmen, will depend upon the outcome of the conference in Washington.

Since the announcement of the decision of the United States District Court, there has been considerable pessimism about the ultimate hopes of obtaining the worthwhile savings represented by the constructive legislation enacted unanimously in the last session of Congress.

Realizing the possibility of such misconstruction, the National Council of Traveling Salesmen's Associations has authorized the following statement:

"We wish to assure our own members and all of our friends in all lines of industry that while the injunction granted by the District Court is a 'permanent' injunction, it was made possible by the mutual understanding that the District Court hearing should be final in that court, so that time and money might be saved in promptly bringing this matter up for final adjudication before the nation's highest tribunal, the United States Supreme Court.

"The fact that the injunction was made permanent and that so much publicity has been given to this fact has unfortunately discouraged some of our good friends and has caused them to feel, perhaps, that there is faint hope of finally obtaining this much-desired reduction of the present exorbitant cost of railroad travel. The true situation is just the reverse. We are nearer to victory than ever!

A Hopeful Sign

"The Interstate Commerce Commission subsequent to the permanent injunction, and in spite of it, has since extended the date of the order from May 1, directing the railroads to place these books on sale January 1, 1924. This is a hopeful sign, for it indicates that the Interstate Commerce Commission does not consider the issue closed, but by its action automatically continues its order until such time as the United States Supreme Court shall have had an opportunity to review the injunction proceedings, the evidence and argument appertaining thereto, and to render its decision.

"Despite the injunction granted by the lower court, the decision on most of the controversial features was decidedly in our favor. Former United States Senator Hoke Smith, concurring with Samuel Blumberg, two of the five attorneys representing the National Council, in the injunction proceedings, after reviewing the decision rendered, have stated:

"'The court sustained our contention that the action of Congress must be upheld as constitutional.

"'The pending injunction was predicated upon technicalities, in which we think the court erred in its construction of the Act of Congress and the Commission's subsequent order.

"'Immediate steps will be taken to appeal the case, and we are more than ever confident of our ultimate success.'

"The National Council of Traveling Salesmen's Association are earnestly reorganizing their forces for the final test, and they are calling upon all branches of industry vitally affected by this mileage book to support them in this fight. Plans are under way for a series of Sunday night testimonials which will provide substantial sums of money for the Mileage Defense Fund. It is felt that the theattrical managers should readily co-operate, because they undoubtedly will benefit directly and indirectly; that the artists should gladly contribute their talent to these testimonials, because they will share liberally in the reduction of their personal traveling expenses; and the public, particularly the business public, will respond generously because of its own share in the savings and because of its natural sympathy in assisting the plucky and winning fight which the traveling men have put up almost single-handed against the combined railroads of the country."

Tobacco with Less Nicotine

Experiments in the cross-breeding of tobacco plants at the tobacco farm of the Pennsylvania State College has produced a cigar with less than half the nicotine content of the average cigar. The new type contains less than 2 per cent of this potential poison. Seven men in the college have been asked to smoke samples to see how they like them. Their answers may help settle the question whether men smoke "to soothe their nerves" or to gratify their palates.

As far as taste is concerned, it is probable that not one smoker in a hundred could tell whether a cigar contained 2 per cent of nicotine or 5 per cent. The gentleman who drank half an ounce of whisky and concluded that there was a rusty pin in the barrel may have his counterpart among tobacco users, but such fastidious palates are rare. Flavor is so much a product of other qualities than strength that a variation in nicotine content alone might pass unnoticed.

If it were found that an improved kind of tobacco, perhaps a leaf of low nicotine content, were less harmful than most kinds in general use, few men would object on grounds of taste to making a change. The effect of tobacco upon physical health or mental condition is as yet far from a settled question. The Pennsylvania State experiments may help tell what tobacco really does.

M. V. O'Shea, professor of education in the University of Wisconsin, recently sought to discover whether tobacco was harmful. He sent questionnaires to scores of men distinguished for artistic, scientific or business achievement, asking detailed questions as to their experience with tobacco. He made many tests, physical and mental, upon men whom he kept constantly under observation. The results, published in a book entitled, "Tobacco and Mental Efficiency," showed that in some cases smoking hampered the mental faculties, in some cases helped them. They showed that for some individuals tobacco was harmful to physical health, while for others it had no discernible ill effects. Professor O'Shea concluded that the immature were usually injured by use of tobacco, but that in cases of grown persons the effects varied with individuals. So far as adults were concerned, he reached no general conclusion as to whether tobacco was a good thing or a bad thing.

A similar test might be made as to the use of tobacco with high nicotine content and tobacco with comparatively little nicotine in it. Perhaps a nicotineless cigar could be produced and tried out. If it were shown that a smoker derived definite benefits from smoking 1 per cent cigars instead of 3 or 4 per cent cigars, there apparently would be no difficulty in producing such tobacco. Perhaps, too, some folk would call for a law limiting the stingum to one-half of 1 per cent of the leaf.—*New York Sun.*

New Orleans

(*Continued from page* 14)

the firm may yet have to obtain larger quarters.

Bought Building

A. Falk & Son, the Chartres street cigar manufacturing and leaf tobacco dealers, today acquired two buildings at Decatur and Bienville streets, for $32,000 cash, into which they will move after having remodeled and renovated their purchase so as to adapt it to the cigar manufacturing and leaf tobacco business. Ferdie Falk, the junior member of the firm, is making preparations to shortly start on another leaf tobacco selling tour through the South.

Julius Kahn has opened a large handsomely equipped establishment for the sale of cigars, cigarettes and tobacco at 500 Texas street, Shreveport, La.—CRESCENT.

Co-op. Activities

(*Continued from page* 29)

have been busy writing the checks for this distribution, which will run two or three times as large as the total number of members.

Warehouse to be Enlarged

An indication of the satisfaction the growers feel with the association, and their confidence in its future, was given this week at Tompkinsville, Ky., which is in the One Sucker district. The receiving house there proved inadequate to properly and expeditiously handle the crop this year, so it was decided to build an addition to cost $24,000. To finance this the people of that section were asked to take that amount of the bonds and preferred stock in the association warehousing corporation of that district. The amount was subscribed in ten minutes' time. The meeting was largely attended and it was a time of great enthusiasm.

The same situation exists at Smith's Grove and at Auburn, both in Kentucky, and already the banks at those places have agreed to take the amount of association securities necessary to provide the necessary enlargement of the receiving houses there.

The organization of the school district "locals" is proceeding most satisfactorily in a number of counties. Probably a hundred of these "locals" have now been formed and they are holding regular meetings which are being largely attended. The programs are following closely those suggested from headquarters and prompt reports are being made. These are bringing into headquarters much valuable information on crop prospects, the outlook for increasing the membership, etc.—M. E. BACON.

Dark Tobacco Co-op. Doings

(*Continued from page* 33)

judgment in the Daviess County Circuit Court against George W. Cummings, a resident of that section who is alleged to have violated his contract and sold a portion of his crop on the loose leaf floors. Under the provisions of the Court decree Mr. Cummings will pay liquidated damages in the sum of $115.75 and $50.00 attorney's fees, making a total cost to him of $165.75.

Louis Wade, a Christian County farmer, responded to a similar suit with a proposal to pay liquidated damages of five cents per pound for all tobacco he sold outside the Association.

Records compiled today in the Accounting Department show that a total of more than 140,000,000 pounds of tobacco have been received on the Pool floors. Something over 100,000,000 pounds have been contracted for by buyers and much of that has been delivered to them. It is believed now that the end of the season will show 160,000,000 pounds handled by the Association. This is in spite of the fact that the crop in the Dark Fired section is averaging less than 650 pounds to the acre. In the Green River, Stemming and One Sucker Districts however the acre average is higher.—PRESS SERVICE BUREAU.

Connecticut

(*Continued from page* 25)

E. M. Hartman, W. P. Haas and N. A. Shepard have been named as delegates to the annual National Cigar Leaf Tobacco Association convention, to be held in New York in June. A. Newfield, M. J. Gans and H. J. Huntting are named as alternates. Samuel A. Fassler was designated as a delegate to the Tobacco Merchants' Association convention, to be held in Washington, D. C., this month. B. L. Haas was named as alternate.

F. R. and R. M. Goodrich, Inc., are adding to the acreage of their plantation in Portland, Conn., by the purchase of about 40 acres, with buildings thereon.

Buckeye Co-ops. Celebrate

(*Continued from page* 22)

have that protection so long as it remains within the law. We should endeavor to enroll all outsiders in the association, but if they do not want to come in we should not attempt to coerce them by unkind remarks about them or by attempting to intimidate them. If we should resort to violence and intimidation we should immediately lose that public which has been one of the chief assets of this organization so far."

Mr. Barker said that only a very small percentage of the members of the association had been disappointed by the results obtained by the association for them in the marketing of their crops.

In closing Mr. Barker assured the growers that every man who violated his contract to deliver his tobacco would be proceeded against under the Bingham co-operative law and be made to pay the penalty provided by that law for such violation. He declared the loyal and honest grower is entitled to the protection of the association and assured his hearers that they would receive that protection. He said that several hundred growers already had paid the association the five cents per pound damages assessed against them for violation of their contract, and that he did not believe those who had violated the contract this year would do so again.

CLASSIFIED ADVERTISING

WANTED—To buy one second-hand Phila Textile Drying and Ordering Machine, top fan preferred, six or nine foot apron. State condition, dimensions and price. Address: Manufacturer, c/o Tobacco Trade Journal, New York.

MANAGER

An executive with thorough knowledge of Cigar Manufacturing in all of its branches, either hand or machine work, desires to make connection with good firm. Correspondence invited Box 136, care Tobacco, 10 E. 39th St., New York City.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXVI. No. 3 NEW YORK, MAY 17, 1923 Per Annum, $3.00 Per Copy, 10 Cents

The Tobacco Merchants Association Holds Its Biggest Convention

About 450 Delegates and Guests Attend Third National Assembly of Tobacco and Allied Industries—Interesting Program Carried Out—Men Prominent in Public and Business Life Take Active Part in Making the Triennial Meeting a Grand Success.

WASHINGTON, D. C., May 17.—The largest and best convention yet held by the Tobacco Merchants' Association of the United States, took place at the New Willard Hotel here yesterday and today. This was the third national assembly, and it brought together about 450 representatives of the most important concerns in practically every branch of the tobacco and allied industries. Among them were visitors from Australia, England and Cuba.

Delegates began to arrive early Tuesday and every train entering the magnificent station brought new recruits who made their way to the big lobby of the hotel, where they met many friends whom they had not seen since the previous Convention; old friendships were renewed and new acquaintances formed. Without doubt the gathering was the largest and most influential ever seen in Tobaccodom.

At 10:45 A. M. Wednesday, the Convention was called to order by Chas. Dushkind, Managing Director, who requested Chas. J. Eisenlohr and Julius Lichtenstein to escort President Jesse A. Bloch to the Chair. The president cordially welcomed the assembled delegates and guests.

Asa Lemlein read the rules of the Convention and the president appointed the secretaries for the various groups.

Hon. Herbert C. Hoover, Secretary of Commerce, was then introduced and spoke. The reading of the President's address completed the morning session.

Group Meetings

During the afternoon the Cigar Trade, the Leaf Trade and the Jobbers and Retailers held very interesting meetings in rooms assigned to the various groups. Some of the discussions were of vital importance and it is to be hoped that much good will result.

This morning's session opened with President Bloch in the Chair. Reports of the various committees were read and acted on. Several resolutions were passed.

For the Good and Welfare of the Industry

Among the speakers for the good and welfare of the tobacco industry were A. L. Cuesta, Sr., who said the good name of Tampa was being abused by firms established in other parts of the country, and using the word, Tampa, as their trade-mark.

Asa Lemlein said that the meeting had been a great success.

H. H. Shelton spoke of the wonderful success of the Convention.

E. Canle spoke of the small importation of cigars in comparison with the cigars made in the United States; last year only 32,000,000 cigars were imported from Cuba. A reciprocity treaty of 40 per cent would give some relief, he said.

Sidney J. Freeman spoke of the Salesmen's Association and asked for the full co-operation of the T. M. A.

F. A. DePilis said he represented an old as well as a new company and thought it was a fine thing to have the big man sit around the table with a little man and discuss their interests. He said there was room enough for all.

H. Case, who represented 89,000 growers of tobacco in Virginia, North and South Carolina, said his association would gladly co-operate with the Tobacco Merchants' Association.

D. Emil Klein advocated truth in advertising brands. He said the smokers would buy a cigar if they liked it, whether it contained Havana or not.

J. J. Ollendorf, President of the National Tobacco Salesmen's Association, explained what they had accomplished regarding the Mileage Books, and stated that it had been done by co-operation.

A Vote of Thanks to President Bloch

Before adjournment a vote of thanks was tendered to President Jesse A. Bloch.

Machines Exhibited

Of considerable interest to the trade were the exhibits of Miller, Du Brull & Peters Mfg. Co., who had installed their Durex Bunch Machine. The Universal Tobacco Machine Co.'s Stripping Machine, and Universal Short Filler Bunch Machine, also an International Banding Machine was shown. All of these were in operation, and showed commendable enterprise on the part of the three companies making the exhibits.

Convention Program

The official program was carried out substantially as follows:

FIRST DAY

Wednesday May 16, at 10.30 a. m.

Morning Session

(10th Floor)

1. Opening.
2. Rules of Convention.
3. Address: Hon. Herbert C. Hoover, Secretary of Commerce.
4. Address of President.
5. Recess.

Afternoon Activities

Group Meetings

Cigar Trade

Met at 2:30 P. M. on the 10th Floor in the Convention Hall.

All Cigar Manufacturers, Cigar Leaf Concerns, Box Makers, Lithographers, and others interested in the Cigar Trade were invited to attend and participate in the meeting.—Henry G. Wemmer, Chairman.

Address: Herbert Kaufman.

Suggested Topics for Discussion

1. Light Wrapper Question.
2. Report of Slogan Committee, by Harvey L. Hirst, Acting Chairman.
3. Co-operative Advertising.
4. Large size cigars.
5. Shipping problems—carload rates. Address: George C. Lucas, T. M. A. Traffic Bureau.
6. Such other topics as brought up for consideration.

Leaf Tobacco Trade

Met at 2:30 P. M. in Room 1003.—Joseph F. Cullman, Jr., Presiding.

Address: Dr. Julius Klein, Director, Bureau of Foreign and Domestic Commerce, Department of Commerce.

Suggested Topics for Discussion

1. Export Trade.
2. Duties and taxes on American tobacco in foreign countries.
3. Transportation.
4. Warehousing.
5. Standardization of types and grades.
6. Porto Rico mail and cable service.
7. Such other topics as brought up for consideration.

Jobbers' and Retailers' Meeting

Met at 2:30 P. M. in Gridiron Room under the auspices of the National Wholesale Tobacconists' Committee.—E. Asbury Davis, Presiding.



Executive Committee

E. Asbury Davis, F. A. Davis & Sons, chairman.
Wm. Deiches, Jr., president Wm. Deiches & Co., Inc.
J. Vipond, Jr., Scranton Tobacco Co., Inc.
Geo. Frings, president Frings Bros.' Co.
Wm. W. Anspach, president Reid Tobacco Co.
Geo. L. Stallman, C. H. Stallman & Son.
John T. Woodhouse, John T. Woodhouse & Co.
J. P. Manning, president Jos. P. Manning Co.
George W. Barnes, vice-president the Weideman Co.
Address: Hon. Joseph E. Davies.

Suggested Topics for Discussion

1. Price-cutting situation and proceedings before Federal Trade Commission for Trade Practice Submittal.
2. Such other topics as brought up for consideration.

Committee on State of the Industry

Met at 4:30 P. M. in Room 138.—Jonathan Peterson, Chairman.

Committee

Jesse A. Bloch, of The Bloch Bros. Tobacco Co.
J. M. Dixon, of Tobacco Products Corp.
Charles J. Eisenlohr, of Otto Eisenlohr & Bros., Inc.
Major George W. Hill, of The American Tobacco Co.
Fred Hirschhorn, of General Cigar Co., Inc.
George H. Hummel, of P. Lorillard Co.
Karl Jungbluth, of MacAndrews & Forbes Co.
W. T. Posey, of United Cigar Stores Co.
P. Larus Reed, of Larus & Brother Co.
H. H. Shelton, Esq., of H. H. Shelton, Esq.
Richard L. Strobridge, of Newell-Emmett Co.
Luis Toro, of Porto Rican-American Tobacco Co.
E. G. Weymouth, of Liggett & Myers Tobacco Co.
S. Clay Williams, Esq., of R. J. Reynolds Tobacco Co.
Jonathan Peterson, of United States Tobacco Co.

Evening

Banquet at 7:30 P. M., 10th Floor.

A Buffet Supper was served in the boxes for the ladies present. They were requested to enter the boxes before the speaking began.

SECOND DAY

Morning Sessions

Committee on Nomination

Met at 9 A. M. in Room 126.—S. P. Coe, Chairman.

Committee

S. P. Coe, of Faber, Coe & Gregg, Inc.
Edwin S. Hecht, of Wm. Deiches & Co., Inc.
John Loughran, of Daniel Loughran & Co.
Sam Mayers, of American Exchange Cigar Co.
Charles B. Perkins, of Charles B. Perkins Co.

Convention Sessions

Opened at 10:30 A. M.—President Bloch in the Chair.

1. Election of Directors.
2. Reports of Committees.
3. General Welfare.

Afternoon Sessions

The Jobbers' and Retailers' meeting continued in the afternoon in the Gridiron Room.

The Election of Officers

The newly elected Board of Directors are to meet later in New York for the election of officers.

Committee on Rules

Asa Lemlein, Chairman.
William A. Hollingsworth, of William A. Hollingsworth.
E. E. Kleiner, of E. Kleiner & Co.
Julius Klorfein, of Julius Klorfein.
Percival R. Lowe, of Percival R. Lowe.
F. J. Maudsley, of American Lithographic Co.
J. A. Voice, of Pasbach-Voice Lithographic Co.
Asa Lemlein, of Gans Bros.

Reception Committee

Ben R. Lichty, Chairman.
Julian S. Bach, of Elias Bach & Son.
M. E. Canle, of Union of Manufacturers of Cigars and Cigarettes, of the Island of Cuba.
L. Lee Combs, of L. Lee Combs.
Wm. Deiches, Jr., of Wm. Deiches & Co., Inc.
A. Freeman, of Sidney J. Freeman & Sons.
W. B. Growtage, of American Lithographic Co.
R. E. L. Hall, of Capital Cigar & Tobacco Co.
Ben R. Lichty, of Otto Eisenlohr & Bros., Inc.
Dr. C. E. Moehle, of Moehle Lithographic Co.



SAMUEL BAYUK
OF BAYUK BROTHERS
BLEW INTO THE CONVENTION
IN HIS GOLF SCENERY

Morris D. Neumann, of Morris D. Neumann & Co.
S. Major Newburgh, of Louis Newburgh Co.
Milton H. Ranck, of Milton H. Ranck.
J. B. Rovira, of Benito Rovira Co.
Milton Samuels, of Stern-Mendelsohn Co., Inc.
W. E. Young, of George W. Cochran & Co.

Secretary Hoover's Speech

Herbert Hoover, Secretary of Commerce, addressed the convention on Wednesday. He said, in part:

"Tobacco and its products are looked upon by the Government as commodities that will enable the United States to maintain its foreign trade, when the readjustment in Europe permits countries now suffering from the upheaval which followed the war to resume production, and to regain some of the markets that they have lost. Tobacco now comprises about seven or eight per cent of America's total exports, and it has more importance, looking forward to the future, than might appear on the surface.

"Our foreign trade is undergoing vital shifts in a great many directions. The war has changed the appearance of trade and commerce throughout the world, and one of the great changes has been the tremendous increase in the exports of American agricultural products, which have nearly trebled since before the outbreak of hostilities abroad.

"Russia and the eastern belt of Europe has suffered the most, but with the recovery of those sections no doubt they will recover their markets. Over the long vision, we must look for a decrease of our exports of agricultural produce, and as these commodities comprise nearly one-half of our total exports, shifts in trade again brought about must be of a great deal of concern to us.

"We are faced, over a period of time, with a decrease in the exports of a portion, at least, of our agricultural produce, and therefore commodities, such as tobacco, where we can look forward to an expansion in our exports, takes on great importance. It was with this in mind that the Department of Commerce has recently created a tobacco division to consider tobacco as one of our very important fractions of our foreign trade.

"A preliminary survey of the foreign field had shown that in those countries where there is a monopoly of the tobacco industry, only the poorer grades of American tobacco are purchased for consumption there. I had observed that fact during my residence in some of these countries, being a consumer of tobacco. They buy the worst of our tobaccos, and one opening for the expansion of our tobacco trade is through inducing these monopolies to purchase goods of a grade similar to that demanded by American smokers. Better merchandise will create a better demand abroad for our tobaccos, and tobacco products, and increase our exports.

"America must maintain an even balance of trade and avail itself of all opportunities for export expansion to meet the coming decrease in agricultural exports. I appeal to the tobacco men to assist the department in its work, which will include a survey of European markets, the requirements of foreign countries, and many other things that will be productive of valuable information to form a basis for a campaign to secure a larger share of the foreign business."

Secretary Hoover was introduced to the more than four hundred delegates present at the opening session by President Jesse A. Bloch, of Wheeling, W. Va. Mr. Bloch is a member of the West Virginia Senate and is the man who used an airplane to reach the State capitol to cast his vote in favor of woman's suffrage, when no other means of transportation could get him there in time to do so, permitting him to keep a promise he had made to the women of his district.

President Bloch Scores Antis

Scandalous statements, maliciously fabricated reports and stories broadcast all over the country is a "systematic propaganda of shameful abuse and vilification of the tobacco industry," were attacked by Jesse A. Bloch, president of the association, in his address marking the opening of the convention. He declared that State legislatures have been worked upon by experienced agitators of "anti" organizations and every form of attack that the well-trained leaders of the intolerant forces could possibly think of has been made upon the tobacco industry.

"I am happy to be able to report to you that in this last war against tobacco, as in all previous wars, the tobacco industry came out with a glorious victory," he told his applauding audience. "The tobacco industry, or, I would rather say, the freedom-loving people in this country, have won such a decisive victory that it should serve to discourage similar movements for many years to come. Not only have we repulsed all attacks, but laws of four of the six States that the 'antis' succeeded in placing in the prohibition column many years ago, have been repealed.

"It is particularly gratifying to note that in all our activities to meet the attacks of the 'antis' we have employed none but clean, dignified, open and above board and straightforward methods. We have subsidized no groups or organizations, have used no subterranean devices, and have sailed under no colors but our own.

"Our great victory is due, not so much to the activities of our association, but to the public resentment, the public reaction and revolt that the persistent efforts of the 'antis' evoked. The fact is that the anti-tobacco agitation has aroused such indignation throughout the country that practically not a day passes without some organization or some other group of citizens inaugurating new movements or starting new publications to combat it.

"Our first step in planning to intelligently combat the anti-tobacco agitation was to take stock of public opinion and to ascertain the attitude of the public press in respect to the use of tobacco. A questionnaire was sent to the newspapers, the belief being that editors can best judge the sentiment of their communities. No arguments accompanied the questions, and from their form it was clearly indicated that what was sought was the unbiased opinion of the replying editor.

"The answers of the editors show an overwhelming opposition of the public to anti-tobacco legislation. Some 7,847 editors, representing a combined circulation of 21,870,046, replied to the questionnaire, and of these, 7,393 editors, or 95 per cent, represented public sentiment in their communities as opposed to anti-tobacco legislation."

Seven billion cigars are annually produced in the United States, according to Mr. Bloch. Within the last decade or so the consumption of cigarettes has increased forty billions per annum.

The speaker paid tribute to those members of the Tobacco Merchants' Association who have died since the last convention three years ago, among whom was Colonel Fred W. Galbraith, national commander of the American Legion, who was vice-president of the tobacco organization. Colonel Galbraith met his death in an automobile accident in Indianapolis, June 9, 1921.

Joseph E. Davies Speaks

E. Asbury Davis presided over a meeting on Wednesday afternoon, in the Grid-

iron room, of the jobbers and retailers, which was under the auspices of the National Wholesale Tobacconists' Committee, organized in this city about a year ago, to take up some trade problems with the Federal Trade Commission.

At this meeting Joseph E. Davies, former chairman of the Federal Trade Commission, and now counselor for the association in this special work, and Charles Dushkind, manager of the association, spoke at some length.

Mr. Davis opened his address by referring to the meeting which was held just about a year ago, when the committee was formed, and he briefly stated that the purpose of the committee was to improve the jobbing situation, as it exists today. He then called upon Mr. Davies for some remarks.

Mr. Davies reviewed, for the benefit of those present, many of whom were not in Washington at the committee's organization meeting, the work which has been done since that time, and brought the situation right down to date. He spoke first of the organization of the committee, and of the petition which was drafted at last year's meeting, and presented to the Federal Trade Commission, requesting a trade practice submittal hearing on the tobacco industry by the commission. He told of the cordiality shown to the committee by Nelson Gaskill, the then chairman of the committee, and of the assurance which the tobacco men seemed to get at that time that such a hearing would be granted. However, the matter was placed before the full commission, with the result that the commission refused to hold the hearing. An appeal was made to the commission later, but this also was refused.

Mr. Davies told the jobbers that at the present time there are some fifteen complaints now pending before the commission in connection with the tobacco industry. The gist of these complaints, he said, is a conspiracy for price fixing. The testimony in all but two of the cases, he said, is all in.

The Trade Commission turned down the request for a trade practice submittal, Mr. Davies seemed to think, because of the pending complaints. This in spite of the fact that such hearings have been granted to many other industries. He called the retailers' attention to the fact that Mr. Gaskill, who is still a member of the commission, but not now the chairman, recently said in a speech that selling below cost is an unfair method of competition, showing that this one commissioner at any rate has the same thought about the matter that the jobbers have.

Mr. Davies suggested that it would be a good thing to have the committee pass a resolution of practice and ethics in the tobacco trade, stating in effect that selling below cost is unethical, with absolutely no mention made of what costs are, and without any agreement as to what costs are. Such a resolution, if passed, he said, should be filed with the Department of Justice, and the Federal Trade Commission, by the committee, with the understanding that if the government took no action, the new code of ethics would go into effect at such and such a time.

He also suggested that a test case might be made of unfair price-cutting in the industry. Such a case, he said, could have full publicity and be thoroughly known as being nothing but a test case.

Mr. Dushkind's Remarks

Mr. Dushkind, when called upon to talk on this subject, said that in his estimation no tobacco sales should be made below cost. The tobacco industry, he said, has to deal with the situation, not as it would like to have it, but as it is today. He said that the study he has made of the situation makes him feel sure that the tobacco industry can't protect resale prices without additional legislation, which is not now in sight. He said that the merchants should adopt the policy of not selling below cost of production. He said the wholesale druggists and grocers are getting more and more to be competitors, because of their price-cutting of tobacco products. The discount proposition, he said, is a bad one, and some method should be worked out which would be fair to all. However, even after it had been worked out, the question of how to enforce it would be a great one.

Following the talks of Mr. Davies and Mr. Dushkind, questions were asked by Charles A. Ruby, of Chicago, and others, during the course of which the general price-cutting situation and the proceedings before the Trade Commission were quite generally discussed.

H. G. Wemmer Talks

Henry G. Wemmer, chairman of the Cigar Trade group, said that the reduction in taxes on tobacco, which would enable cigar manufacturers to produce the good nickel cigar, so popular before the war, will be sought at the next session of Congress.

Tobacco taxes today, he said, are as high as at any time during the war period, and the tobacco taxes are among the very few war levies that have not been reduced. At the same time, the cost of leaf tobacco is higher than before the war; wages in the cigar-making industry have more than doubled in the last decade, while retail prices of cigars, based on wholesale and manufacturing costs, have been reduced at least twenty per cent since the war peak period.

Mr. Wemmer said that because of these conditions, it has been only by the exercise of the strictest economy that the manufacturers have been able to prevent a steady climb in prices to the smokers. So successful has this work of economy been, however, that it has been possible to reduce the cost of tobacco products to a greater degree than in many other industries.

Admission by Treasury officials that there will probably be a good surplus in the Treasury at the end of the current fiscal year, said Mr. Wemmer, and the feelers sent out by the administration leaders to learn the sentiment regarding revenue legislation at the next session of Congress, should make possible some action tending to relieve the tobacco industry from the tax burden under which it now labors; and every effort will be made when Congress convenes in December to have these taxes reduced. If taxation it lightened, it was promised, this relief will immediately be passed on to the public in the shape of lower prices.

Attention was called by Mr. Wemmer that before the war 60 per cent of the cigar sales were of the nickel variety. During the war, the increase in cost made the production of this grade impossible, he said, but it was not until former Vice-President Marshall made his famous plea for a return of the five-cent cigar that public interest was really aroused. Since then, at a considerable sacrifice to themselves, Mr. Wemmer said, manufacturers have been putting out a five-cent smoke, and although the quality, of course, is not comparable with that of the pre-war cigar of equal cost, it is estimated that 40 per cent of the total cigar sale today are at that price.

A general discussion was indulged in by the groups of the light wrapper question, co-operative advertising, large-sized cigars, and shipping problems, including carload rates.

Speech by G. C. Lucas

George C. Lucas, of the association's Traffic Bureau, also made an interesting address, as follows:

"The transportation business of our country has grown to such a magnitude, and the rates, rules, and regulations governing the movement of freight have become so complicated, that the solving of traffic problems has become a subject for specialists, and because of these complications your association felt it advisable to establish a traffic department for the benefit of its members.

"This department was created last November, in order to render special assistance to individual members of the association, whenever possible, and to help guard and protect their combined interests in any rate adjustment or change in the rules and regulations governing the transportation of tobacco and its products.

"Since its establishment, the department has been called upon by various members for information and advice in regard to freight rates, classification, claims and embargoes, and while we cannot undertake to handle the detail shipping problems of each member, we are, nevertheless, willing and anxious to render whatever service is possible, and for this reason I desire to urge each of you to feel free in calling for help or advice whenever it is needed, and to know that this bureau is a part of your association and its facilities are for your use.

"Some of our members have perhaps not felt the need of our services, and undoubtedly others have not fully understood that they could have the benefit of this service without any additional cost, and for these reasons the management of your association has felt that I should take a place on your program to discuss some traffic matters, and show you how this department can be of service to you.

Some Vital Traffic Problems

"In presenting this subject of traffic, it is not my intention to discuss, in any way, the merits of the Transportation Act of 1920 or how it should be amended, if at all, nor do I intend to offer any solution of the general transportation problems that today confront both the carriers and the shippers, although this is indeed an important matter, as the transportation needs of our industries are growing faster than the facilities of our carriers.

"My idea is to present to you some of the traffic questions that are of vital interest to the tobacco industry, and especially to many of our members who do not give this subject much consideration. I want to show the importance of the traffic element in your costs, and in the service which you buy for your customers.

"It is true that the ultimate consumer is the Mr. Jones who pays the freight, but it is up to the tobacco industry, and therefore to the individual members of an association of this nature, to see that the transportation which they buy is adequate, and the cost reasonable, and in this way prevent any undue burden being placed upon the smoker who makes your industry possible.

"I appreciate the fact that the tobacco industry is conducted by various interests, and is composed of a few very large companies, some medium-sized companies, and a great many that would be considered small when the volume of their business is compared with those first mentioned, and it has been the general custom to let all transportation problems be settled by the traffic managers of those large companies, as they are experts in the business, and the smaller companies feel that they are being protected, and can easily afford to accept and be governed by what these traffic men secure from the transportation companies.

"This practice is all right as far as it goes, but it does not give you the protection you need, for the interests of these large companies may not be similar, or in the same territory as years, and even though the railroads may have established reasonable rates for the movement of your commodities, their various employes may not be skilled in the application of those rates to your shipments, and unless the individual who actually pays your freight bills is able to understand what you are entitled to, and properly verifies those bills, you will invariably pay a great deal more freight than you should.

"It has been stated that the railroads of the United States collect over ten million dollars annually in freight charges to which they are not entitled, and this is not due to any intent on their part to do so, but due to lack of knowledge on the part of their employes, and on the part of the shipper, to be able to determine what is the proper charge on such shipments.

"Let me illustrate this by a concrete example that was recently brought to the attention of your traffic department. One of our jobbers, in a city in western Pennsylvania, receives many shipments of cigars from Tampa and Key West, Fla. These shipments were being delivered to him by the same railroad, and still his freight bills showed many different freight rates, and he did not know which were right, so asked for our assistance.

"We found that some of these shipments were overcharged, because the railroad clerk did not apply the proper rates, but we also found that there were three different rates properly applicable to those shipments, dependent on the route by which they moved. These cigars could move by any of several all-rail routes, and the rate applicable to such movement was the highest of the three. They could move via boat line direct to New York City, thence by rail, at a rate lower than by the all-rail route, or they could move by rail to Jacksonville, Fla., thence by boat line to Baltimore or Philadelphia, thence by rail to destination at a still lower rate.

"From this you will see that there is another important element, in addition to the question of proper freight charges, and that is the matter of routing, and in this particular case it would be advisable at times to use the all-rail route, and pay the highest rate, rather than use the mixed rail, water and rail route, at the lowest rate. Therefore, the routing of such shipments should be thoroughly understood in the light of both cost and service.

"The freight rates of our country are very complicated, because of the extensiveness of our railroads, and the competition between localities, and different transportation lines. The carriers are just as anxious as the shippers to simplify their tariffs, which name these rates, but it is a task that will take many years, and perhaps cannot be properly accom-



plished without injury to some industries that have been securing lower rates than what they were entitled to, because of competitive reasons.

"In the meantime, the buyers of transportation can only be protected by having their transportation costs properly verified, and if possible a survey made of their traffic, to see that they get the kind of service for which they pay, and that their freight rates are on a proper basis. By proper basis, I mean the rates should be reasonable. The reasonableness of any rate is only determined by comparison with rates on the same commodity in other localities, or by its similarity to other commodities.

"Every shipment that moves by freight or express is covered by a bill of lading, which is a contract with special conditions binding on both shipper and carrier, but if the shipper is not acquainted with those conditions, that are placed there for his protection, he may lose many of his rights that have been secured for him by legislative action.

"It might be advisable for me to dwell for a time on some of the features of these contracts that need your attention. Congress has prescribed certain restrictions and definitions of carriers' liabilities, and the Interstate Commerce Commission have approved a uniform bill of lading for use in interstate commerce for rail or water carriers.

"On shipments moving by rail lines, the carriers are responsible for the full amount of any loss sustained by a shipper from practically all causes, except such, as—an act of God, the common enemy, the authority of the law, or consignee's neglect to remove shipments from carrier's possession within the free time allowed for such removal by the carrier's tariffs.

"But here is where the shipper must know the conditions under which he can recover for any such loss or damage. The contract provides that 'claims for loss, damage, or injury to the property must be made in writing to the originating or delivering carrier within six months after a reasonable time for delivery has elapsed.'

"There was a time when the carriers did not follow this rule literally, and paid claims regardless of when presented. But now the courts have decided that they cannot pay unless these conditions are met by the claimants. It is, therefore, necessary for shippers or receivers of freight to file such claims as soon as possible, but sometimes it happens that a claim cannot be properly prepared and supported within this time limit, and for this reason it is advisable for the shipper or consignee to serve a written notice on the carrier that a claim will be filed. This protects him against the time limit clause.

"This is called a prospective claim, and in case it is for non-delivery, it is suggested that a protective claim tracer be filed with either the originating or delivering line, preferably the originating line, by advising them of the value of the shipment, furnishing them with a copy of the bill of lading, and advising that the shipment has not been received, and requesting them to endeavor to locate and hurry delivery: but if they are unable to show delivery, for them to advise you to that effect, when original bill of lading, and proper claim papers, will be presented for voucher to cover the value thereof.

"The contract covering express shipments allows only four months and fifteen days for the filing of such claims, instead of six months as in the case of freight shipments, and the same prospective claim notice or tracer should be used to protect the running of this limitation.

"On interstate shipments moving by water lines, the bill of lading exempts the carriers from 'perils of the sea.' This exemption is authorized by law on all water-borne traffic either in domestic or foreign service. However, if the service is domestic, and the water line rates are competitive with the rail line rates, the boat line can assume this liability by including in their freight tariff a clause showing that those rates include 'marine risk' and this is frequently done.

"When a water carrier's rates do not cover marine risk the shipper should see that proper insurance is placed, which can be done either through his own insurance broker, or by asking the carriers to insure it for the shipper's account, which they will do, and collect the premium with the freight charges.

"We have an entirely different situation in connection with water-borne traffic in foreign commerce. The conditions of the bills of lading of the various boat companies are not uniform, although there is an effort now being made to make them similar under the Hague rules. The modification of these rules is still under investigation, and it is hoped that an agreement will soon be reached, and then a shipper will know the conditions under which his traffic is moving, without it being necessary for him to carefully examine all of the printed clauses on the ocean bill of lading.

"The Hague rules at the present time, as adopted by many of the foreign countries, and by some vessels under our own flag, do not protect the shipper to the extent that our domestic bills of lading do, and therefore it is necessary for a shipper to see that he has insurance to cover possible losses from all of the many causes from which the carriers are exempted.

"In connection with foreign traffic, where the freight rates are not governed by any such body as our Interstate Commerce Commission, it is important that the importers of tobacco appreciate the advantages that can be obtained by them in signing contracts, where possible, for you take proper action to protect your interests in case of loss or damage to your shipments.

"It may be that some of you have some specific problem on your mind relating to your traffic, or possibly it has been suggested to you by something that I have said, and if it is agreeable to your chairman, I will be very glad to answer, at this time, any questions, or join in any discussion covering problems of a general nature. Or, if you prefer, will be very glad to discuss your individual problems with you, at your convenience."

Unusually Enjoyable Banquet

What was voted as quite the most enjoyable banquet which the association has ever given, was held in the large ballroom of the Willard Hotel on Wednesday night, which was made doubly attractive by the presence of the ladies, who occupied boxes, and who were served a buffet supper.

The speakers of the evening included the Secretary of Agriculture, Henry C. Wallace; Director of the Budget, General Herbert M. Lord; Dr. Thomas E. Green, director of the American Red Cross; Joseph E. Davies, former chairman of the Federal Trade Commission;



JULIUS LICHTENSTEIN'S CONVENTION FACE—

the protection during a given period, usually a year, of certain freight rates. This is especially advisable at times of severe competition, or rate wars between different lines, such as has recently taken place on our Porto Rican traffic.

"The rail lines have a great many rules governing the packing of cigars and cigarettes, and these must be met fully, or the shipment will not be accepted for transportation, or if accepted, a heavy premium is added by way of a penalty to the freight charges. These rules were made primarily for the carriers' protection against pilferage by their own employes. It is undoubtedly true that the strapping, cording, and sealing, and the other precautionary devices do prevent some pilferage, but not to the extent to justify the additional cost to the shipper to meet these requirements.

"One of the main functions of your traffic department is to guard against the imposition of additional requirements, and to endeavor to simplify the existing requirements when that can be done, without sacrificing any necessary protection to the productions. There are a great many other features in connection with traffic movement that it might be advisable for me to call to your attention, but time will not permit.

"I have tried to impress upon you, particularly, the need of knowing that you do not pay more freight than that to which the carriers are entitled, and that

James C. Stone, president and general manager of the Burley Tobacco Growers' Co-operative Association; and Herbert Kaufman, the well known writer. H. H. Shelton made an excellent toastmaster.

Secretary Wallace's Speech

"Although representing only about one-half of one per cent of the cultivated crops of the United States, tobacco is one of the most valuable items of agriculture," Secretary of Agriculture Wallace declared in his address.

Secretary Wallace told the delegates that "the total value of the tobacco crop is exceeded only by corn, hay and forage, cotton, wheat, oats and potatoes. The United States leads the world in tobacco production. It is grown in forty-two states, although three states, Kentucky, North Carolina and Virginia, produce almost two-thirds of the total crop.

"Columbus found the American Indians using tobacco in all the forms in which it is now used, he said. It was the first article of export. In 1790 about three-fourths of the crop was sent abroad; at the present time 35 per cent is exported. About one-fourth of the crop is used for cigars, a like amount for cigarettes and the remainder for smoking and chewing tobacco and snuff. In 1910 only about five per cent of the crop was used for cigarettes.

"The Department of Agriculture gives much attention to tobacco growing," Secretary Wallace explained. "It has made extensive studies of soils required for various types of tobacco, has improved the cultural methods, better varieties, means of controlling disease and insect pests and has worked out new curing and handling practices. The department's work in developing the shade grown tobacco industry in New England and Florida has been most helpful. It has also developed varieties of Burley and other types which are resistant to root rot disease.

"The bulk methods of storing tobacco in the northern tobacco districts is credited to department workers. Studies of the kind and quantities of fertilizer best for various types of tobacco together with better cultural methods and varieties has resulted in increasing the average yield from seven hundred to eight hundred pounds per acre during the past twenty-five years. Studies of the effect of the length of day on the flowering and fruiting of plants promises to be very helpful to tobacco growers.

"In addition to trying to help the grower improve the quality of his crop and increasing the yield and helping develop better markets, the department is seeking also to help the manufacturer. For example, the growing shortage of cedar for cigar boxes and the increased price has forced many manufacturers to seek cheaper woods. These lack the quality of fragrance which makes cedar desirable. The department is trying to find ways to supply this fragrance through a specially treated paper insert and thus make it possible to use cheaper boxwoods."

General Lord's Remarks

The national budget was explained by General Lord as simply the ordinary, everyday, common sense of successful big business applied to the routine business of the United States, the biggest business in the world. He declared the creation of the Budget Bureau to be largely due to the efforts of various trade associations throughout the country, who realized the need and put their powerful influence back of it.

Among the savings effected by the operations of the Budget Bureau referred to by the speaker, was the cut of $200,000 through the cancellation of leases in Chicago by the Federal Real Estate Board, and $300,000 saved by the Federal Traffic Board "which is getting some sort of businesslike co-ordination between the various transportation agencies of the Government."

Through the operation of the Budget system, he said, the Administration hopes to balance the budget, with a surplus of $60,000,000 approximately over expenditures. All of the collecting agencies of the Government are being speeded up for the purpose of enabling the Government to show a balanced budget at the end of the fiscal year, on June 30.

General Lord further said:

"The National Budget is simply the ordinary, every-day, common sense of successful big business, applied to the routine business of the United States, which is the biggest business in the world. For many expensive, extravagant years, the United States Government operated without consideration of the need of a balanced budget, no attempt being made to keep expenditures within probable receipts. The Chamber of Commerce and other trade associations, however, realizing the need of a revision in the Government's methods of doing business, earnestly labored to develop public sentiment for a budgetary system for the National Government.

"The World War so emphasized the wisdom of this plan, that there was enacted into law the Budget and Accounting Act, which was approved by President Harding on June 10, 1921. This Act recognized the President of the United States as the head of the Goveernment's routine business organization, and gave him an agency styled the Bureau of the Budget, to carry out the provisions of the Act, which required scientific preparation of estimates for funds, and gave him an agency for the control and co-ordination of expenditures.

"Under this new system, the whole program of estimating for funds, and spend-

ing the funds so appropriated, is based on the need of a balanced budget. Under the old system, there was no restraint whatever upon the forty-three departments and independent establishments of the Government, in their calls upon Congress for funds. As a result of this lack of control, from 1890 to 1922, the estimates submitted to Congress called for twenty-three billions of dollars more than were actually appropriated. That condition no longer obtains.

"The experience of the present fiscal year relative to appropriations for the next succeeding fiscal year, 1924, makes an excellent illustration of the change in procedure, the amount submitted to Congress by the President, as prepared in the Bureau of the Budget, being approximately two hundred million dollars less than the amounts asked for by the various executive bureaus of the Government, and two hundred and thirty million dollars less than the amounts asked by the departments of the Government for the current fiscal year.

"At the beginning of this fiscal year, the Government was faced with a rather extraordinary problem, in that the program of expenditure as prepared by the various departments called for $823,000,000 more than the expected receipts. In line with good business policies, the President announced that there must be a drastic revision downward of proposed expenditures, and an increase in every legitimate way possible of income from established sources of revenue.

"When the Budget was submitted to Congress in December last, as required by the Budget and Accounting Act, it gave a statement of the expected receipts and proposed expenditures for this current fiscal year. At that time the discrepancy had been reduced from $823,000,000 to $273,000,000. Today we confidently expect to balance the Budget, with a surplus of $60,000,000 approximately over expenditures.

"No effort is being spared by the Bureau of the Budget, acting as the agency of the President, to eliminate this threatened deficit. All expenditures are being carefully watched, curtailed or postponed wherever possible, while all of the collecting agencies of the Government are being speeded up for the purpose of enabling the Government to show a balanced budget at the end of the fiscal year, June 30 next.

"One of the great sources of waste in the Government has been the entire lack of team work, the departments and independent establishments operating without regard to any thought of unified purpose, and without regard to the possibility of any national policy. To bring about this necessary team work, so essential for efficient and economical operation of the Government agencies, there has been appointed under the Bureau of the Budget, an official styled a Chief Co-ordinator, and serving under him are eight important boards made up of details from the various departments of the Government, who develop policies that tend to bring into the Government what it has lacked all these years, that is, a broad, unified national policy—team work.

"Among these boards is the Federal Traffic Board, which is getting some sort of businesslike coordination between the various transportation agencies of the Government. This board has succeeded since July 1 of this year in effecting savings amounting to approximately $300,000. This amount does not include so-called paper savings, or savings due to more efficient and scientific methods within the departments.

"Other boards are the Federal Purchasing Board, the Federal Specifications Board, and the Federal Board of Contracts and Adjustments, which has to do with the introduction of businesslike methods of procurement based on standardized specifications, and standardized contracts, drawn along business lines, the aim being that the Government in all its procurement and construction activities may be able to obtain its supplies and services, and its construction, at as reasonable rates as private parties.

"Another board is the Federal Liquidation Board, which has co-ordinating control over the sale of the immense accumulations of war supplies which have been declared surplus and offered for sale. Still other boards are the Federal Board on Printing, Hospitalization, and Real Estate. The Federal Board on Printing has instituted economies in operation that have resulted in material savings. The Federal Real Estate Board has an interesting and important field.

"Although the Government is one of the largest owners of realty in the world, including office buildings, houses, warehouses, storehouses, railroads, wharves, and the like, until the institution of the Federal Real Estate Board there was no agency in the Government to see that it got the best distribution and use of its immense holdings.

"It frequently happened that in the same city one activity of the Government would have under its control unoccupied space, while another activity of the Government was renting space in the market. In Chicago, through this co-ordinating control, the Government was enabled to cancel leases amounting to something more than $200,000 annually.

"The Bureau of the Budget is in every sense of the word a non-political, impersonal, impartial agency. Its creation is largely due to the efforts of various trade associations throughout the country, who realized the need, and put their powerful influence back of it. It was favored by both President Taft and President Wilson, and enacted into law by the members of both of the great parties in the House and Senate, passing the Senate without a dissenting vote, and only three voting against it in the House. It is, and should be, as impartial as an adding machine.

"The Bureau of the Budget has no policies of its own; it carries out the policies of the administration, as represented by the President, who is recognized, as he should be, as the head of the Government's routine business organization."

Dr. Green Made Patriotic Speech

Dr. Green, of the American Red Cross, made a red blooded Americanization speech, in which he took occasion to call particular attention to the red propaganda which is being spread throughout the country. He caused great rounds of applause, when he took occasion to thank all branches of the tobacco industry for the part they had taken in winning the great war. He thanked the convention, on behalf of the Red Cross, for the help which had been given his organization. Nothing, he said, helped the convalescent soldier more than the cigarettes. The cigarettes and "good American smoking tobacco," did a very great deal to help win the war. The tobacco sent overseas was a token of sympathy to the thousands across the water, when they were most in need of something to quiet their nerves.

Dr. Green called the convention's attention to the fact that some $14,000,000,000 worth of agricultural products were produced on the farms of the United States last year. He also said that, during the past year, the American people have sent more than $300,000,000 across the seas for humanitarian purposes.

J. C. Stone Talked on Co-operative Marketing

James C. Stone, of the Burley Tobacco Growers' Co-operative Association, spoke at some length on tobacco conditions in the fields. He also called the convention's attention to the fact that he appreciated being at the convention, because he thought it made for closer co-operation between the tobacco manufacturers and the growers. There should be more co-operation, and more get together meetings, he said, so that one branch of the industry would know what were some of the problems of the other branches of the industry.

The interest of the tobacco growers, Mr. Stone said, are the same as the interest of the manufacturers. The tobacco producer, he said, has had all along the wrong impression of the manufacturer. The various branches of the industry must get around the table, and come more closely in touch with each other for the benefit of all concerned. The theme of the whole convention, Mr. Stone said, seemed to him to be one of co-operation, and why not co-operate with the grower as well as with each other. He called the delegates' attention to the fact that they are interested in the welfare of their own employees in the way of welfare work. They should be interested in like manner, he said, in the welfare of the workers of the tobacco fields.



The Tobacco Merchants Association banquet, held in the large ball room of the Willard Hotel, Washington, was the most successful event ever held in the history of the Association

Davies Spoke on Monopolies

Mr. Davies spoke at some length on monopolies, their evils and possible future legislation. He said that monopoly means state socialism. Competition, he said, must be given a fair chance. He caused a great wave of enthusiasm when he said that legislation must be passed, sooner or later, that will allow some governmental agency to tell the business world just what can be done in advance to stay within the law instead of waiting until an act is committed, and then say that that act was unlawful.

The souvenirs given out at the banquet this year were as usual both useful and ornamental. They were desk clips and calendars combined, capped by the insignia of the association. Good music was provided during the course of the dinner.

Report of Cigar Manufacturers' Committee

The committee representing the cigar manufacturers, cigar leaf dealers, box makers, lithographers and allied interests met in the convention hall, Wednesday afternoon, at 2:30 p. m., Henry G. Wemmer in the chair. Mr. Wemmer briefly and

interestingly introduced the principal speaker of the afternoon, Herbert Kaufman, who thereupon discussed the cigar business from the standpoint of the consumer. The gist of Mr. Kaufman's address was that the cigar trade should put its house in order, simplify and standardize its production, educate the distributing agencies of the trade and then unite in a campaign to familiarize the public with the merits of cigars. Mr. Kaufman carried on a running debate with various members of the trade present, and it was unanimously agreed that Mr. Kaufman was remarkably well posted on cigar trade matters.

The following subjects were discussed:

Light Wrappers

Milton Wertheimer, of Wertheimer Bros., suggested that the old Claro, Colorado Claro, Colorado Maduro and Maduro markings be abolished and other terms indicative of the character of the cigar—rather than the color of the wrapper—be substituted.

Julius Lichtenstein, speaking from his experience as a leaf tobacco merchant, explained that the lack of demand for medium and dark wrappers caused unnaturally high prices for light wrappers, contributing in this way to the high cost of cigars.

Julius B. Annis recounted some interesting experiences of competition between cigar manufacturers upon the basis of furnishing light wrappers.

No specific recommendation was made with respect to this subject.

Big Sizes

Benjamin R. Lichty suggested that as the Standardization Committee of the Chamber of Commerce of the United States had had experience in the standardization of styles, etc., in other industries, their co-operation would be helpful in the tobacco industry, and that consequently this committee be invited to cooperate with a similar committee appointed by this association. This motion was adopted.

Harvey L. Hirst, chairman of the Slogan Committee, reported that prizes of $250, $150 and $100 had been awarded for slogans submitted in a contest recently held; that in the view of the committee none of the slogans selected were suitable for adoption by the industry at large; that a good slogan would be of inestimable benefit to the industry.

F. J. Rose then addressed the committee on co-operative advertising, outlining the campaign of the paint and varnish trade.

Shipping problems of the industry were discussed in an interesting speech by George C. Lucas, head of the T. M. A. Traffic Bureau.

Chairman Wemmer announced that, subject to the will of the committee, a sub-committee would be appointed with instructions to consider how best to achieve the objects brought out in the course of the addresses of the afternoon.

Harvey L. Hirst thereupon moved that an Educational Committee be named to consider how best to stimulate the consumption of cigars, and this motion was carried by acclamation.

The committee thereupon adjourned.

Resolution on Stimulating Consumption

The resolution adopted providing for the appointment of an educational committee to consider the problem of stimulating cigar consumption is as follows:

Whereas, the production and consumption of cigars for a great many years past has not been increasing in proportion to the increase of population in this country, but on the contrary has been standing still while other forms of tobacco have shown enormous increases, and

Whereas, the present situation appears to be more acute than was every known before in the history of the industry, and it is certain that unless radical steps are taken to remedy the difficulties that have been retarding the growth of the manufacturer and consumption of cigars, the industry will, within a few years, decline to much smaller proportions, THEREFORE BE IT

RESOLVED, that the chairman of this committee be empowered to appoint a sub-committee, consisting of cigar manufacturers and cigar leaf dealers, of which committee the chairman of the meeting shall be an ex-officio member, whose duties it shall be to consider the broad problems that confront the industry and to take such steps as in their opinion shall be deemed proper and advisable to stimulate the consumption of cigars in this country, among the points to be considered by them being the question of light colors, big sizes, prices, standardization of sizes, and the advisability of a co-operative advertising campaign to educate both the cigar dealers of the country and the smokers as to the true facts of the industry.

Committee

Julius Lichtenstein, George W. Van Slyke, Benjamin R. Lichty, Jacob Mazer, Mortimer Regensburg, Malvin Haas, D. Emil Klein, George H. Hummel, Samuel Bayuk, R. E. Christie, Fred Hirschhorn, Julius Klorfein, Joseph F. Cullman, Jr., Julian S. Bach, Nathan I. Bijur and John H. Duys.

On Standardization

RESOLVED, that the Standardization Committee of the Chamber of Commerce of the United States be invited to co-operate with the Educational Committee of this organization with respect to standardization of cigar sizes and simplification of the cigar business.



Report of the Leaf Tobacco Trade Committee

The committee representing the leaf tobacco trade met in Room 1003, Wednesday afternoon at 3 o'clock, Joseph F. Cullman, Jr., acting as chairman in the absence of W. H. Winstead. The meeting had been under way about ten minutes when Dr. Julius Klein, the principal speaker of the occasion, arrived, and, out of deference to him, discussion was temporarily suspended to give the distinguished visitor an opportunity to deliver his address.

Mr. Cullman then introduced Dr. Klein, director of the Bureau of Foreign and Domestic Commerce, who, in an interesting and very enlightening address, developed in greater detail some of the ideas expressed earlier in the day by the Honorable Herbert C. Hoover, Secretary of Commerce, relative to the position of tobacco in international trade and the possibilities for greater increase in the exportation of this commodity.

Dr. Klein's Address

Dr. Klein spoke about the institution of the new tobacco division in his Bureau and the great work it proposes to do for the benefit of the American Tobacco Industry in foreign markets. He said the new department plans to make a complete investigation of international trade in tobacco covering among other important phases, the following:

Imports and exports of all countries, pre-war and post-war market trends, methods of distribution, a comprehensive survey of the fifteen most important government tobacco monopolies, and a study of methods of sale, financing and warehouse facilities in all foreign tobacco markets.

Enough cigarettes to encircle the globe 26 times, if laid end to end on the equator, were manufactured in the United States in the first three months of 1923, declared Dr. Klein.

In round figures, cigarettes made in America in January, February and March this year, numbered fifteen billion, compared with ten billion in the same months of 1922. This fifty per cent increase in cigarette production and consumption, says Dr. Klein, is partly responsible for the fact that the greater part of the 1922 crop of burley and bright flue-cured tobacco has passed from the hands of growers at prices approximately five cents a pound greater than those which prevailed in the sale of the 1921 crop, despite a pronounced increase in production of both these types of tobacco. Another important factor in the price increase, Dr. Klein remarked, is the improved economic condition of Continental Europe and the pronounced appreciation of the English pound sterling, which has resulted in a better demand for our cigarette and smoking tobacco abroad than in 1919, 1920 or 1921.

The destruction of vast stocks of tobacco during the Græco-Turkish War in Asia Minor has also been reflected in our markets for these tobaccos, since it has been determined that our imports of the Turkish type of tobacco will be much smaller than in former years and will be replaced to a great extent by domestic tobaccos. Although a 10 per cent increase in production in 1923 is predicted by crop experts, the demand for these tobaccos continues strong at former prices.

The market for dark-fired tobacco of Kentucky and Virginia has not shown a proportionate increase in price over last season, but, Dr. Klein asserted, there need be no apprehension as to the successful sale of this tobacco if ingenuous methods of selling are employed. Practically all the old stocks of desirable cigar leaf have been absorbed by the trade, and in the face of increased production of almost all types of cigar leaf, except Connecticut, the demand seems strong at better prices than obtained in the sale of the 1921 crop. It is believed that the evolution in the marketing system which has been effected in many producing districts has been an important factor in advancing the price level for this crop of tobacco.

Our average annual exports of leaf tobacco for the five-year period, 1918-22, has been 42 per cent of production. There are encouraging indications, according to Dr. Klein, that exportation can be increased, and that loss of it will pass through the hands of foreign intermediaries. Some of our enterprising exporters have developed valuable direct connections in Scandinavia, Czechoslovakia, and Poland, and the new Irish Tariff is likely to cause large exports of leaf directly to that country, instead of through English agents, as formerly. Importation of cigarette and smoking tobacco by China since the prohibition of the use of opium has been constantly increasing and is destined to continue to increase. American tobaccos have become very popular in South America, particularly in Argentina and Uruguay and some parts of Brazil, and it is believed that if our exporters cultivate the markets of these countries, and of Mexico, good results will follow. Spain and Portugal also appear capable of cultivation as markets for cigarette and smoking tobacco.

Following Dr. Klein's address, which was warmly applauded by the committee, there took place a general discussion of the various topics outlined for the consideration of the committee, and much valuable information regarding the subjects of export trade, standardization of types and grades of tobacco, warehousing, etc., was exchanged.

The Leaf Tobacco Committee was highly pleased in being given an opportunity at the convention to talk over its particular problems, and commended Mr. Dushkind and the T. M. A. for their thoughtfulness in having included such a meeting in their convention program. This expression of thanks to Dr. Julius Klein for his work in the interest of the leaf tobacco trade, and to the T. M. A. and its managing director, as well, found more concrete expression in resolutions, for the adoption of which, motions were made and passed unanimously.

Resolution of Thanks to Dr. Klein

The resolution adopted expressing thanks to Dr. Julius Klein and the Bureau of Foreign and Domestic Commerce for their co-operation with the Leaf Tobacco Trade is as follows:

Whereas, the American Leaf Tobacco Trade has for many years been in greater need of ready information relative to conditions in foreign markets, and

Whereas, there has been inaugurated in the Bureau of Foreign and Domestic Commerce, of the Department of Commerce, a Special Tobacco Division to supply the American Leaf Tobacco Trade with prompt and reliable information on this very important matter, and

Whereas, the Leaf Tobacco Trade has been signally honored by the presence and offer of every co-operation by Dr. Julius Klein, director of the Bureau of Foreign and Domestic Commerce,

THEREFORE, BE IT RESOLVD, that a concrete expression of the thanks of this committe be sent to Dr. Klein and an expression of our whole-hearted reciprocation of co-operation for his splendid work in our behalf.

Resolution Thanking Mr. Dushkind

The resolution adopted expressing the gratification of the Leaf Tobacco Trade Committee to Mr. Dushkind and the T. M. A. reads:

Whereas, the opportunity afforded the

Leaf Tobacco Trade by Charles Dushkind and the T. M. A. to meet in special conference at the T. M. A. convention for a discussion of its problems has been of particular and lasting benefit to our trade, Therefore Be It

RESOLVED, that the Leaf Tobacco Trade Committee extends its sincere thanks to Mr. Dushkind and the T. M. A. and assures them of its hearty co-operation in their every endeavor to advance the interests of the industry.

Resolution Adopted by Jobbers

Resolution adopted at jobbers' meeting held under auspices of National Wholesale Tobacconists' Committee:

Whereas, the unfair practice has developed in the tobacco industry whereby by means of special discounts, rebates, concessions or allowances, jobbers are inducing and encouraging retailers to sell staple brands of cigars, cigarettes or tobacco at abnormally low prices, which are insufficient to cover the cost of the merchandise plus operating expenses, for the purpose of destroying competition in the retail trade, and for the purpose of injuring or destroying such brands, thereby lessening competition among producers or manufacturers, and

Whereas, in various communities there has developed among certain jobbers and retailers a practice of selling staple brands of cigars, cigarettes or tobacco of standard values below the cost of the merchandise plus operating expenses for the sole purpose not of meeting legitimate competition, but of destroying, injuring and lessening competition, and

Whereas, certain jobbers and retailers who handle a wide variety of commodities, besides cigars, cigarettes and tobacco, have engaged in a system of unfair price discrimination in that they are selling below the cost of the merchandise plus operating expenses, certain standard staple brands of cigars, cigarettes or tobaccos for the purpose of stimulating sales of other commodities than tobacco upon which they make up the losses sustained on their sales of tobacco products. Such practices being indulged in with the purpose and effect of injuring and lessening the competition of those engaged exclusively in the tobacco business, and

Whereas, by reason of these practices the wholesale tobacco business has become demoralized to such an extent that commercial ruin and disaster are facing many of the tobacco jobbing concerns and that the very existence of that branch of the tobacco industry is threatened with destruction, as a result of which the established channels or avenues of distribution which are indispensable in the maintenance of the competitive system, both among manufacturers as well as among retailers in the tobacco business, are likely to be exterminated, and

Whereas, we recognize that in the conduct of our business and in our relations with our competitors and our customers, justice and fair dealing should characterize every transaction, now therefore, be it

RESOLVED, that the National Wholesale Tobacconists' Committee condemns the aforesaid practices, and be it further

RESOLVED, that, recognizing that every tobacco dealer must enjoy the fullest freedom of individual action to determine for himself all questions of selling prices, as well as all policies of competition, and avowing its position in such matters to be that of the strictest observance of the law, we hold that selling staple brands of cigars, cigarettes, or tobacco of standard value below cost as an inducement to purchase other commodities, such as groceries, drugs, candies, and other articles; or for the purpose of stimulating sales of privately owned or controlled brands; or with a view to inducing or encouraging retailers to slash retail prices on leading brands; or to use any staple brand of cigars, cigarettes, or tobacco as a leader—a fighting brand—selling it below cost, in order to divert trade from competing concerns; or selling, as regular standard goods, stocks which are stale, damaged, or deteriorated, and which were purchased as such, without clearly disclosing the fact to both retailer and consumer that such stock is not of the regular standard goods, constitutes unfair methods of competition, and be it further

RESOLVED, that the word "cost," as referred to in the within preambles and resolutions, is defined to mean the actual net purchase price of the merchandise plus all actual charges applicable thereto, together with a correct proportion of all expenses, overhead, and operating charges incurred by each merchant in the carrying on of his own business, including wear and tear, interest on money borrowed or invested, losses on bad debts, rent, taxes, insurance, office, clerical and selling expenses and fair salaries to proprietors who give their time and attention to the business, and be it further

RESOLVED, that these preambles and resolutions be respectfully submitted and filed with the Honorable Federal Trade Commission, and be it further

RESOLVED, that the presentation of these resolutions and subsequent action looking to the making of them effective be delegated to the Executive Committee of the National Wholesale Tobacconists' Committee, including the General Counsel, Mr. Charles Dushkind and counsel, Mr. Joseph E. Davies, with full power to act.



Resolution by Committee on State of the Industry

Whereas, the salesmen connected with the Tobacco Industry coming in contact as they do, with the great army of retailers, are thus in a position to exercise large weight and influence upon the trade in regard to all matters that are of common interest to the entire industry, and

Whereas, it is manifestly the policy of the Tobacco Salesmen's Association of America to promote the general welfare of the tobacco industry and to co-operate in all movements looking to the protection of the industry from all sorts of hostile actions, now therefore, be it

RESOLVED, that the Tobacco Merchants' Association of the United States in convention assembled expresses its grateful appreciation of the co-operation of the Tobacco Salesmen's Association of America in all activities tending to promote the general welfare of the tobacco industry, and be it

FURTHER RESOLVED, that these resolutions be spread upon the minutes of this meeting, and that a copy thereof be forwarded to the Tobacco Salesmen's Association of America.

Resolution Commending the T. M. A.

Whereas, at the last National Tobacco Men's Convention held in Washington, D. C., three years ago, a resolution was unanimously adopted designating the Tobacco Merchants' Association of the United States as the national organization of the tobacco industry to deal with all matters relating to the promotion of the general welfare of the industry and the protection of the industry from hostile attacks of all sorts, and

Whereas, the T. M. A. has acquitted itself in the performance of its functions in a most satisfactory manner, and has proven itself eminently capable and safely dependable as an institution truly representative of the tobacco trade in its entirety to safeguard the interests of the whole industry, now therefore, be it

RESOLVED, that we heartily commend the Tobacco Merchants' Association of the United States for its splendid activities in the interest of the tobacco industry and for the successful achievements that it has attained, and we reaffirm and ratify the resolution adopted at the last National Tobacco Men's Convention that the entire industry and each and every person, firm, corporation or association interested therein, connected therewith or allied thereto, ought to support and cooperate with and be guided by the T. M. A., or its Executive Committee in all its actions or activities, intended to combat, prevent or frustrate any attack upon the industry or any part, branch or division thereof, whether such attacks be in the form of hostile legislation, or in the shape of agitation or propaganda against the use of cigars, cigarettes, or any other type of tobacco or tobacco products.

The Election of Directors

The election of directors took place this morning, resulting as follows:

New Directors

H. H. Shelton, Esq., of Washington, D. C.

George W. Van Slyke, President, G. W. Van Slyke & Horton, Albany, N. Y.

J. A. Voice, Secretary, Pasbach-Voice Litho. Co., Brooklyn, N. Y.

Malvin Haas, of Haas Bros., Cincinnati, O.

Jacob Mazer, Secretary, Mazer Cigar Mfg. Co., Detroit, Mich.

Fred E. Barnes, President, Barnes-Smith Co., Binghamton, N. Y.

Aaron J. Bach, of Elias Bach & Son, New York, N. Y.

Karl Jungbluth, President, MacAndrews & Forbes Co., New York, N. Y.

Re-elected Directors

Maj. George W. Hill, Vice President, The American Tobacco Co., New York, N. Y.

William Best, Vice President, General Cigar Co., New York, N. Y.

Jesse A. Bloch, Vice President, The Bloch Bros. Tobacco Co., Wheeling, W. Va.

William T. Reed, President, Larus & Brother Co., Richmond, Va.

Jonathan Peterson, President, United States Tobacco Co., New York, N. Y.

George H. Hummel, Vice President, P. Lorillard Co., New York, N. Y.

James M. Dixon, President, Tobacco Products Corp., New York, N. Y.

A. L. Sylvester, President, American Cigar Co., New York, N. Y.

Charles J. Eisenlohr, Chairman of Board of Directors, of Otto Eisenlohr & Bros. Inc., Philadelphia, Pa.

Martin J. Condon, President, American Snuff Co., Memphis, Tenn.

Julius Lichtenstein, President, Consolidated Cigar Corp., New York, N. Y.

Henry G. Wemmer, Vice President, The Deisel-Wemmer Co., Inc., Lima, O.

A. L. Cuesta, Sr., President, Cuesta, Rey & Co., Inc., Tampa, Fla.

Daniel F. McCarthy, Secretary, H. Fendrich, Evansville, Ind.

Harvey L. Hirst, Vice President, Bayuk Bros., Inc., Philadelphia, Pa.

D. Emil Klein, President, D. Emil Klein Co., New York, N. Y.

Arthur M. Eisig, President, Metropolitan Tobacco Co., New York, N. Y.

Asa Lemlein, of New York, N. Y.

J. L. Graham, of R. J. Reynolds Tobacco Co., Winston-Salem, N. C.

William A. Hollingsworth, of New York, N. Y.

C. A. Speakman, Vice President, American Lithographic Co., New York, N. Y.

George Frings, President, Frings Bros. Co., Philadelphia, Pa.

S. P. Coe, Vice President, Faber, Coe & Gregg, Inc., New York, N. Y.

W. H. Winstead, President W. H. Winstead, Inc., Baltimore, Md.

Charles B. Perkins, President, Chas. B. Perkins Co., Boston, Mass.

Arthur Bachmann, President, S. Bachman & Co., Inc., San Francisco, Cal.

Alexander Herbert, President, Philip Morris & Co., Ltd., New York, N. Y.

W. W. Flowers, Vice Pres., Liggett & Myers Tobacco Co., New York, N. Y.

Delegates and Guests

Associations Represented

Cuban

Union de Fabricantes de Tobaccos y Cigarros, M. E. Canle.

United States

Burley Tobacco Growers' Co-operative Association, Inc., James C. Stone.

Cigar Manufacturers' Association of Tampa, Fla., A. L. Cuesta.

The Connecticut Leaf Tobacco Association, Samuel A. Fassler.

Tobacco Growers' Co-operative Association, J. W. King.

Tobacco Salesmen's Assn. of America, Inc., Sid J. Freeman, Jonas J. Ollendorf.

Tobacco Salesmen's Asso., Newark, Branch, Irving E. Schwarz.

York County Cigar Manufacturers'

Association, T. E. Brooks, I. H. Rojahn.

Firms and Representatives

A

John B. Adt Co., Albert W. Adt.
American Box Supply Co., John Campbell, J. R. Brady.
American Can Co., Geo. A. Fischer.
American Cigar Co., R. E. Christie, Nathan Weiss.
American Exchange Cigar Co., Sam Mayers.
American Litho Co., W. B. Growtage, Wm. Intermann, F. J. Maudsley, A. Wilson.
American Machine and Foundry Co., R. V. Craggs, Jos. Slaughter, Geo. Snyder.
American Snuff Co., Martin J. Condon.
The American Tobacco Co., Maj. Geo. W. Hill.
Angier Corporation, E. H. Angier.
Axton-Fisher Tobacco Co., W. F. Axton.

B

Elias Bach & Son, Frank A. Bach, Julian S. Bach.
Bailey Bros., Inc., M. D. Bailey.
H. E. Bair & Co., Howard E. Bair.
Baker Tobacco & Cigar Mach. Co., John H. Baker.
Bayuk Bros., Inc., Meyer Bayuk, Samuel Bayuk, H. L. Hirst.
Beechnut Foil Co., Harry N. Snapper.
F. H. Beltz, J. H. Beltz, Raymond T. Beltz.
Benson & Hedges, James Head.
Arthur E. Bernd, Arthur E. Bernd.
Arthur J. Billin & Co., Capt. T. A. N. Walker.
Frank Blatt, Frank Blatt.
Bloch Bros. Tobacco Co., Jesse A. Bloch.
Harry Blum, Harry Blum, Julius J. Blum.
Bobrow Bros., Charles Bobrow, W. F. Pike.
Bock-Stauffer Co., Charles Bock.
Booth Tobacco Co., H. G. Strine.
Briggs-Shaffner Co., E. R. McCuiston.
T. E. Brooks & Co., T. E. Brooks.
The Brunhoff Manufacturing Co., W. S. Lakamp.
Morris Burke, Bernard Burke, Morris Burke.

C

M. E. Canle & Co., M. E. Canle.
Capital Cigar and Tobacco Co., R. P. Bell, R. E. L. Hall, Frank Holmes, L. B. Sleet, W. A. Smith, A. L. Williams.
The Cardwell Machine Co., George J. Freedley.
Carrier Engineering Corp., A. C. Buensod.
Cass Bros., Mrs. Maud Cass Callaghan.
David Chalmers Tob. Co., David Chalmers.
George W. Cochran & Co., W. E. Young.
Cole Tobacco Co., R. J. Charles.
Barron G. Collier, Barron G. Collier.
Comas Cigarette Machine Co., S. C. Markley.
L. Lee Combs, L. Lee Combs.
House of Comoy, Inc., Sam Zinberg.
Congress Cigar Co., Willis Andrus, William S. Paley.
The Conley Foil Co., A. O. Palmedo.
Consolidated Cigar Corp., Julius Lichtenstein.
The House of Crane, E. E. Crane.
Allen R. Cressman's Sons, Joseph F. Gallagher.
Cuesta, Rey & Co., A. L. Cuesta.
Cullman Bros., Joseph F. Cullman, Jr.
A. B. Cunningham & Co., Nelson F. Eberbach.

D

M. J. Dalton Co., W. R. Taylor.
Daly Bros., Harry Daly, Nathan Daly.
Davenport Manufacturing Co., W. H. Martin.
F. A. Davis & Sons, E. Asbury Davis.
Davis, Sherk & Mason Cigar Co., A. Z. Sherk.
Wm. Deiches & Co., Inc., Wm. Deiches, Jr., Edwin S. Hecht, Sidney S. Kaufman, A. Wolberg, Ralph E. Woltz.
The Deisel-Wemmer Co., Geo. T. Glover, Mark H. Kolter, Henry G. Wemmer.
Henry C. Demuth, Henry C. Demuth.
Donoian Bros., James H. Donoian.
Donovan & Bressler, J. F. Donovan, B. F. Dooley.
Dusel, Goodloe & Co., P. L. Brogan.
H. Duys & Co., Inc., John H. Duys.

E

East Prospect Cigar Co., B. M. Hanigan.
F. S. Edwards Tobacco Co., F. S. Edwards.
M. Eiseman & Sons, Frank F. Eiseman.
Otto Eisenlohr & Bros., Inc., Chas. J. Eisenlohr, Ben R. Lichty.

F

Faber, Coe & Gregg, Inc., S. P. Coe.
A. Fader & Son, Abraham Fader.
Fassler & Silberman, Inc., S. A. Fassler.
The Fehsenfeld Cigar Co., Albert G. Fehsenfeld.
The Feilbach Co., P. W. Feilbach.
H. Fendrich, Daniel F. McCarthy, Robert E. Read, Wm. Quanjer.
Ferguson Bros. Manufacturing Co., C. H. Guerin.
M. L. Fernandez, N. E. Nichols.
Fidelity Can Co., W. E. Wilson.
Fifth Ave. Tobacco Co., Inc., Morris Krinsky.



NATHAN BIJUR
OF E. ROSENWALD & CO.
OUT ON BALE

J. Henry Fisher Sons, Chas. Fisher, John H. Fisher, Jr.
Fix & Co., I. H. Rojahn.
Fleck Cigar Co., Ltd., David D. Sulkis.
John Foege & Son, John Foege.
The R. A. Foley Adv. Agency, Inc. Chas. H. Eyles.
Sidney J. Freeman & Sons, A. Freeman, Sid J. Freeman.
Frings Bros. Co., George Frings.

G

Clarence S. Gable, Clarence S. Gable.
Gans Bros., Ralph Gans, Asa Lemlein.
Garcia & Vega, Alvaro Garcia.
General Cigar Co., Inc., Fred Hirschhorn.
Ed. C. Geyer & Co., F. W. Florenz.
Eugene P. Gillespie, Eugene P. Gillespie.
L. Goldsmit Bro. & Co., Gerald Goldsmit, M. Mona Lesser.
Gonzalez & Sanchez Co., G. W. Hardee.
A. D. Goodman, A. D. Goodman.
Gradiaz, Annis Co., Inc., J. B. Annis.
R. M. Granat & Co., R. M. Granat.
I. W. Gruenberg, I. W. Gruenberg.
The Gunning Cigar Co., Harry G. Gunning.

H

Haas Bros., Melvin Haas.
H. L. Haines & Co., Harry L. Haines.
Hamilton Harris & Co., L. O. Hamilton.
The Heekin Can Co., Albert E. Heekin.
Heineman Bros., Jules Jacobs.
Aaron B. Hess, Aaron B. Hess.
Hewitt, Gannon & Co., Joseph W. Gannon.
Himoff Tobacco Machine Co., Hyman H. Himoff, Max Himoff.
Wm. A. Hollingsworth, Wm. A. Hollingsworth.
Holt Cigar Co., Arthur L. Holt.
J. N. Hostetter, J. N. Hostetter.
W. T. Hughes & Co., W. T. Hughes.
Chas. L. Huisking, Inc., Chas. L. Huisking.

I

Michael Ibold, Michael Ibold.
International Banding Machine Co., Frank Malocsay, Isador Steiner.
International Cigar Machine Co., R. V. Craggs, Jos. Slaughter, Geo. Snyder.
International Planters Corp., Preston Herbert.

J

S. M. Jackson Jacobs, S. M. Jackson Jacobs.

K

J. Kahn & Bros., J. Kahn.
A. Kaufman & Bros., Allan Kaufman.
Kentucky Tobacco Redrying Co., J. R. Cunningham.
Kieckefer Container Co., G. A. Vollmer.
Wm. H. Kildow, J. H. Collins.
D. Emil Klein Co., D. Emil Klein.
E. Kleiner & Co., E. E. Kleiner.
E. A. Kline & Co., Edward A. Kline, Jesse Powell.
Julius Klorfein, Julius Klorfein.
Sol Kohn, Sol Kohn.
F. S. Koons, F. S. Koons.
Kraus & Co., Inc., William H. Kraus, Millard H. Laupheimer.
August Kuttnauer, August Kuttnauer.

L

Larus & Brother Co., P. Larus Reed.
Henry Lauts & Co., George Buchheiser, Carl W. Prior.
J. B. Leathers & Co., C. E. Wood, Jr.
Gus Le Bolt, Gus Le Bolt.
Lehmaier, Schwartz & Co., Fred W. Flad.
Solomon Levin, Solomon Levin.
Liberman Manufacturing Co., Bernard Liberman, Herman P. Liberman.
Liggett & Myers Tobacco Co., A. Lynn, E. G. Weymouth.
Link & Co., Thomas J. Link.
P. Lorillard Co., George H. Hummel.
Daniel Loughran & Co., John Loughran.
Percival R. Lowe, Percival R. Lowe.

M

McGuigan Cigar Manufacturing Co. Harry W. McGuigan.
MacAndrews & Forbes Co., Karl Jungbluth, W. E. Ransom.
Manchester Cigar Co., B. Paris.
Manila Ad Agency, C. A. Bond.
Manila Commercial Co., K. Nesslinger.
Manus, Muller & Co., Inc., Leo L. Leventritt.
J. L. Marcero & Co., J. L. Marcero.
Mazer Cigar Manufacturing Co., Jacob Mazer.
C. E. Miller & Sons, C. E. Miller, A. E. Miller.
The Miller, DuBrul & Peters Manufacturing Co., F. Chuboda, Clarence J. DuBrul, R. M. Fleming, E. B. Kincaid, J. F. Sees.
The Moehle Lithographic Co., Dr. C. E. Moehle.
The J. B. Moos Co., G. J. Brown.
Lee Roy Myers Co., Lee Roy Myers.

N

National Exposition Co., Harry A. Cochrane, A. L. Selden.
W. J. Neff & Co., W. J. Neff.
Neudecker Tobacco Co., A. C. Davis C. P. Triplett.
Louis Newburgh Co., S. Major Newburgh.
Newell-Emmett Co., Richard L. Strobridge.
J. S. Newman Cigar Co., J. C. Newman.
Morris D. Neumann & Co., Benj. F. Loeb, Morris D. Neumann.

O

Edward J. O'Brien & Co., E. J. O'Brien, Jr.
Old Dominion Tobacco Co., Inc., C. L. Davis.
Henry Ottenberg, Henry Ottenberg.

P

Park & Tilford, Irvin Studwell.
A. E. Parker, A. E. Parker.
Pasbach-Voice Litho. Co. H. A. Voice, J. A. Voice.
Patterson Bros. Tobacco Co., F. A. de Pilis.
Cifuentes, Pego y Ca., Robert E. Lane.
Peninsular Cigar Co., Henry Mazer.
Peoples Drug Stores, J. H. Mitchell, Robert Carl Mitchell.
Marcelino Perez & Co., Manuel L. Perez.
Chas. B. Perkins Co., Chas. B. Perkins.
Thos. H. Porter, Thos. H. Porter.
Porto Rican-American Tobacco Co., Luis Toro.

R

Milton H. Ranck, Milton H. Ranck.
Reading Tobacco Manufacturing Co., Albert Green, Jerome C. Lengel.
J. J. Redmond, J. J. Redmond.
J. V. Reed & Co., Geo. C. Weldon.
E. Regensburg & Sons, Mortimer Regenburg.
Reid Tobacco Co., Wm. W. Anspach.
The Retail Tobacconist, R. C. Hull, Abe Pollack, D. J. Weinberg.
Rex Window Adv. Co., Dorsey Whitestone.
Reymer & Bros., Inc., Jas. B. McClements.
R. J. Reynolds Tobacco Co., J. L. Graham, James A. Gray, S. Clay Williams, Esq.
T. E. Roberts, T. E. Roberts.
Salvador Rodriguez, Inc., Claude E. Turner.
Antonio Roig & Langsdorf, Jacob Loeb Langsdorf, Leo F. Weiss.
E. Rosenwald & Bros., Nathan Bijur.
F. J. Ross Co., Inc., F. J. Ross.
Benito Rovira Co., H. A. Rovira, J. B. Rovira.
P. J. Rubey Co., Inc., Charles A. Rubey.
Ruth & Driscoll, Stephen G. Ruth.

S

San Telmo Cigar Manufacturing Co.
Max Fruhauf.
F. M. Sayford Co., P. J. McCoy.
George Schlegel, John G. Kneher.
The Schussler Tob. Machine Co., Inc., V. H. Schussler.
Schwarz & Son, N. Carris, Jacob L. Schwarz.
Scranton Tobacco Co., J. Vipond, Jr.
Selgas & Co., A. Selgas.
H. H. Serrer, H. H. Serrer.
Justin Seubert, Inc., Otto W. Sartorius.
C. Shapero, C. Shapero.
H. H. Shelton, Esq., H. H. Shelton, Esq.
Sherman & Lebair, Inc., Geo. C. Sherman.
Simon Shissler & Son, Simon Shissler.
Simonds Manufacturing Co., W. G. Donaldson.
N. N. Smith Co., G. A. Ransom.
Smith & Keffer Co., Paul E. Schmiedel.
Smith & Scott Tob. Co., E. G. Scott.
Snyder Cigar Co., Inc., Joseph T. Snyder.
Joseph T. Snyder, Joseph T. Snyder.
W. H. Snyder & Sons, Roy P. Snyder, W. H. Snyder.
Southern Tobacco Journal, Col. G. E. Webb.
Sparrow & Gravely Tob. Co., J. D. Sparrow.
Sperling Tobacco Co., Harry Sperling.
C. H. Stallman & Son, Geo. L. Stallman.
Steffens, Jones & Co., Emil Steffens.
Wm. Steiner Sons & Co., Fred Bauer, Henry Steiner, Ike Steiner.
M. E. Stern & Co., M. E. Stern.
Stern-Mendelsohn Co., Inc., Milton Samuels.
Allen Sterner, Allen Sterner.
E. Y. Sterner's Sons, Franklin K. Sterner.
Stratford Cigar Co., Leo D. Loughran.
E. B. Strickler, E. B. Strickler.
Geo. C. Swain & Co., F. W. Brown.

T

Threefoot Bros. & Co., K. Threefoot.
Theyskens & Shaw, W. B. Shaw.
Tobacco, L. M. Lamm, R. T. Tanner, Ty Gage.
Tobacco Leaf, John Bain, Jr., H. C. Allam, P. V. Hoyle, Carl A. Werner.
Tobacco Link, J. J. Cremmen, C. I. Putnam.
Tobacco News, Nathaniel W. Mead.
Tobacco Products Corp., L. C. Erdt, N. Hubert, Leo. Michaels.
The Tobacco Trading Corp., G. O. Huck, Jr.
The Tobacco World, G. B. Hankins, G. B. Hankins, C. L. Linz.
B. P. Topper Cigar Co., B. P. Topper.
The Towne, Fuller Co., Inc., Charles Richter.
H. Traiser & Co., Inc., Richard E. Traiser.

U

Union News Co., Wm. H. Keeler.
United Cigar Stores Co., W. T. Posey, M. Stroock, Esq.
United Leaf Tobacco Co., Emil E. Stern.
United States Tobacco Co., Jonathan Peterson.
United States Tobacco Journal, E. H. Davis, S. L. Henderson, Thomas F. Sullivan.
Universal Tobacco Machine Co., Emerson Allen, H. H. Hay, L. H. Meyer, J. J. Regan, George C. Sherman.

V

G. W. Van Slyke & Horton, Thomas Horton, Geo. W. Van Slyke, Homer Horton.
Vermont Tobacco Co., Edson Hope.
Herman G. Vetterlein, Herman G. Vetterlein.
The Victor Jar Co., J. Chas. Eichorn.

W

Waitt & Bond, Inc., James M. Porter, J. E. Waterman.
Morris Wallerstein, Morris Wallerstein.
Washington Tobacco Co., C. L. Conklit.
B. Wasserman Co., Nelson Wasserman.
Chas. J. Waxelbaum & Co., C. H. Sollivay.
W. H. Weaver Co., H. B. Weaver.
Wertheimer Bros., L. Wertheimer, Elton Wertheimer.
R. Whalen & Co., Louis A. Whalen.
Whitehead & Anderson, H. G. Whitehead.
W. H. Winstead Co. Inc., W. H. Winstead.
John T. Woodhouse & Co., John T. Woodhouse.
The Woodhouse Co., P. C. Payette.

Y

York Cigar Box Co., Chester G. Myers.
Young & Busser Co., Inc., Chas. H. Sieker, Wm. E. Sieker.

President Jesse A. Bloch's Address

Gentlemen of the Convention:

It gives me great pleasure to address so representative a gathering of tobacco men of the United States as that grouped in this Assembly Hall. It is needless for me to say that I appreciate the honor conferred upon me as President of the T. M. A. to call to your attention many vital questions affecting the tobacco industry in which we are all so greatly interested, and I assure you that it is with no little degree of trepidation that I approach the task. But convinced as I am that all of you are animated by the spirit of amity and mutual helpfulness, I have little fear that my appeals to you for hearty co-operation in the work we have to perform will be indifferently heeded. Gentlemen, I repeat, it is indeed a great privilege vouchsafed to me to address so intelligent a body of tobacco men as I see before me, and I do not hesitate to predict that your deliberations will be harmonious and friendly and result in enduring benefits to the entire industry.

Before entering upon the discussion of the affairs of our industry in which you are all vitally interested, I desire to pay a deserved tribute to my predecessor in the office of President of this Association—Charles J. Eisenlohr.

While Mr. Eisenlohr's record as President of the T. M. A. eloquently speaks for itself and needs no eulogy from me, we who know Mr. Eisenlohr and admire his qualities, realize to the full that the progress and growth of the Association since he relinquished the cares of his office, have been largely due to the solid foundation that he laid for the upbuilding of the Association.

Since our last convention we have also lost the invaluable services of Mr. Edward Wise, as Chairman of the Executive Committee, who has been ably succeeded by Mr. William Best, Vice-President of the General Cigar Co. In this connection, I cannot refrain from saying that Mr. Wise was a great force in the affairs of the Association from the date of its very inception, and until by reason of his new business enterprises he relinquished his duties as Chairman of our Board. We are indeed very much indebted to Mr. Wise for the splendid services that he rendered the Association, and, through it, the entire industry, and while we deeply regret that his retirement from the tobacco business necessitated the severance of his official connection with our Association, I know that you and all our members will join me in extending him the sincerest wishes of a grateful and appreciative organization, for unbounded success in all his future undertakings.

I shall have occasion, in the course of this report, to call to your attention the various problems that we may have to deal with at this convention. It will be your duty and mine to exercise the soundest judgment in the consideration of the problems that face our industry, to the end that its best interests may be advanced and our prosperity along the most substantial lines, be reasonably assured.

The State of the Industry

The tobacco industry, like every other industrial activity in this country, has undergone vital changes in the last few years, as a result of the readjustment of all industries from a war-time basis to peace-time conditions.



MILTON H. RANCK — (his pipe was too!)

I shall make no attempt to enter upon the realm of figures and statistics—nor is it at all necessary, for with the elaborate and detailed data, statistics, charts and analyses of the business conditions in our industry that are presented from time to time in the Tobacco Barometer published by the T. M. A., those who are interested therein may readily find this valuable information always at their disposal.

Consumption of our products has fluctuated with the trend of times and industrial conditions in general, but I am happy to state that with the improved industrial conditions now prevalent throughout the country, the consumption of our products is again growing.

So, too, the prices of our finished products have been forced down and this, in spite of the fact that the high tax rates imposed by the War Revenue Law are still in force, and that the cost of labor, as well as the cost of raw material are still much higher than in pre-war times.

The marketing of leaf tobacco also has undergone quite an evolution. Co-operative growers' associations have been formed in the large tobacco growing districts, and instead of the old method of disposing of tobacco, a great many farmers are now selling their products through co-operative sales organizations. This new method of trading may, however, be said to be still in its experimental stages, and the entire industry is watching its progress with the keenest interest.

There is one branch of our industry, namely, the distributing branch, which is unfortunately in a serious predicament, due to ruinous and cut-throat price cutting. This subject is of such vital importance and so difficult to deal with that I shall presently discuss it in a separate chapter.

The Cigar Business

Although I am not a cigar manufacturer, I trust that I may be pardoned, as President of this Association, which embraces every branch of the industry, for presenting a few observations on the cigar business, which, it is to be regretted, has not been keeping pace either with the progress of the other branches of our industry, or with the growth and progress of other industries in this country.

It has sometimes been contended that the consumption of cigars has been arrested because of the increased popularity of cigarettes; that cigar consumers are constantly shifting to cigarettes; and that the cigarette business is steadily growing at the expense of the cigar business.

In my judgment this is a much mistaken idea. A mere glance at the figures of the respective totals of consumption of both cigars and cigarettes is sufficient to demonstrate that if, as it is sometimes said, the increased consumption of cigarettes is due to the defection of cigar smokers, there would long ago have been nothing left of the cigar business. For manifestly even if the entire army of cigar smokers who normally consume seven billions of cigars a year would have turned to cigarette smoking, they probably could not consume the forty billion increase in cigarettes within the last decade or so. But the cigar business, although it is unfortunately not growing, still retains its following to the extent of 7 billions a year. Where then did the increased cigarette consumption come from?

As a close observer of all branches of our industry, it is my sincere conviction that the cigarette industry is the fountain source that constantly supplies the cigar trade, as well as the pipe tobacco business, with new consumers. As smoking is becoming more popular from year to year, and as there is probably a yearly addition to the great army of tobacco users of approximately a million young men who attain maturity, the cigarette is the form of tobacco that gets the first call in the great majority of cases, for usually the new tobacco consumer begins with the cigarette, but eventually he adds also the other forms of tobacco, the cigar for one occasion, the cigarette for another occasion, and the pipe for a still different occasion.

Thus, with the multitude of new consumers that the cigarette industry is apparently creating from year to year, cigar smoking, as well as pipe smoking, should secure their proportional shares of increased business.

Pipe smoking, it may be said, apparently does get a fair measure of the increased business, but unfortunately cigars seem to be lagging. What is the cause of this? Is there anything wrong with the cigar business? Is there any reason for the cigar business failing to attract more of the new consumers than it seemingly does?

These questions require considerable study and most thoughtful consideration. With the large assemblage of leading factors in the cigar trade that we have here, there is a splendid opportunity to deal with the cigar problem in a manner that should be productive of beneficial results.

As I am not a practical cigar man, I can, of course, venture no suggestions, but it seems to me that the cigarette business, instead of being a detriment to the cigar business, is in fact constantly creating new consumers, the great majority of whom, although indulging perhaps exclusively in cigarettes at the start, in due time add cigars as well as pipes to their smoking requirements; that instead of diminishing cigar consumption, the cigarette is from time to time opening up new fields, new avenues, and new outlets for the other forms of tobacco; and that instead of the cigarette being the cause of the apparent retrogression of the cigar business, there may perhaps be something wrong, something faulty, or something lacking in the cigar business itself.

It is my firm belief that an interchange of views along these lines will soon lead to the finding of ways and means to advance the cigar business, strengthen its position and enlarge its output.

I do hope that the deliberation of the cigar trade's representatives at this convention may lead to increased prosperity in the cigar branch, as well as in all other branches of our industry.

The Jobbing Situation

The T. M. A. may proudly point to its past record of activities and achievements in the interest of the industry which it represents. There are, however, certain trade problems and trade evils that neither the T. M. A. nor any other association, strictly observing the law of the land, can undertake to eliminate.

One of these evils is "price-cutting." This has become particularly intense in the last few years. Undoubtedly in most cases it was precipitated by the general downward movement of prices necessarily brought about by the readjustment of commerce from the war basis to peace time levels.

However, the slashing of prices of leading



New Crop Sumatra Tobacco

Do you realize that 95 per cent of the time of our principals, representatives and employees, is occupied in the buying, selling and handling of Sumatra and Java tobaccos?

This makes a business of 15,000 to 18,000 bales per annum, possible, a record that has never been surpassed by any one firm at any time.

H. DUYS & CO., Inc.

142 WATER STREET NEW YORK

American Headquarters for Sumatra and Java Tobaccos

obacco brands as a means of attracting trade or other commodities, has been the principal ause of all price-cutting eras in the tobacco ndustry.

As a result of the ruinous price-cutting conitions in the jobbing trade numberless comlaints have poured into the T. M. A. from all arts of the country. For while the T. M. A. s neither a jobbers', nor a retailers', nor a nanufacturers' association—it being an instituion supported and maintained by tradesmen in ll branches of the tobacco and its allied indusries, from the grower of the raw leaf to the nan who hands out the finished products—and hile its functions are strictly confined to the romotion of the general welfare of the industry as a whole, with no power or authority to egulate trading methods in any branch of the ndustry, yet as a National Tobacco Men's Intitution it was not unreasonable for jobbers to ook to it for a remedy in a situation of this ind. Accordingly, the appeals that came to the '. M. A. from struggling jobbers throughout ie country were indeed appalling.

But unfortunately, as it was not and is not ithin the functions of the Association to preribe or regulate trading methods, and, as assoiations are precluded by law from prescribing, egulating or controlling trading methods which ould in any way limit or restrict the freedom f any manufacturer, producer, jobber, or reiler to sell or dispose of his goods in any ay, or upon any terms, or at any price that e may see fit to demand, the T. M. A. could rovide no remedy in the premises.

Petition to Federal Trade Commission for "Trade Practice Submittal"

However, it being universally recognized that uinous price-cutting is an unfair method of ompetition, especially in instances where cerin commodities are sacrificed for the purpose f stimulating business in other comodities, and s the Federal Trade Commission is not only mpowered, but directed by statute "to prevent nfair methods of competition," Mr. Charles ushkind, our Counsel and Managing Director, onceived the idea of appealing to the Federal rade Commission for relief in this distressful tuation.

Briefly, the plan worked out by Mr. Dushind was to call a conference of representative obbers and to petition the Federal Trade Comission for what is technically termed a "Trade ractice Submittal," that is, a procedure deigned, to quote the language of the Commision.

"To eliminate, simultaneously and by the onsent of those engaged in a given industry, ractices which, in the opinion of the industry s a whole, were unfair.

"In such a situation the Commission therere may invite representatives of the entire ndustry to meet with it and discuss frankly nd fully all practices which the members of ne trade may have questioned. The Commison itself makes no decisions or ruling, but reuests the members of the trade out of their xperience and technical knowledge to put their onclusions respecting such practices as they reard as unfair, into concrete form."

Obviously, the selling of staple brands of igars, cigarettes or tobacco for less than the anufacturers' prices, plus actual operating and verhead charges, for the purpose of destroying r lessening competition, constitutes an unfair ethod of competition and is therefore one of ne prevalent unfair practices that may be liminated by means of such "Trade Practice ubmittal."

Accordingly such conference was called and eld in Washington on April 25 and 26, 1922. o thoroughly were the jobbers impressed with ne feasibility of Mr. Dushkind's plan, and its nportance, that they formed a permanent oranization, known as the National Wholesale obacconists' Committee, and charged it with ne duty of prosecuting the plan outlined to ne fullest extent. The Hon. Joseph E. Davies, ormerly Chairman of the Federal Trade Comission, was retained as special counsel to be ssociated with Mr. Dushkind in the presentaon of the case.

The entire body of the conference appeared efore the Chairman of the Commission to preent their petition, and the members were more an delighted when Chairman Gaskill, in reiving the petitions, delivered a most interestg and encouraging address, saying among other ings that, speaking for all the members of e Commission, he was glad indeed that so presentative a body of merchants had seen fit appeal to the Commission as a possible means r the solution of their trade problems and fficulties.

ommission Denies "Trade Practice Submittal" and Proceeds Against Jobbers Association

You can readily imagine our intense disapointment when a few weeks later the Commison announced its decision denying this petion.

No reason has officially been assigned for the enial of that application, but it seems that the ommission thought that this proceeding might some manner interfere with its investigans then under way.

However, the efforts to secure a legal and rmanent remedy for the conditions in the bbing trade were immediately thereafter rewed and an application for a rehearing and reconsideration of the Commission's decision as promptly presented.

While this second petition was pending, the Commission announced the issuance of complaints against certain tobacco jobbers and jobbers' associations, as well as against manufacturers, charging violations of the law in employing co-operative methods to maintain re-sale prices of tobacco products.

Since the original jobbers' petition was apparently denied because it was likely to interfere with the Commission's investigations then under way, it was thought that with the institution of these price maintenance cases, the way had been made clear for the Commission to consider the other angle of the situation and that it would then, in fairness to the jobbing trade and to the tobacco industry as a whole, apply its constructive powers by means of a Trade Practice Submittal, or otherwise, that the middle man in the tobacco business might be saved from ruin and destruction.

Unfortunately, however, the Commission again saw fit to refuse to come to the rescue of the army of struggling jobbers and denied the petition for a rehearing and reconsideration, thus leaving the jobbing trade in a thoroughly helpless condition.

Since then the Commission has issued a number of additional complaints against jobbing concerns and associations in different parts of the country, including also manufacturers of cigars as well as of cigarettes and tobacco, charging, in substance, price maintenance combinations which are alleged to have been formed prior to the decision in the Beech Nut case. All of these cases are still pending.

While, of course, no forecast can be made as to the judgments, orders or decrees that these cases may evoke, nor does it matter much, for the industry is suffering from price demoralization which the jobbing trade has petitioned the Commission to remedy, rather than from price maintenance against which these proceedings are directed. However, it is certain that the jobbing situation has become more acute than ever and has been growing more serious from day to day, and unless the Commission shall soon see its way clear to extend some constructive relief in the premises, it is difficult to predict what the existing condition may lead to.

What Is the Remedy?

I am frank to confess that I can see no *complete* remedy except by legislation—I do, however, see the possibility of a partial remedy in a proceeding before the Federal Trade Commission.

Price maintenance, as has been pointed out, is practically impossible except by legislation, but ruinous price-cutting, selling staple commodities below cost, undoubtedly constitutes an unfair method of competition which it is well within the power of the Commission to halt. This proposition seems to be upheld by authorities of great weight, but we need no better authority than Commissioner Gaskill who, in a speech delivered some time ago in Chicago, said:

"Because I believe that selling below cost is an unfair method of competition I believe that a group agreement not to practice this method of doing business is a lawful agreement.

"One may not conduct his own business so as to injure another. Selling below cost with compensatory gains in an allied line is the use of the seller's property in a way which clearly injures his competitor.

"Habitual selling below cost as a method of doing business is in my judgment an unfair method of competition.

"The elimination of sales below cost by no means implies a stabilization of prices nor a uniformity of prices. It is when properly applied in no sense a restraint upon competition. Costs will vary and prices should vary as costs vary within market limitations. But the application of the principle 'no sales below cost' by each to his own business is simply the recognition and adoption of the fundamental principle of the competitive system."

No sale below cost, seems to be all we may expect under the existing law. Cost means, of course, the price of the merchandise, plus operating expenses.

This may not supply a wholly adequate remedy, but if the practice of using the leading brands of cigars or cigarettes as bait to stimulate other sales should be stopped; if the dealer, whether tobacco man, grocer, druggist, or any other merchant, should be obliged to add operating expenses to every brand of cigars, cigarettes, or tobacco before fixing the selling price, the jobber will make his fair profit at least on the non-slaughtered brands and realize, at least, his operating expense and overhead on the fighting brand.

The Manufacturers' Position

Virtually in all industries dealing in proprietary or trade-marked commodities, distributors have habitually been looking to the manufacturer for protection of resale prices. But it is no longer practicable for manufacturers to maintain the resale prices of their products. Surely no manufacturer can fail to realize that the progress of his business depends in a large measure upon the success of the distributers of his products, whether jobbers or retailers, and upon their good will and their friendly interest in the brands they are selling. This is particularly true in the tobacco business where the jobber performs an indispensable function and renders a needful service to both the manufacturer and the retailer. With an army of over 500,000 retailers selling tobacco products it

A Cigar

of *rare excellence*

Millions of smokers insist on Manuel because they know from experience that it always delivers a distinctive satisfaction, which they can obtain in no other cigar.

In the making of Manuel, only certain selected tobaccos can be used to produce the quality that meets the high Cressman standard, and we respect the confidence that Manuel smokers place in us by adhering strictly to this high standard.

MANUEL *will make a definite business for you*

ALLEN R. CRESSMAN'S SONS
PHILADELPHIA, PA.

CRESSMAN'S
MANUEL
10¢ AND UP CIGAR

Patterson Bros. Tobacco Corporation
Richmond, Va.



MATOAKA
CIGARETTES
Retail 20c. for 20
A Superior Cigarette

Display Blue Boar

English Blend

Cigarettes on your show case and get a crisp $1 BILL

$150,000.00 GIVEN TO THE RETAIL TRADE WITHIN SIX MONTHS' TIME

TO THE RETAIL DEALER:

Display a carton of BLUE BOAR Cigarettes on your showcase because—

1. You sell these cigarettes for 25¢ a package and make more profit than on cheaper brands.
2. The American Tobacco Company's Division Manager calls every day on retail dealers in this territory, and wherever he finds a retail merchant has a carton display of BLUE BOAR Cigarettes **on his showcase** at the time he calls, **he will present to the retail dealer a crisp $1.00 bill.**

GET YOUR SHARE OF THE DOLLAR BILLS. MAKE MORE PROFIT BY SELLING MORE PROFITABLE MERCHANDISE.

Very truly yours,

This offer will be discontinued October 31, 1923.

GET YOUR SHARE!

Guaranteed by The American Tobacco Co.

nust be perfectly obvious that the wholesale gencies are indispensable in reaching this vast rmy of retailers. But I repeat that it is no nger practicable for the manufacturer to enorce a system for the maintenance of the reale prices of his products.

While the Supreme Court has reaffirmed the nherent right of merchants or manufacturers trade or refuse to trade with any person hey may see fit, the Court has placed such estriction or limitation upon the methods or neans that may be used in maintaining resale rices that it is practically impossible for manuacturers to effectively control the resale prices f their products, without running counter to he law.

For under the decision of the U. S. Supreme ourt in the Beech Nut case the producer's ight is but a bare privilege to refuse to sell to hose who fail to maintain resale prices, without the right to adopt co-operative methods of ecuring information and making his wishes nown, that might make this right to refuse to ell, available and effective.

Moreover, aside from the legal phase of the ituation, and considering it only from a busiess point of view, it must be perfectly obvious hat no single manufacturer can undertake to arry out a policy of price-maintenance while is competitors adhere to a different policy, for hat must inevitably happen to any brand hich, by reason of the manufacturers' price-naintenance policy, should be sold at a higher rice than its competitive brands is a question eadily answerable by all who understand the orking of competition.

Furthermore, do we tobacco men, whose comodity is habitually used as price-cutting bait o stimulate sales of other lines of merchandise, ave to be told that a protected price on one rand only means more price-cutting on its ompetitive brands?

Would it be of any benefit to the dealer to nake 10 per cent. on one brand, if in order to nake the 10 per cent. he would be forced to ell the competitive brands at cost or below ost?

Surely, the manufacturer of the price proected brand cannot undertake also to control he prices of his competitive brands. He must xercise the greatest care to operate strictly within the narrow limitations of the law in proecting the price of his own brand, or the Federal Trade Commission will soon place him under an order to *cease* and *desist*. How much ooner would the Federal Trade Commission roceed against him, and how much more strinent would be the application of the law, if he ttempted to control the selling prices of his ompetitor's goods?

A separate meeting of jobbers has been arranged for to be held entirely under the auspices of the National Wholesale Tobacconists Committee, their own organization formed last year t the Washington Conference. I know that it s the genuine wish of the entire industry that the jobbers may find a happy solution of their difficult problems.

Anti-Tobacco Agitation

And now we turn to an old subject, a theme which is as aged as the divine plant itself dating back almost to the period of the discovery of tobacco itself.

At all times, throughout all the ages, and in all parts of the world, there always existed, and probably always will, certain elements which found fault with almost everything that contributed to men's solace, comfort and enjoyment of life, even the most wholesome and legitimate gifts of nature to mankind.

Accordingly, tobacco has been one of the objects of attack almost from the instant when it was first introduced to the world. However, with all due respect to the honest, well-meaning and fair-minded, but ill-advised and misinformed, reform elements, it must be said that tobacco has not only survived every attack that was ever made upon it, but it is most significant that the more bitter the opposition the more universal became its use, and the more widespread its consumption.

In the United States, for more than fifty years, tobacco has been the subject of attack and more or less hostile legislation.

While at first they succeeded in a measure in stirring up some public agitation against the cigarette and in some instances have even persuaded some of the legislative bodies to take action tending to condemn the use of cigarettes, their sensational statements when finally submitted to the acid test of experience and science, were completely refuted and totally discredited.

As a result of scientific investigations conducted years ago which emphatically refuted and exploded the baseless and groundless arguments against tobacco, the tobacco industry and the millions of tobacco consumers enjoyed comparative rest for quite a number of years. But the passage of the 18th Amendment seems to have left many of the professional antis without mission, with the result that they lost no time in switching their activities not only to tobacco but also to tea and coffee as well as to many harmless and wholesome amusements that are universally enjoyed by our citizenry.

Intensive drives against every form of tobacco were inaugurated in all parts of the country. At this time they made no secret of the fact that their object was the annihilation of tobacco in all its varieties. To quote from one of their official bulletins:

"A campaign must be waged against the cigarette, the pipe and the cigar until tobacco is buried in the grave with John Barleycorn."

Scandalous statements, maliciously fabricated reports, and slanderous stories have been widely broadcasted all over the country; a systematic propaganda of shameful abuse and vilification has been carried on through the press and from the platform and by mail on a most extensive scale; State Legislatures have been worked upon by experienced agitators of anti organizations and every form of attack that the well trained leaders of the intolerant forces could possibly think of has been made upon our industry.

Tobacco Wins Decisive Victory

But I am happy to be able to report to you that in this last war against tobacco as in all previous wars, the tobacco industry came out with a glorious victory. The tobacco industry, or I should rather say, the freedom-loving people in this country, have won such a decisive victory that it should serve to discourage similar movements for many years to come. The enemy was not only repulsed in every section of territory that it sought to gain, but we recovered four of the six states that the antis succeeded in placing in the prohibition column many years ago.

Thus in 1918, when the present anti-tobacco movement was inaugurated, six states, to wit: *Nebraska, Tennessee, Iowa, Arkansas, North Dakota* and *Kansas,* had incorporated cigarette prohibition laws in their statutes. Today, North Dakota and Kansas are the only states that still retain their prohibition statutes, the other four states having obliterated them from their laws.

But what is particularly gratifying is that in all our activities to meet the attacks of the antis we have employed none but clean, dignified, open and above-board and straightforward methods. We have subsidized no groups or organizations, have used no subterranean devices, and have sailed under no colors but our own. What we had to say we said as a tobacco men's organization speaking for an industry which we are proud of and which now stands completely vindicated and universally recognized as a boon to mankind.

I am, however, frank to confess that our great victory is due not so much to the activities of our association as it is attributable to the public resentment, the public reaction and revolt that the persistent efforts of the antis evoked.

Almost daily new associations, leagues, committees and groups of citizens were formed all over the country to repel the onslaught upon their freedom to use tobacco, and publications of all descriptions condemning this attempt to deprive American citizens of men's comfort and solace appeared from time to time in every section of the country. And it is of interest to note that, as vitally interested as we have been in all these public movements, we have, from the very beginning, adopted a strict policy of refraining from in any way supporting, stimulating, subsidizing or backing such movements or activities as may be readily seen from the following stereotyped answer that we uniformly sent to all requests for aid:

"The fact is that the anti-tobacco agitation has aroused such indignation throughout the country that practically not a day passes without some organization or some group of citizens inaugurating new movements or starting new publications to combat it and quite naturally they all call upon us for contributions.

"But we feel that the attack upon tobacco concerns the public, or at least the 30 million consumers constituting one-third of the public, as much as it concerns the individuals engaged in the tobacco business. Furthermore, any publication or public movement would soon lose its influence upon the public if it were supported, directly or indirectly, by tobacco interests. For these reasons we believe that such enterprises or activities should be conducted entirely independent of the tobacco interests.

"While we are of course exceedingly gratified with the public activities that are being inaugurated throughout the country in opposition to intolerable reforms or restrictions, we cannot, for the reasons stated, render any financial assistance in such cases."

Public Opinion for Tobacco

Our first step in planning to intelligently combat the anti-tobacco agitation, was to take stock of public opinion and to ascertain the attitude of the public press in respect to the use of tobacco. Accordingly, an actual though indirect poll of popular opinion was undertaken by the Association through a Press Service Company. This agency, by means of a questionnaire, canvassed newspaper editors of the country in the belief that they can best judge the sentiment of their communities—a belief which it had put to the test in polls on other public questions.

No arguments accompanied the questions and from their form it was clearly indicated that what was sought was the unbiased opinion of the replying editor.

The answers of the editors show an overwhelming opposition of the public to anti-tobacco legislation. Some 7,847 editors, representing a combined circulation of 21,870,046, replied to the questionnaire and of the 7,847 replying editors, 7,393, or 95 per cent., represented public sentiment in their communities as opposed to anti-tobacco legislation.

The questionnaire furnishes an excellent survey of the state of public opinion throughout the country, the accuracy of which has already been fully demonstrated by the legislative returns since then.

One of the strongest and most recent demonstrations of public opinion against tobacco





ANNOUNCEMENT

You can now **BUY or RENT** latest improved Liberman Power Scrap Bunch Machines—illustrated at the right.

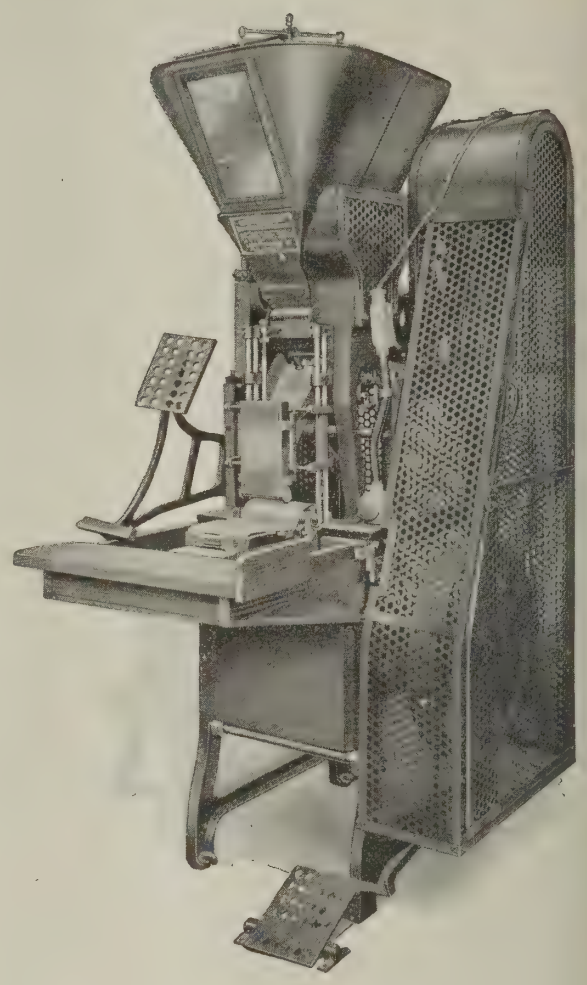
The work they are now doing in many high grade cigar factories PROVES that they:

1. **Make Perfect Bunches** of any size and shape, out of any size scrap, large and small together, always evenly distributed.

2. **Enormously Increase Production**—4,000 to 7,000 Bunches Daily according to speed of operator.

3. **Save Binder** enough to more than pay for the machines.

4. **Have no complicated mechanism** — requiring no mechanic to adjust and keep in order.



Full Particulars on Application

LIBERMAN MANUFACTURING CO.
N.W. Cor. 29th St. and Allegheny Ave.
PHILADELPHIA, U. S. A.

STANDARD 5c CIGAR VALUES



All Long Filler

Handmade

Mild and Aromatic



We concentrate on a few sizes especially adapted for the discriminating American Smoker.
Our Brands are firmly established and successfully distributed by the leading jobbing Houses from Coast to Coast.

BECAUSE we give **QUALITY** and **SERVICE**
at moderate Prices, leaving Jobbers and Dealers substantial Profits

We Fully Guarantee Our Cigars.

MANILA COMMERCIAL COMPANY, Inc.

MANILA
Philippine Islands

CIGAR FACTORY, A-4-331
Our Slogan: "Not to undersell, but to excel."

11 Water Street
New York, N. Y.

estrictions occurred in Utah. In that state a aw had been enacted making it a misdemeanor o use tobacco in certain designated public laces, such as cafes, hotel dining rooms, and n the corridors of public buildings. This law ay dormant for a year or more, no one eemingly paid much attention to it.

But suddenly there came a reaction. Several rominent citizens of Salt Lake City were placed nder arrest by a Deputy Sheriff for daring to ppear in certain public places carrying lighted igars or cigarettes. What was the result? No oner had the arrest of these citizens been nnounced than, figuratively speaking, the resi- ents of Salt Lake City arose in arms.

What was the result of the Utah action hrough which reputable citizens were haled nto jail and court like common malefactors? 'HE ANTI-TOBACCO LAW WAS RE- EALED! Never has a more salutary lesson een more effectively taught than this—that the nalienable rights of American citizens cannot afely be disregarded by short-sighted reformers ho seek to impose their wills upon others hrough the agency of laws with which the ma- rity of law abiding citizens have no sympathy, nd which they cannot respect.

The Utah fiasco proves indisputably that ublic opinion is a force with which so-called eformers must deal in future.

The Utah incident illustrates another thing f vital importance to all of us. The average merican citizen is tolerant and in the enacting f legislation affecting him often too unheed- ul. It is because of this that many revolting estrictions are placed upon our statute books. ut when the enforcement of these obnoxious aws commences and the public at large finds self within the pincers of the law, then wrath, rotest and revolt are inevitable.

The entire tobaco trade, the users of tobacco n any form, and all who love liberty and jus- ice and despise intolerance as a relic of a by- one age, owe a great debt of gratitude to the nti-tobacco reform element of Utah for demon- trating the resistless power of public opinion hen it is arraigned against injustice.

Science Again Vindicates Tobacco

Almost simultaneously with the inauguration f the new anti-tobacco activities, science once nore began to investigate. A committee of 50 cientists, under the title "Committee of 50 to tudy the Tobacco Problem," was formed and hree distinct investigations to ascertain the ffects of smoking either cigars, cigarettes or ipes were inaugurated and completed. Two f these investigations were conducted at the ohns Hopkins University, and the sum and ubstance of their findings, as a result of the irst investigation may be gathered from the fol- owing excerpt from the "General Summary" f their report:

"It is strongly indicated that the immediate ffect of smoking, both on smokers and non- mokers, is a lowering of the accuracy of finely o-ordinated reactions (including associative hought processes),"

dding, however, that,

"There is no indication that speed of com- licated reactions is affected by smoking. Nor s there indication that thoroughly mechanized eactions requiring no fine motor adjustments, re affected."

The second investigation, which, as indicated n the report, was conducted largely for the urpose of checking up the first investigation on account of the relative smallness of the ndicated effect, and the negative results of ests on certain other functions under smoking onditions," as was the case in the first tests, ailed to disclose any, but negligible, effects of moking. Thus the report says:

"The results so far, then, indicate that the immediate effects of moderate smoking (1 cigar or 2 cigarettes) vary from negligibility to slight disturbance of accuracy by the smoking; results quite in accordance with Carver's findings."

The third investigation was conducted by M. V. O'Shea, Professor of the University of Wisconsin, whose report, embodied in a volume of 258 pages, has just been published. Professor O'Shea has not only subjected tobacco smoking to most searching scientific tests, but by means of a quesionnaire addressed to "persons of distinction," "men who had attained noteworthy success" in their respective fields, he also collected an abundance of opinions based upon actual observation and experience as well as upon historical data. The result of all these researches and investigations may be gathered from the following lines which I am quoting from Professor O'Shea's conclusions:

"We cannot secure conclusive evidence, either from a study of the work of the leaders in thought and action during the past three hundred years. Some of them have used tobacco while others have not, the balance being somewhat in favor of the former.

"Leading reformers, who should be regarded as creative thinkers, have quite generally been non-smokers; but the men who have created new nations, new types of government, who have welded nations together, and who have in other ways exhibited marked creative ability have often been smokers."

In an editorial that appeared in the American Medicine, a leading Medical Journal, in August, 1920, the author said:

"The victory of the prohibition forces in America has inspired a campaign for the purification of the race in England and America on the part of a very powerful and altogether too meddlesome group of reformers who are determined to rid humanity of its most harmless **vices.**

* * *

"Of all the attempts to cope with life, to enhance it or to improve it, this is assuredly the most futile. Granted that coffee is a poison, that tea is a poison, that tobacco is a drug, few have succumbed to these poisons, and the mere handful that have injured themselves by lack of moderation should not be used as a pretext for enforcing total abstinence on the huge masses to whom these 'poisons' are a comfort and even a stimulus.

* * *

"Life is a constant battle with poisons and hostile elements. The air we breathe is laden with poisons and harmful germs. The food we eat is constantly exposed to poisons and germs. These hostile elements are inescapable, but we make little of them except when they become too menacing. Coffee, tea and tobacco have not become a menace in the lives of most of us. Indeed, there is more evidence at hand of the good than of the harm they do, except in very rare instances.

* * *

And so William J. Gies, D. Sc., professor of biological chemistry, Schools of Medicine and Dentistry, Columbia University; Max Kahn, M. D., associate in biological chemistry, College of Physicians and Surgeons; attending physician, diseases of metabolism, Beth Israel Hospital, and O. Victor Limerick, M. D., director, department of pharmacology, Brooklyn Diagnostic Institute, who have recently made a searching investigation of tobacco, have reached the conclusions that

"The habitually moderate use of tobacco is not harmful to adults.

"The moderate use of tobacco proves distinctly helpful to certain adult types.

"The habitually excessive use of tobacco may prove harmful to certain individuals. But the same holds equally true of all foods."

I can stand here for hours reading reports of scientific authorities to the same effect, but I believe it is sufficient to say that once more has science vindicated the use of tobacco. And in this connection I may point with genuine satisfaction to the significant fact that every organized attack upon our industry only brings forth an additional mass of scientific authority testifying to the harmlessness of tobacco. But do we need any testimonials? Have we not the best proof of the harmlessness, or rather of the wholesome and the beneficial effects of tobacco in the fact that the largest tobacco consuming country in the world is the leading, the greatest, the most powerful, the most prosperous and the most progressive nation in the world? I need not tell you that I refer to our own glorious commonwealth.

While our victory in this recent anti-tobacco war is almost complete, the menace has not as yet passed and is not likely to pass so long as professional agitators are able to pass their hats and collect the coin. We must, therefore, remain on guard and hold ourselves constantly in readiness for renewed attacks, if any shall come.

In closing this chapter, I cannot refrain from reporting with real pleasure that in all the Association's activities to combat the attacks, which, though ostensibly directed only against cigarettes, were in fact intended against tobacco in all forms, every branch of the tobacco industry has stood solidly behind the Association and has fully demonstrated its firm belief in the principle so aptly laid down by my predecessor, Mr. Charles J. Eisenlohr, in his address at our last convention, namely, that the tobacco industry must stand, *"one for all, and all for one."*

So-called Tobacco Cures

Attention, too, has been given in the last few years to the traffic in so-called "tobacco cures," of which quite a variety have been extensively advertised.

As vitally interested as we are in stimulating consumption of tobacco we, of course, would have no cause to complain against the selling of any preparation constituting a cure of the tobacco habit to anyone who may desire to be cured of it, nor would we find any fault with the sale of alleged cures which, in fact, do not even have a tendency to cure, but we do have a right to object to the vilification of our industry, as well as the users of our commodity, and to refute the false and scandalous statements against the use of tobacco broadcasted throughout the country, by vendors of the so-called "cures."

As a result of a mass of evidence placed before the Post Office Department against one of these "cures," the department has issued a fraud order against the concern, and in a lengthy memorandum handed down by the solicitor of the Post Office Department, he emphatically condemned that nostrum as a glaring fraud, saying, among other things:

"I find that this is a scheme for obtaining money through the mails by means of false and fraudulent pretenses, representations and promises, and therefore recommend that a fraud order be issued against the name set forth in the caption of this memorandum."

One of the facts disclosed by the testimony in that case, which is painfully amusing, is that the vendor of that "cure" in some of the literature that he used has led the reader to believe that he himself was formerly "a heavy smoker," and that he had cured himself of the habit, whereas the evidence shows that he is still a tobacco smoker.

The Government found not only that the

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

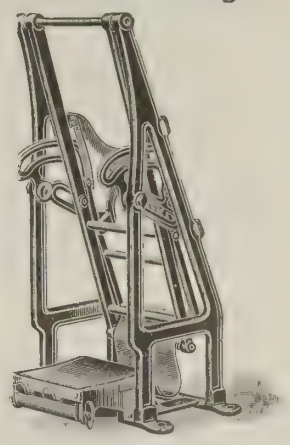
Mill-Factory and Main Office
NEW HAVEN, CONN.

-Salesrooms-

NEW YORK 25 W. 43rd St.
PHILADELPHIA 1215 Filbert St.
BOSTON 99 Chauncy St.

THE STANDARD BUNCH MACHINE

Will Cut Your Cost and Make Better Cigars



Patented

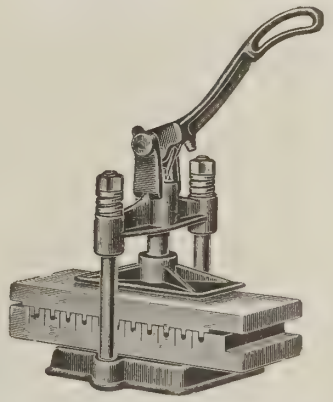
6,000,000 Cigars Daily

are made in the United States on the Standard Bunch Machine. Why not make yours on the machine that is used by the makers of the best and largest selling brands in the country. Put your cigars in the same class by using the Standard Bunch Machine which produces workmanship superior to hand work and makes a saving of 40% on Binders and 10% on Fillers.

Price $35.00 F. O. B. Detroit

Write us for particulars and free trial offer

THE
STANDARD SHORT MOLD LEVER PRESS



Patented

Features No Other Press Has

When pressure is released, the handle will remain up and can be operated with one hand. With our specially hardened springs, this Press will give all molds a positively uniform pressing, taking care of variations of thickness of the molds, and pressing the entire length of the mold, insuring an even pressure to all the bunches. Our Press weighs but fifteen pounds and occupies less space than any other press on the market.

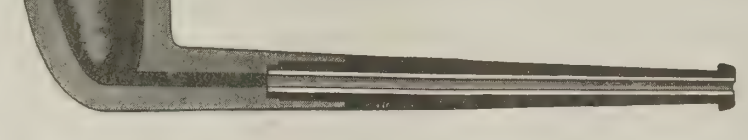
One Mold Size, Price $5.00 each
Two Mold Size, Price $6.50 each
Net F. O. B. Detroit.

Worthy of its name—STANDARD. Almost indestructible. Different in construction. The most pressing power with the least effort. Adjustable in a few seconds.

STANDARD BUNCH MACHINE CO.
3960 Chene Street
Detroit, Mich.

Duro-bit

Patent Applied for



Mouthpiece Reinforced with Aluminum Tube from tip to tip—

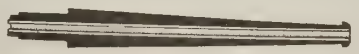
ABSOLUTELY UNBREAKABLE

WD C TRADE MARK "PLEASING TO THE TONGUE" WD C TRADE MARK

CLEAN—COOL—SANITARY



ALUMINUM IS MOLDED IN THE BIT



THE BIT CANNOT BREAK AT ANY POINT

Made in all popular shapes to retail at 50c., 75c., and $1.00

Sold In Attractive Display Assortments

WM. DEMUTH & CO., NEW YORK

WORLD'S LARGEST MAKERS OF FINE PIPES

EMANELO

Highest Grade

Conn. Shade Wrapped Havana Filled Cigars



Backed By Thirty Years' Honest Cigar Making



LAWRENCE
BARRETT

Wrapped With Finest Quality Sumatra Havana Filled

D. EMIL KLEIN CO., Inc.

438-440 E. 91st STREET, NEW YORK

"cure" does not cure, but that the statements made by the vendor against tobacco for the purpose of creating a demand for his nostrum were in themselves false and misleading.

Evidence was also placed before the Associated Advertising Clubs of the World, and they, too, issued a strong condemnation of one of the "cures" and cautioned the Press against accepting its advertisements in the following language:

"Every publication which values the confidence of its readers and its own good name should rigorously exclude this fraudulent advertising from its columns; even those periodicals which, from conviction, oppose tobacco and its use, being ill able to afford the support of their advertising space to a fraudulent nostrum of this sort."

As a result of these and other investigations, advertisements of these "cures" have greatly diminished.

Leading newspapers throughout the country have apparently come to realize the inconsistency of printing in one and the same issue display advertisements of tobacco products and disguised advertisements appearing in the form of reading matter, of alleged tobacco cures, in which almost every disease known to the medical science is attributed to the use of tobacco.

The results of these investigations seems to have enlightened publishers who are catering to none but honest and legitimate advertising as to the real character of the nostrum ads.

Legislation

The legislative branch of our operations is by far the most important, the most interesting, and the most exacting work of the Association.

You cannot fail to recall our activities in connection with the Federal Tax Bills, the Emergency Tariff Acts, and finally, the Permanent Tariff Act. You will remember the original recommendation of the Secretary of the Treasury to raise an additional $100,000,000 out of tobacco products, in spite of the fact that we are still paying the extraordinary rates of taxes imposed by the War Act, and undoubtedly you still remember the activities of our committees appearing before the tax-making powers; our popular petitions; our briefs and our memorials, and all the steps that we took in our relentless efforts to protect our industry from unbearable tax burdens. But Congressional legislation is not all with which we have to contend. It has also been our lot to watch legislation affecting our industry in the 48 State Legislatures, 42 of which always meet at about the same time.

Scarcely does a legislative season begin when interests inimical to tobacco loosen a veritable flood of anti-tobacco measures of every description. On some occasions the tobacco industry seemed to be facing a perfect epidemic of hostile legislation.

Altogether no fewer than 297 measures affecting the tobacco industry were introduced in different State Legislatures in the last three years. The range of subjects included prohibition of smoking in public places, prohibition of the use of such wholesome ingredients as licorice, sugar, etc., the prevention of teachers and others from smoking, conducting anti-tobacco propaganda in public schools, prohibitive license laws, and local options, imposition of stamp taxes and sales taxes by States; in fact, they ran the whole gamut from trivial restrictions and discriminatory taxation to absolute prohibition.

Undoubtedly the tobacco trade in every State, supported by the great army of consumers, constitutes a force sufficiently powerful to combat hostile legislation. But to set that force in motion, to render it effective, and to secure concerted and quick action, it is necessary to supply direction and leadership. This is a task of no ordinary difficulty, especially in cases, as is frequently true, where legislative measures are introduced and advanced to a point of passage before the trade or the public at large is at all aware of their pendency. It is here that the services of a national bureau with its eyes wide open, and with adequate connections in every State in the Union, becomes indispensable.

Fortunately our Association, being constantly in correspondence with leading tobacco men in every State in the Union, has always had a ready nucleus for organized activities on the part of the trade in every State where such activities were required, and it is with great satisfaction that I am able to state that our calls for action, addressed to members of our industry, in the various States involved—whether by letters, wires, or special bulletins, which were widely circularized—have always brought forth warm responses and stimulated lively activities in opposition to all hostile legislation.

What seems to be of important significance is the fact that the great burden of legislation at the recent sessions was not that of restrictive legislation, but rather of tax legislation.

With most, if not all, of the States in need of additional revenue, and looking for new sources of taxation, tobacco seems to have been the first target, notwithstanding the heavy taxation already levied thereon by the Federal Government.

It is also important to note that while in former times the cigarette alone was regarded as a prospective source of revenue, cigars and tobacco are now being considered as subjects of taxation by the States. Thus attempts were made this year to impose stamp taxes or sales taxes on cigars and tobacco as well as on cigarettes in several States, and I am happy to report that all of these bills with but one unfortunate exception have been justly killed.

It is with profound regret, however, that I am compelled to state in a tax bill recently passed in South Carolina, which imposes stamp taxes or sales taxes upon a variety of commodities, cigars, as well as cigarettes and smoking tobacco, have been made subject to the tax, making this State the first State in the Union that has imposed a stamp tax on cigars and tobacco. It is unnecessary to state that every proper effort was made, not only by the T. M. A. supported by the leading tobacco men in that State, but by all the other industries affected, to defeat this tax measure, but unfortunately all these efforts proved futile. Every proper effort will, of course, be made at the next legislative session in that State to secure the repeal of this tax, and there is every reason to hope that this will be accomplished.

What we really need in connection with State legislation is a strong, active Legislative Committee in every State of the Union, representing and looking after the tobacco interests; and I am more than hopeful that with the constantly growing membership of the T. M. A in all parts of the country, it will not be long before such committees will be functioning in every section of this country.

The Association and Its Activities

The success of the association depends upon two fundamentals:

First.—It must have members in order to be able to do things, and

Second.—It must do things in order to secure members and retain them.

In other words, it must have a solid constituency and adequate support in order to carry on needful activities, and it must carry on such activities in a satisfactory manner in order to retain its constituency and insure continued support.

It is with genuine gratification that I am able to report that the T. M. A. has achieved more than ordinary success in both fundamentals.

It has not only built up a solid constituency in every branch of the industry throughout the country, but it has earned and is enjoying universal recognition as the representative organization of the tobacco industry of the United States—as the authoritative body that speaks and acts for the industry in all matters of common interest.

We have not only succeeded in building up a great National Institution, but we have every reason to be satisfied with the association's activities and achievements, as well as with the nation-wide reputation it has established for itself as a thoroughly dependable institution.

What is particularly gratifying is that the association is not only receiving the wholehearted support of its members, but it proudly enjoys the confidence of the entire industry, for it has thus far never issued a call for support or co-operation in any of its activities without receiving cordial responses from all over the country.

As an example of the splendid co-operation rendered by the trade in the association's activities, I may cite the popular tax petition, to which about a million signatures were obtained by retailers throughout the country.

This was by no means a small task. It required 500,000 petition blanks, which were distributed among 37,000 of the country's more prominent retailers. Pasted together end to end these petitions would have attained a length of 134 miles, while in bulk, they represented 10,000 pounds of paper.

Surely the task could never have been performed without co-operation from thousands of retailers, as well as from a great many manufacturers and jobbers.

And so, in every movement or activity of the T. M. A. where popular support is deemed essential, it is only necessary for the association to issue a bulletin or a call for co-operation and it may always safely count on enthusiastic and helpful responses.

I shall not attempt to even epitomize the manifold activities of the association. Not only our members, but the trade in general is indeed fully familiar with its activities and achievements. The numberless bulletins and publications that the association has issued have served to keep the entire trade well posted in respect to all important matters affecting our industry.

What, however, I believe to be the most gratifying point in connection with all our work is the fact that we have succeeded in carrying on these vast activities without ostentation or display.

As president of the association it has been my duty as well as my privilege to make frequent calls at the association's headquarters and to keep in close touch with its activities, and I say to you in all sincerity that I have never seen an office that is conducted in a more orderly, more efficient and more modern and up-to-date manner than the T. M. A. office.

Whether members or non-members of the association I most earnestly invite you to visit the T. M. A. headquarters whenever you happen to be in New York and see for yourself the elaborateness and magnitude of this institution. You will find that every branch of the association from its Accounting Department which is conducted under the supervision of a firm of certified public accountants; its Trade-Mark Bureau which contains the records of

(*Continued on page* 48)



MILLIONS OF CIGAR PACKS

ARE MADE BY US FOR PROGRESSIVE MANUFACTURERS

Packs for Five and Ten Full Size Cigars
Packs for Ten or More Little Cigars

We will originate a design that will retain the characteristics of your cedar cigar boxes.

We will create a package that will sell the cigars in an attractive display container.

THE ROCHESTER FOLDING BOX CO.

Capacity—10 million boxes a day

ROCHESTER, N. Y.

Visconsin Tobacco Market Quiet on the Surface

espite Disconcerting Factors a Strong Undercurrent Discloses Rather Stiff Demands for Old Binders in Cases—Preparations for New Crop Are Much Delayed.

Edgerton, Wis., May 12.—The market quiet on the surface, and has been so r the past few weeks. But for a mar- t that contains the disconcerting factors loadly aired in all sections as possible, even probable, for the cigar and leaf ade for the rest of 1923, and early 1924, ery week contains its elements of sur- ise by more evidence of a strong under- rrent of a rather stiff demand for old nders in cases. Samples are being own, and lots of binders are continually ing out of first hands at prices that are t diminishing.

The national brand companies seem to in the market right along for the scat- red lots of good binders when they can had at anything like reasonable prices. hether it is because they are ready for mediate use, or other reasons, it is only ssible to guess. One very important ase, which the trade is discussing a od deal these days, is the fact that the ade is now realizing their packings of e 1922 crop contains more common, eap tobacco than they have had before. he pool's method of selling has done is. Those concerns who have not pur- ased heavily from the pool, of course t around this. But the way the 1922 op graded out, those concerns who re- d on the farmers' co-op as their source supply, had to dip deeply into the wer grades to get their allotments filled.

Cash Renting Goes On Apace

The pool cannot be blamed for this. he crop year determined the percentage the better grades. In fact, they should praised for it, as their avowed purpose to get the grower better prices for eir product. Whether it should prove tisfactory to the trade or not, is not imarily their concern. Corresponding- , then, the growers should be pleased ith their selling organization. But they e not—decidedly not. Cash renting es on at a rapid rate, and it is being eely estimated by operators in the south at the pool's total holdings of the 1923 op in the south will be diminished by is evasive method of procedure to 30 40 per cent of the 1923 crop.

In the north, cash renting is being re- rted to also. Also, news has it that one ge operator is leasing tobacco fields d hiring growers to raise tobacco for n on these fields. With all these fac- s, and with widespread discontent ong the rank and file of the growers, the crop year of 1923 promises to be fully as hectic a one as that of 1922. It will be a big crop, with a bigger independent end to it, and it also will be the crop with which many of the more tolerant pooled farmers are "going to give the pool one more chance."

Spring Work Held Up

Spring work on the new crop is still being held up by the cold, dry weather. The ground is hard and dry, and unless Jupiter Pluvius and Old Sol loosen up, the season will not be a propitious one for the coming crop. The farm labor question is in its most terrible year, with no signs of alleviation in sight. War wages on the farm are daily being eclipsed in the bidding for the meagre supply of labor.

The pooled warehouses started up last Monday, with reports of five to seven assorters at different warehouses. In Edgerton they have only six assorters, after soliciting other warehouses help on the street all week with promises of higher pay, and allowing more poundage. To the writer, the pool's ethics seem possible of criticism in those organized, if unsuccessful, methods of attempting to deprive their own customers of help needed to put up goods purchased from their own organization.

Explains Harried Letter Episode

C. E. Sweeney, local packer of great prominence and prestige, who was publicly accused by the co-op of being the author of the Ole Harried letter, published a statement in the Janesville *Gazette* refuting charges of being the originator of it. Mr. Sweeney maintains that Mr. Harried came to him in the attitude of an old friend, expressing dissatisfaction with the pool, and wanting to print the open letter condemning the pool, which was the first of a series by disgruntled growers to the press. That his work was mostly merely spelling and punctuation, and that the letter was much more moderate in expression as a result of his collaboration.

Rally Meetings Proved Fruitless

In the recent series of pool rally meetings, no new members are known to have signed. The pool officials have scouted all alleged faults of the organization, with the exception that the growers who drew down the stemming grade on their best ends of the crops, after religiously and laboriously following out the pool's stripping letter containing orders to strip their tobacco out in three or four sections, have suffered an injustice. Especially when they had delivered what the grower himself designated stemming at six and eight cents, and then delivered their "binder" end at eleven cents, and received actually less than ten cents through for the entire crop, besides the extra time and expense involved in the stripping it out into three or even four extra grades.

Fine Tobacco "Up in the Peak"

Just how the pool is going to get around this is a problem. If the pool men come around when it is hanging in the shed, and instruct the grower to strip it straight, it will make the grower howl. He will accuse the official of grading it in the shed by the lower hangers only. The grower always has fine tobacco "up in the peak" of the shed. None will believe tobacco can be graded while hanging. Also, it will take a crew of higher-priced men to grade it out in the shed than the mere sample pullers were. Then, too, with many graders, there will be bound to be a decided personal equation factor brought in, to determine the point upon which the grower's sorest spot is so touchy—his grading.

If they let it go until case weather comes around, the grower will immediately start to strip his crop, and two or three months, anyway, will elapse before all crops will be visited and enough tobacco inspected to appease the grower that an intelligent opinion of his crop has been arrived at. Then it will be the same as last year, all over again. This question will cause the pool as much worry as any single thing next year, and is apt to cause many gray hairs before it can be solved.—Badger.

Revised Inscription Schedule

The remaining inscriptions at Amsterdam and Rotterdam are scheduled as follows: Friday, May 18, Amsterdam, Java; Friday, June 1, Amsterdam, Sumatra and Borneo; Friday, June 8, Amsterdam, Sumatra and Borneo; Wednesday, June 13, Rotterdam, Sumatra; Friday, June 15, Rotterdam, Java; Friday, June 22, Amsterdam, Java; Friday, June 29, Amsterdam Sumatra and Java; Friday, July 6, Amsterdam, Sumatra and Borneo; Friday, July 13, Amsterdam, Java, and Friday, July 20, Rotterdam, Java.

Pennsylvania Tobacco Tax Bill Defeated

Harrisburg, Pa., May 15.—By an overwhelming majority in the House, the entire program of the Ways and Means Committee to raise $19,000,000 additional revenue was defeated last night. The tobacco tax bill was dropped after a vote to postpone the measure had failed by 149 to 35. As far as this session is concerned, the tobacco tax is "gone forever." Because it was dropped from the calendar without a roll call, it is impossible to reconsider the vote, as there is no record of how the votes were cast.

Crounse on the Commerce Relations Committee

Washington, D. C., May 16.—William L. Crounse, of this city, has been named chairman of the Commerce Relations Committee of the tobacco industry for the Department of Commerce.

It is understood that in the near future a letter will be sent out by the committee to the trade explaining in detail the scope of the inquiry which the Department of Commerce is about to undertake with reference to determining all the factors affecting the tobacco export trade.

It is understood that the inquiry will consist of a comprehensive survey of the international trade in tobacco, with a view of determining post-war and pre-war trends of markets, methods and costs of distribution, as well as financial practices and other pertinent facts relating to the tobacco export trade. An intensive study will also be made of about 15 of the most important foreign tobacco monopolies which control the industry in their respective countries.—Lamm.

Inter-Changing Duties

Henry M. Duys, of H. Duys & Co., sailed for Holland last Saturday on the steamer *Rotterdam*, to attend the remaining Sumatra, Java and Borneo inscriptions at Amsterdam and Rotterdam, in place of his brother, John H. Duys, who arrived in New York from Europe the same day on the French liner *Paris*, to take charge of the New York office.

Covering the West

Harry Lloyd, of D. Dreux, Inc., is covering Iowa and Minnesota this week, booking orders for high grade leaf tobaccos.

LOUISIANA FARM BUREAU PERIQUE TOBACCO GROWERS' COOPERATIVE ASSOCIATION

SALES DEPARTMENT

600 Title Guarantee Building, New Orleans, La., U. S. A.

We handle only genuine celebrated St. James Parish Perique Tobacco. Quality guaranteed. Balance of stock 1922 crop now ready for shipment. Write to us for samples and quotations.

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, MAY 17, 1923.

COMING EVENTS

Convention of the National Cigar Leaf Tobacco Association, in the assembly room of the Merchants Association of New York, in the Woolworth Building, Monday and Tuesday, June 4 and 5.

* * *

Annual convention of the Tobacco Association of the United States, at the Grove Park Inn, Asheville, N. C., June 28, 29 and 30.

DISCOURAGING MISBRANDING

Possibly more than appears on the surface now may come from the action begun by the American Fair Trade League to prevent the misbranding of cigars.

As raised, at present, the question pertains to cigars, by label or imprint, designated as Havanas.

What cigars legally are Havanas?

It would seem that cigars made in Havana, Cuba, have an unquestioned right to be regarded as Havanas.

For more than a century, cigars have advertised the city of Havana, Cuba's capital and metropolis. Whithersover civilization extends, good cigars are associated with Havana, by name and origin.

Since De Cabanas established the first cigar factory there in 1804, the reputation of cigar manufacturers has been upheld in Havana.

How far the genius of an artist may be expressed in a cigar, how near to perfection an expert may come in blending tobacco, what care may be taken to insure high quality, cigar makers in Havana long have shown.

However, at times, by war or untoward conditions of commerce, manufacturing might be impeded or exportation retarded, prestige was maintained and long established high standards of production were not lowered.

To some extent associated with government regulation, cigars exported from Havana are guaranteed to the limit, unquestionably, by *costumbre del pais,* by strict adherence to practice that virtually is unwritten law, by trade conditions, by circumstances peculiar to Cuba and by unfailing co-operation of all concerned in manufacturing and selling.

Tariff of $5 per pound on tobacco of every description makes it entirely unprofitable if not practically impossible to bring any foreign grown tobacco into Cuba.

Therefore, of necessity, as well as from choice, all tobacco used in the manufacture of cigars in Havana must be exclusively a product of Cuba.

Every box of cigars exported from Havana must bear a Cuban government stamp attesting that the cigars are "products of Cuba."

If, on inspection prior to exportation, the cigars should be found unworthy, or of quality not creditable to Cuba, attaching of the stamps would be stopped and export consequently not allowed.

While Cuban government regulations regarding the export of cigars pertain almost entirely to the use of the export stamp, additional regulations apparently are not required because all manufacturers, actuated by enlightened self-interest and pride in their business, undeniably are maintaining standards, determinedly.

Because Havana cigars coming into the United States must pay duty (at the rate of $4.50 per pound and 25 per cent ad valorem, less a differential of 20 per cent allowed on all imports from Cuba) cheap Havana cigars are automatically kept out of this country by the tariff law.

To the excellence of tobacco grown in Cuba, the fame of Havana cigars is largely due. Soil and climate, in favored districts of Cuba, are admirably adapted to the production of tobacco. But not entirely to the natural advantages of the land, can be ascribed the continued success of Cuban tobacco growers. Experience, skill, especial knowledge, shrewd judgment, assiduous labor, painstaking care and unremitting attention are required to bring tobacco crops to approximate perfection. In Western Cuba, for generations, the *vegueros* have specialized in growing fine tobacco. All the advantages and efficiency of scientific farming are added to native comprehension of what is needed to induce the tobacco plant to impart superlative desirability to its leaves.

By utilizing tobacco of the better grades grown in Cuba, by employing proficient workmen skilled in making cigars according to the Spanish method, by using the judgment and care demanded in accredited Cuban factories, it is possible for a manufacturer in the United States to produce cigars that rival the finest Havanas in quality.

Such cigars, generally known to the trade as clear Havanas, have been made in this country since 1866.

Cigars in this class, in "the sixties," were sold as imported Havanas and only a few smokers were able to detect the difference.

But no self-respecting manufacturer cared, then, to be known as a maker of imitations.

By establishing brands, by building up reputations, fortunes were made. The good repute of the old time "clear Havanas," manufactured in the United States, endures to this day.

Between the "genuine imported" Havanas and the so-called "legitimate clear" Havanas, made in Tampa, Key West or elsewhere, most smokers can choose without prejudice or difficulty. Both cigars may be exceedingly good.

Yet precedents, alone, do not create rights. Nor does a long prevailing trade custom amount to much, if it becomes contrary to law.

How is the smoker guided in buying cigars? Is his choice restricted by the price? In picking and choosing, can he depend on his knowledge of brands? Does he trust to luck? Do colors or shapes appeal to him? Does he judge principally by appearances? How far is he influenced by what the salesman says?

It all depends on the individual. Humanity is divided into many groups. Mental attitudes of prospective buyers are as various as the diversity of human nature. One man knows exactly what he wants. Another is undecided, never quite certain, always vacillating.

Things that promote contentment and peace of mind are more desirable than a bit of silver. If a man's days may be made happier and his nights more restful by the expenditure of a few dimes at a cigar store, why shouldn't he spend the money?

A cigar may bring solace; it may cause satisfaction; it may increase contentment; it may confer pleasure; it may alleviate pain; it may assist ill temper to disappear; it may induce unhappy thoughts to flee; it may relieve fatigue; it may help to obtain desired composure; it may enable a man to better endure the horrors of war; it may make peace seem sweeter; it may add to comfort; it may encourage mental effort; it may be soothing, gratifying or stimulating; it may offer consolation, inspiration, hope and joy.

The law that penalizes misbranding surely is for the protection of the public.

Let the label tell.

On their own worthiness, cigars of every kind and brand should be sold.

Merit proclaims itself.

Each man according to his taste can buy the sort of cigar he likes.

There should be neither confusion nor deception pertaining to markings on cigar boxes.

If the label is misleading, if a deceitful statement is imprinted on a cigar box, if through improper misrepresentation a smoker is persuaded to buy what he doesn't want, the offense seems tantamount to obtaining money under false pretenses. Fraud should be punished.

A cigar isn't bought to be looked at. The brand, according to the manufacturer's reliability, is a guarantee of the pleasure a cigar will confer.

To the effect that the cigar is a joke or a fake, information obtained while smoking does not add to the smoker's enjoyment. Neither does any practice that suggests unfairness or deceit assist to promote enduring trade.

In the cigar industry, real prosperity will not be retarded by rigorous efforts to stop misbranding.

When smokers have a better understanding of what they are buying, trade will increase.

Sometimes, the law has teeth.

If enforcement of the law will discourage or stop the misrepresentation that is associated with "long shotting," the dependable manufacturers and dealers will obtain better protection from the worst sort of competition.

Cigars are not improved by untruthful labels. Whatever its origin or composition may be, let a cigar be described honestly and sold on its merits.

The dependability of his brands should be the most carefully guarded asset of a cigar manufacturer.

GETTING MORE MEN INTO STORE

There are two methods by which the cigar store can increase its sales and make more money.

First—It can increase the average amount of goods sold to each individual customer.

Second—It can get more men into the store and thus by "exposing" itself to more sales, make more sales.

The first method is the harder of the two for it involves super-salesmanship on the part of the sales force, a high tension about the store at all times and a forcing of goods on the customers which, eventually, may react against the store and keep men away instead of bringing them to the establishment.

The second method, in addition to being easier to put over, also offers the greater possibilities because there is a limit to the quantity of goods that can be sold on the average to each individual customer no matter how intensive the salesmanship may be, while there is practically no limit to the number of men that may be brought to the store by various forms of advertising, publicity and promotion work.

Since, then, this second method is the best for the tobacco store owner to adopt in going after more business, let us look at some of the ways by which more men can be brought into the store and after enumerating some of the best methods for doing this let us examine the specific ways and means by which each individual method is to be best put over.

These best ways of getting more men into the tobacco store are as follows:

A.—Staging special displays, exhibitions, etc., in the store which will arouse the interest of the men and make them want to come to the store and see what's going on.

B.—In addition to giving the results of ball games and other events in which men are in-

erested, showing pictures of the events, inside he store on the same placards on which the re-ults are given.

C.—Getting men to vote on various proposi-ions that are of interest locally.

Almost nothing is done by many stores oward the staging of special displays and ex-ibitions, etc., and yet this method of getting eople into the store is a tried and true plan hich is used with good effect many times year by the average department store. The verage department store is constantly putting n style shows and special parties and events f one sort and another for the purpose of etting more people into the store and there's o reason in the world why the tobacco store an't do something along the same line with qually good results.

One show which might be staged by the obacco store inside the establishment with plendid results in the way of getting more eople into the store would do in putting on a isplay of old-time pipes and pipes of various inds which are in the possession of local eople. It would be an easy matter to get the oan of these pipes from the folks who had hem and to then put them in a rack on the all of the store in a safe place where they ould be seen without being handled or stolen. he local people who would have such pipes ould be some of the older folks who had been round the world a bit and these people would e mighty glad to get their pipes into such an xhibition. Of course with each pipe shown n the exhibition there should be a liitle card iving the name and address of the owner and, erhaps, giving something of the history of the ipe if the history was particularly interesting.

This sort of an exhibition could be played up y the store in its advertising and exhibition ould be sure to get a lot of attention and bring ore men into the store.

Again the establishment could stage a show, nside the store, of old-time relics from the early days of the city. These relics could be secured for the purpose from some of the older residents of the city and each relic when displayed in the exhibition should carry a card giving the name and address of the owner.

Shows and displays and exhibitions of this sort would make the store tremendously interesting to many men and so would be sure to get more men into the establishment and help business just that much.

The second method, that of using pictures of sporting events as well as the reports of sporting events, appeals to the interest which every person has for pictures of affairs upon which a lot of attention has been showered. Pictures are never failing in getting more attention for the show windows in which they are displayed and it is certain that they will get more attention for the stores in which they are exhibited.

Pictures of sporting events could be secured from the local newspaper offices and from local people who have cameras. Each picture displayed in the store should carry the name of the person taking it, if a local amateur was the cameraman, and should also, if possible, give the names of the people appearing in the picture and describe the action going on in the photo.

The display of sporting event pictures in the tobacco store would be a certain method of adding greatly to the interest felt by the average man in the store and so would be a sure method of getting more men into the store and "exposing" the store to more sales, thus enabling it to make more money.

The third plan of getting men to vote on various matters of local interest has never failed. whenever tried by a tobacco store, in getting more men into the store and in making more money for the store.

Here are some of the things on which the men may be asked to vote by means of cards printed up and provided for the purpose and deposited by the voters in a convenient box after expressing their opinions in the spaces provided on the cards for the purpose:

Whether or not a local golf course should be established by the city and be operated free of charge.

Whether or not the limitations on down-town parking should be extended and if so how far and for what periods.

Whether or not the city should go ahead and buy more land for use as parks.

And so on.

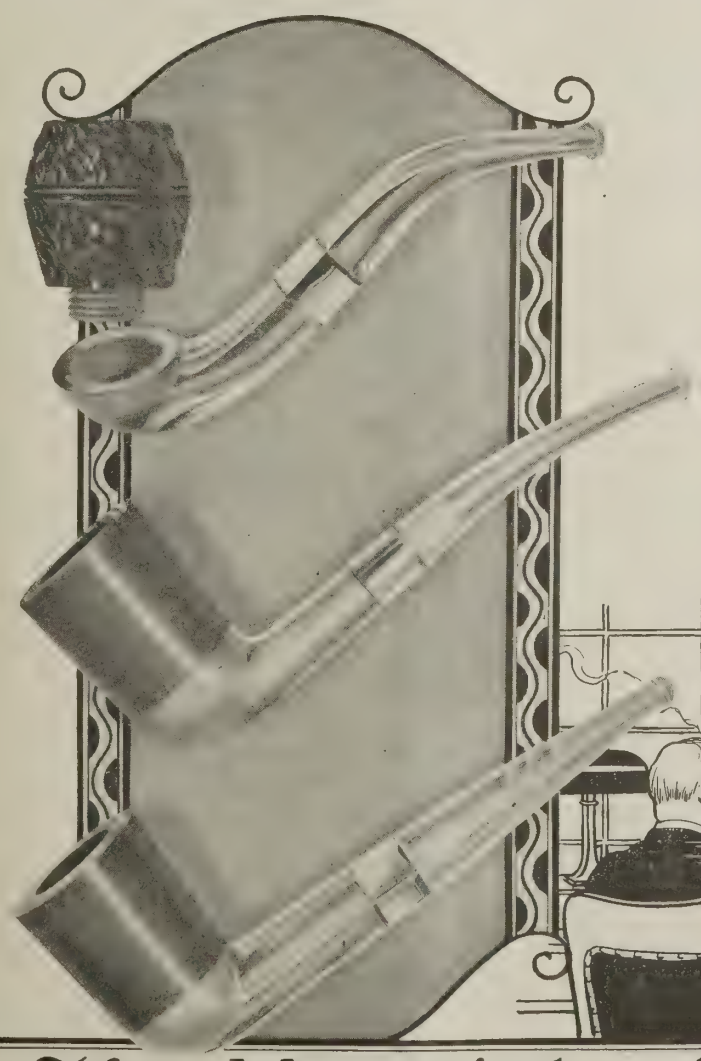
Only topics should be chosen in which there is a great deal of public interest and the voting should be done only infrequently, as too much of it would kill the interest in the thing.

GOOD WORK IN PENNSYLVANIA

The State Legislature did a good piece of work last night when it dropped the Alexander "luxury" tax from the calendar. The bill, which had been amended to affect only cigars, cigarettes, chewing gum and tobacco, did not even get to a vote, the opposition was so overwhelming.

As pointed out last evening this bill, if enacted, would have worked thinly veiled discrimination against this county, where the State's tobacco industry is centered. All of the local representatives were lined up against it, and they had practically the unanimous support of members from the agricultural districts. The framers of the bill expected that it would be supported by the big cities, but their hopes were baseless, for the city members were well aware of the unpopularity of any so-called "luxury" tax, and in addition they were reluctant to aid legislation which so clearly placed an unfair burden upon one locality.

The revenue raisers will have to turn their attention elsewhere. The tobacco tax proposition is dead.—*Lancaster (Pa.) New Era.*



Pipes that appeal to Particular Smokers

It takes an unusually good pipe to meet the exacting ideas of the pipe smoker of today. His pipe must have "class"—must be made of materials that are inherently beautiful.

Pipes with clear or cloudy amber stems of genuine Bakelite or Redmanol phenol resin have an appeal that makes them easy to sell to all pipe smokers.

Our national advertising is constantly adding to the prestige of Bakelite and Redmanol—is building up an insistent demand for pipes and holders bearing these trade-mark names.

Have your jobber show you this quick selling line.

BAKELITE CORPORATION
Address the Divisions

"A Satisfied Smoker is your Best Customer"

Divisions of BAKELITE CORPORATION

BAKELITE
General Bakelite Co.
8 West 40th St. New York

Condensite
Condensite Co. of America
Bloomfield, N. J.

REDMANOL
Redmanol Chemical Products Co.
636-678 West 22nd St.
Chicago, Ill.

The Material *of a* Thousand Uses

Class "A" Cigars

Anyone Can Sell "Gold Dollars" for Ninety Cents. A Real Salesman Turns Ninety Cents Into a Gold Dollar!

In Which Class Do You Belong?

CIGAR SMOKERS

Are demanding a high grade five cent cigar. Are you prepared to meet this demand at a profit to yourself?

PROGRESSIVE MANUFACTURERS

Are meeting the problem by using automatic machinery. Low production costs mean returning prosperity for the cigar manufacturer.

BE UP WITH THE LEADERS

Are you keeping abreast of the times? "Machine Made" means "Clean Made." Your cigars will look better, smoke better and cost less than your competitor's.

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Detroit Trade Still Affected By Price Cutting

Legitimate Tradesmen Labor at Disadvantage—Manufacturers and Jobbers May Have to Intervene to Curb Conduct of Cut-Throaters—Live Trade Topics.

DETROIT, Mich., May 12.—The cut-raters are still cutting 'em from both ends and the middle. I believe it is up to the manufacturers and jobbers to co-operate for the purpose of finding some means of curbing the cutting of prices on cigars and cigarettes. It is not fair to the legitimate dealer, with the present high rents, salaries, etc., to allow conditions, such as are prevailing in Detroit at the present time, to continue. Profits to the retailer at the best are none too great, and it is only in doing a volume of business that they can hope to have the balance on the right side of the ledger when the day's work is over.

I do not allude to the cut-rate to the man who is forced to go out of his way, which he must in a great many instances do, in order to save a penny or so on a cigar, but the ridiculous cuts that are being made when some of the cut-raters are actually selling cigars at the price the dealers are forced to pay for them and who must be encouraged by some jobber who surely sells them at a price that is lower than is made to a legitimate dealer.

I have no hesitancy in saying this condition prevails right here in Detroit, and if the jobber is not broad enough to realize that this is far from being fair treatment. then it is up to the manufacturer to step in and take a hand, both on cigarettes and cigars. Otherwise the time is not far distant when the retailers will be forced to protect their own livelihood by discontinuing the handling of such brands.

Three States are Large Consumers

There has been much activity the past few weeks around the headquarters of El Moro Cigar Co. Mr. Penrose, general sales manager, tells me the factory is on capacity production, with standing orders from jobbers in Michigan, Ohio and New York States taking the entire output.

Sol Smith Russell cigars (Wm. Legge & Co.) are moving at a great pace these days. Local dealers report the demand for this popular smoke increasing daily.

Van Dam cigars, manufactured by Tunis Johnson, Grand Rapids, Mich., are going well in this market, in all sizes.

Joe Muers' Swift cigars are moving at a fast pace these days. Claude E. Howell jobs this smoke in Detroit, and reports all sizes big repeaters.

Meeting with Success

The Chancellor cigar, jobbed in Detroit by John T. Woodhouse, is one of the most popular Sumatra wrapped cigars in this market. Harry Parr, the American Cigar Co.'s Michigan ace, designs all of his own advertising, which is always original and carries plenty of punch.

High Powered Line

Bayuk Bros.' high powered lines, Prince Hamlet, Mapacuba, Philadelphia Hand Made, Havana Ribbon and Chas. Thompson, are going stronger than ever. Each month business shows a fine increase in volume.

Eddie Hosley, representing the Bernard Schwartz Cigar Corp., is doing some splendid work on R. G. Dun cigars in the downtown section. Eddie is a live wire and knows how to find the contact points which get the business. Previous to joining the sales force of the Schwartz Corp., Eddie was connected with Bayuk Bros., in the Michigan branch, for a number of years, and in his capacity of salesman became widely acquainted and well liked by the downtown trade.

J. D. Walsh, with Tobacco Products Corp., is bucking the line hard these days and getting big results. Melachrino and Natural cigarettes stand higher in the estimation of smokers of high grade cigarettes than ever before. Many beautiful window trims of Melachrino and Natural cigarettes are to be seen throughout the city.

Potpourri smoking tobacco, a product of the J. S. Pinkussohn Cigar Co., Charleston, S. C., is becoming very popular with pipe smokers who like something just a little bit better than the average, and in Potpourri they are getting a tobacco that is one of the finest. It is stocked by all leading cigarists and clubs throughout the city.

Tuval cigars, made by Marcelino Perez & Co., are popular in Detroit with discriminating smokers. Mort Hammer visited us this week and found the welcome sign hanging out as it always does when he arrives. The only trouble is he doesn't stay long enough.

Matt Behrman returned to Detroit this week after making his initial trip through the State of Michigan as representative of the Mazer Cigar Mfg. Co. Matt reports the demand strong for all Mazer products and opened several new accounts.—JIM.

Featuring the Elm and the Manhattan Cigars

Attractive window displays throughout Brooklyn provide visual evidence of the campaign that the Central Cigar Manufacturing Co., of New York, have just inaugurated to put their Manhattan and Elm cigars over in the Metropolitan market. The Central Cigar Manufacturing Co., who are nationally known as the producers of the famous Na-Bocklish cigars, have recently greatly augmented their city sales force, and at the present time ten men are making an intensive canvas of the Brooklyn market.

More than 200 new Manhattan accounts were opened last week in Brooklyn, and Willard G. Stanton, the recently appointed sales manager of the company, predicts that inside of a month the Manhattan and the Elm will be on sale in practically every retail stand in Brooklyn. The company is planning an extensive advertising campaign behind their initial distribution, which will include bill posting, street car cards, newspaper advertising and specialty work directly to the consumer.

The Manhattan, which the Central Cigar Manufacturing Co. confidently expects to make its leading seller, is a full Havana filled, Sumatra wrapped cigar, and is being put on the market in three sizes and six popular shapes priced at 10 cents, 2 for 25 cents and 15 cents straight. The company's long experience in the cigar manufacturing business, and their unusual success with the Na-Bocklish assures the smoker that in purchasing the Manhattan he will be securing the finest cigar that can be made for the price asked.

The Manhattan has sold exceptionally well outside of New York, and is ranked as one of the leading sellers on the Pacific coast, where the house is represented by the National Tobacco Co. The campaign in Brooklyn is the first organized attempt that has been made to introduce the brand to the Metropolitan smokers, but initial successes secured last week have already assured the company of a cordial reception for a brand that has a real New York flavor.

Gans Bros.' Affairs

In the United States District Court, Justice Knox assented to the discharge of the equity proceedings of the old firm of Gans Bros.

Ralph M. Gans, of the old firm, has received power of attorney to dispose of the assets for a friendly disposed creditor who has purchased them. He is to turn over the new corporation, which is to be formed shortly, all the good will, rights and titles and brands of the old firm of Gans Bros.

In the course of a week or 10 days, a new corporation will be formed, with which Asa Lemlein will be connected.

Sails for Porto Rico

Javier Alonso Riera, president of the Combate Tobacco Corp., of San Juan, Porto Rico, who has been on an extended visit to New York, sailed for Porto Rico last Saturday on the steamer *Ponce*.

Cleveland Trade Has No Outstanding Complaints

Goddess of Business Escapes Severe Criticism—Price-Cutting Deserves Censure—Cigarettes Suffer as Result of Poor Business Methods—Some Improvements Noted.

CLEVELAND, Ohio, May 12.—The month of April saw no great change in conditions pertaining to the tobacco industry around Cleveland. Business kept coming along on an even keel and there have been very few dealers about town who have any complaints to make with the way the Goddess of Business Fortune has treated them. Price conditions have not been of the best and there have been many remarks about the deplorable cutting war waged by a very few. Cigarettes only have been the subjects of these price cutters' activities and the small margin of profit on this article have led many to take in a large and assorted specialty line on which the margin of profit makes it worth while to handle. Sporting goods, razors, cards, shaving creams, candy, soda, etc., have been but a few of the many articles that dealers have seen fit to place and which, in a great many instances, have been slowly but surely replacing the cigarette as a profitable commodity. A fine improvement has been noticed in the arrival of shipments and dealers now have no fears as to their being unable to supply all their customers with all they need. On the whole, April was an ordinary month with business conditions fair and with a slight improvement over the preceding month in a good many instances.

Pleased with Trade

R. N. Paris, salesmanager of the Manchester Cigar Co., of York, Pa., dropped in on us this past week. Paris was greatly enthused over the fine way in which Havana Cadets are going over on the Fifth City market. No store has a complete stock without a large supply of this brand.

Selling Plenty

Met Bill Oberfell downtown the other day. Bill who hustles orders for the A. L. Ehrbar Cigar Co., tells me that he never saw the time when he could land more orders than he can right now for El Productos and Cincos. Both of these standard brands are amongst the most popular in their respective classes.

For Mazer Cigar Co.

Jake Mazer, active head of the Mazer Cigar Co., and J. M. McKinnon, superintendent of the Columbus factory branch, spent the past week in the Fifth City. Both spent a great deal of their time around the Baer-Wolf Co., distributors of the fast selling Detroit Hand Made cigar. This brand is going along like the proverbial house on fire and sales and repeat orders keep mounting up day by day.

A Hot Pace

El Roi Tans are maintaining a hot clip in the local sales race. The Seidenberg product is well supported by its local representative, R. J. Williams, who is working in conjunction with the George B. Scrambling Co. sectional distributors. "Big league" advertising campaigns have made the Roi Tan even more popular in the eyes of the many smokers through here.

Back in Harness

A. D. Goodman, head of the A. D. Goodman Co., got back in town the other day after a short vacation jaunt to Mount Clemens. Mr. Goodman was in the best of health and spirits after his trip to the resort and was feeling even happier than when he left to find that Websters, T. R.'s, Farraguts, etc., were hitting along at even a higher rate of speed than when he left.

A Caller

J. B. Annis of the firm of Gradiaz, Annis & Co., was a caller in town this week. Don Julians are popular with smokers of quality cigars and the new Don Julian Kits are meeting with lots of calls.

Jimmy and His Car

Jimmy Rowen made a fine "appearance" as he "strutted" in his new car down Euclid Avenue the other day. The popular salesmanager of the A. D. Goodman Co., has received many congratulations on his ability to pick out a good-looking machine and this time he quite outdid himself. I don't want to mention the name of the car but these new Willys-Knight sport models make a fine appearance.

Gratified with Business

Sam Gates of the Webster Cigar Co., was a visitor in town this week. Sam gets here quite often and every time he comes he is more enthused over the fine way Cleveland smokers are taking to Websters and Farraguts. The A. D. Goodman Co., keeps the retail stores in this neighborhood supplied with the Webster product.

Pipes

Charles Houpt spent a few days in town this week getting orders for the fine line of pipes and smokers' supplies made by S. M. Frank & Co., of New York. The Frank pipe is a thing of beauty and all stores carry this as a valuable addition to their line of fast selling pipes.—HERB.

Tobacco Products' Earnings

Tobacco Products Corporation earnings for the first four months of this year show a remarkable growth. In this period earnings totaled $2,012,000, including dividends, as compared with $450,000 in the corresponding period last year, before Retail Stores had been acquired. These earnings are sufficient to pay the preferred dividends of the corporation for three and a half years. The corporation's present volume of business is running at a record-breaking rate.

Visiting Keystone State

Harry S. Rothschild, of Cullman Bros., big tobacco house, is visiting his Pennsylvania clientele this week.

Confers with Chiefs

L. F. Muller, Philadelphia representative of Cullman Bros., visited New York this week to confer with his chiefs.

Investigating Leaf Market

Walter Sutter, of the Walter Sutter Co., of Havana, Cuba, is studying the leaf situation in New York this week.

Kohlberg, Gonzales Co.

Kohlberg, Gonzales Co., of New York, has been incorporated, to grow and deal in tobacco. Capital stock, $250,000.



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A Lamppost holds the match box.
Two additional ash trays on the large tray.
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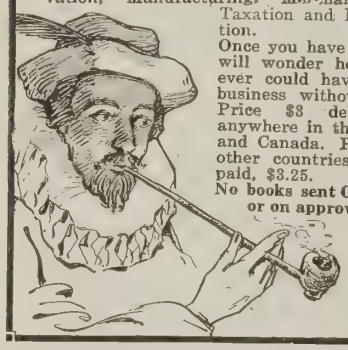
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Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.	75	80
American Cigar Co. Pfd.	88	92
American Mach. & Fdy.	125	150
Bayuk Bros. Com.	50	58
Bayuk Bros. 2nd Pfd.	112	..
Bayuk Bros. 1st Pfd. (wi)	99	102
British-Amer. Tob. Co.	20	22
Eisenlohr & Bros., Com.	69	73
Eisenlohr & Bros. Pfd.	95	105
Geo. W. Helme, Com., new	55	60
Geo. W. Helme Pfd.	110	115
Hav. Tobacco Com.	..	½
Hav. Tobacco Pfd.	..	1½
Imperial Tobacco Co.	20	22
International Cigar Mach.	55	60
Johnson Foil	80	100
J. S. Young Com.	105	110
J. S. Young Pfd.	105	..
MacAndrews & Forbes Com.	130	134
MacAndrews & Forbes Pfd.	98	101
Mengel Co. Com.	30	33
Metropolitan Tobacco	80	105
Patterson Bros.	15	16
Philip Morris	16½	18½
Porto Rican A. T. Co.	78	90
Porto Rican A. T. Scrip.	80	..
R. J. Reynolds "A"	117	125
Schulte Retail Stores	88	89½
Schulte R. S. Pfd.	116	122
Tobacco Prod. Export.	5½	5¾
United Cigar Stores	175	210
Universal Leaf Com.	111	114
Universal Leaf Pfd.	99	101
United Profit-Sharing	5¼	5¾
U. S. Tobacco Com.	54	55
U. S. Tobacco Pfd.	105	110

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	140	143
American Snuff Pfd.	93½	96
American Sumatra	26	27
American Sumatra Pfd.	53⅝	59
American Tobacco	146	147
American Tobacco "B"	145½	146
American Tobacco Pfd.	102	102¼
Consolidated Cigar	27	29
*Consolidated Cigar Pfd.	73¼	76
General Cigar	84¼	86
General Cigar Deb. Pfd.	105¼	107¼
General Cigar Pfd.	107½	108½
*Liggett & Myers	185	210
*Liggett & Myers "B"	188	210
*Liggett & Myers Pfd.	112	114
Lorillard, P.	157¾	159
Lorillard, P. Pfd.	112	114½
Tobacco Products	55¼	55½
Tobacco Products Pfd.	107	108
Tobacco Products "A"	80¾	81⅛
United Cigar Pfd.	110	114
United Retail Stores	76	77

*Ex-dividend.

Porto Rican-American Revise Plans

Under date of May 10, President L. Toro sent a letter to the stockholders of the Porto Rican-American Tobacco Co., of which the following is a copy:

"Your Board of Directors on the 13th of March, 1923, adopted certain resolutions calling a special meeting of the stockholders and recommending that the charter of the Company be amended increasing the authorized capital stock; the conversion of the present stock of the Company into seven per cent cumulative preferred stock; the issuing of a like number of shares of common stock without nominal or par value and disposing of the latter without first offering it to the present stockholders.

"Some of the stockholders strongly insisted that the right to take the non-par common stock should be given to the stockholders in proportion to their holdings of the present outstanding stock.

"Out of deference to the views of the stockholders opposing the plan, your Board of Directors reconsidered and rescinded the resolutions calling for a Special Meeting of the stockholders and definitely abandoned the plan, and in lieu thereof they are now proposing the new plan evidenced by resolutions of the Board adopted on May 3, 1923, a copy of which is set out in the notice herewith enclosed calling the Special Meeting of stockholders on May 31, 1923. Amongst other things, it appears from these resolutions that the Board recommends that the charter be amended so as to authorize the increase of the capital stock of the Company, the same being all of one class, by adding thereto 100,000 additional shares designated as Class B common stock without nominal or par value or voting rights, and that there be offered to the present stockholders one share of Class B common stock at $25.00 per share for each share of the present stock held by them, respectively. It is deemed but proper that you be advised that the entire surplus of the Company has been consumed. It is of great importance that necessary working capital be provided, and it is for the purpose of raising the same that the Company is seeking to sell an additional amount of stock of the Company.

"Due to the several bad years experienced by the Company, mainly attributable to labor conditions in Porto Rico, your Company, as you will recall, sought and secured in 1921, at a time when there was great stringency in the money market, a loan of $3,000,000, for which it issued its Ten Year Gold Bonds at the then prevailing high rate of eight per cent interest. There was a provision for a sinking fund, through which up to the present, something more than the required number of bonds have been purchased and retired. The bonds are redeemable at any semi-annual interest due date. We submit that the Company should be relieved as quickly as is practicable of continuing to carry the burden of interest on these bonds. Besides, your Company needs additional working capital for the general expansion of its business and especially for the purchase of the present crop of tobacco, which is of good quality. To the extent it can acquire tobacco of the present crop at fair and reasonable prices, it is thought to be good policy to invest in the same, to the extent of the needs of the Company.

"It is the hope and desire of your Board of Directors that the stockholders will appreciate the conditions and promptly respond to the notice of the special meeting of stockholders to consider and act upon the resolutions of the Board."

Special Meeting May 31

The notice referred to by President Toro, was signed by Secretary H. Catlin, and reads as follows:

"To the Stockholders of Porto Rican-American Tobacco Co:

"Notice is hereby given that a special meeting of the stockholders of said company will be held at the company's principal office, 15 Exchange place, Jersey City, N. J., at 11 o'clock A. M., on Thursday, May 31, 1923, for the purpose of considering and acting upon the following resolutions adopted by the board at a meeting held on the 3rd day of May, 1923, and for the transaction of such other business as may properly come before the meeting:

"'Resolved: That it is advisable and for the best interest of the company to so amend the certificate of incorporation and increase its capital stock as that:

"'(1) In addition to the present authorized capital stock of 100,000 shares of the par value of $100 per share, all of one class (hereinafter referred to as Class A common stock only for the purpose of differentiating it in these resolutions from the proposed new common stock denominated Class B Common stock), there be authorized an issue of 100,000 shares of Class B Common stock, without nominal or par value and without voting power, which the board of directors may issue in their discretion in whole or in part to the holders of Class A Common stock as a stock dividend, or offer to them the right to subscribe for same, or otherwise dispose of in accordance with law. Said Class B common stock shall enjoy the privileges and be subject to the further following restrictions and conditions:

"'(a) That when and not until cumulative dividends of seven per cent shall have been paid upon Class A common stock there may be paid dividends in the aggregate equal to $7 per share on Class B common stock for the fiscal year. As to all further dividends that may be declared for the fiscal year, Class A common stock and Class B common stock shall share equally, share and share alike.

"'(b) Upon dissolution of the corporation, or upon final distribution of its assets, and after the payment of its debts, Class A common stock shall be redeemed at par with accumulated divi-

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dends, if any, if the assets of the corporation, including surplus and accumulated profits, are sufficient; if the assets are not sufficient, then all said assets or their proceeds shall be distributed ratably among the holders of Class A common stock. If the assets are more than sufficient for such redemption, all remaining thereafter shall be distributed ratably amongst the holders of said two classes of common stock.

"'(2) The board of directors may issue any authorized and unissued Class A common stock and Class B common stock, or either, at such times, respectively, and on such terms as in its discretion may seem best and in accordance with law, and upon issuance of Class A common stock the holders of Class B common stock shall not have any preferential right to receive or subscribe for the same.

"'(3) In order that any other class of stock may be authorized, not only the consent of those holding two-thirds of the issued and outstanding shares of Class A common stock shall be given, but as well the consent of those holding two-thirds of the issued and outstanding Class B common stock.

"'FURTHER RESOLVED: That a special meeting of the stockholders be and the same is hereby called to be held on the 31st day of May, 1923, at eleven o'clock A. M., at the principal office of the company, 15 Exchange place, Jersey City, N. J., for the purpose of considering and taking action on the foregoing resolution for the amendment and increase of capitalization of the certificate of incorporation of the company and that due notice of such meeting be given and that upon obtaining the assent in writing and the approving vote of the stockholders of the company as required by law, the certificate of incorporation be amended and the board of directors be authorized and empowered to issue stock as hereinabove provided.

"'FURTHER RESOLVED: That in the event of the certificate of incorporation being amended and the capital of the corporation increased as hereinabove provided, the board of directors be empowered to forthwith give to the holders of Class A common stock the privilege of subscribing and taking one share of Class B common stock for each share of Class A common stock held by them, respectively, in consideration of $25.00 per share.'

"In the event of your being unable to be present at the meeting, you the requested to kindly sign and return the enclosed proxy immediately. The proper revenue stamp will be affixed by the company."

American Can Co.

All indications point to a record year for American Can Co. Sales so far have been well ahead of those of the corresponding period of 1922 and crop prospects are excellent. Any estimate of 1923 earnings at present is premature as the company's season of largest earnings is in Summer and early Fall.

Profits from the manufacture of munitions were not the greatest benefit American Can received from the war. The conflict brought home to all the necessity of conservation of food resources and permanently increased the demand for food containers.

American Can inaugurated dividends at a 5 per cent rate on its $41,233,300 common stock last November. If the promise of the present is fulfilled, stockholders will probably get larger returns later this year. However, the management does not look favorably on the suggestion of a stock dividend.

American Can is unusually well supplied with working capital, this item standing at over $37,000,000 at the close of last year. Cash and security holdings on January 1 were $18,927,445.—*Wall Street Journal.*

Eisenlohr Dividend

PHILADELPHIA, May 12.—The directors of Otto Eisenlohr & Bros., Inc., have declared the regular quarterly dividend of one and three-quarters (1¾%) per cent. on the outstanding preferred stock of the corporation, payable June 30, 1923, to stockholders of record at the close of business June 30, 1923.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign.
Demand....4.62⅞ Cables.....4.63⅛

FRANCE—Par 19.3 cents per franc.
Demand....6.67 Cables.....6.67½

ITALY—Par 19.3 cents per lira.
Demand....4.86 Cables.....4.86½

BELGIUM—Par 19.3 cents per franc.
Demand....5.75 Cables.....5.75½

GERMANY—Par 23.8 cents per mark.
Demand.. .0022½ Cables... .0022½

AUSTRIA—Par 20.3 cents per crown.
Demand.. .0014⅛ Cables... .0014⅛

DENMARK—Par 26.8 cents per krone.
Demand...18.78 Cables.:..18.80

GREECE—Par 19.3 cents per drachma
Demand....2.25 Cables.....2.28

HOLLAND—Par 40.2 cents per florin.
Demand...39.08 Cables....39.12

HUNGARY—Par 20.3 cents per crown.
Demand.. .0190 Cables... .0190

NORWAY—Par 26.8 cents per krone.
Demand...16.34 Cables....16.36

SPAIN—Par 19.3 cents per peseta.
Demand...15.22 Cables....15.24

SWEDEN—Par 26.8 cents per krona.
Demand...26.65 Cables....26.67

SWITZERLAND—Par 19.3 cents per franc.
Demand...18.04 Cables....18.05

CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.
Hongkong—
Demand...54.63 Cables....54.75
Peking—
Demand...77.875
Shanghai—
Demand...74.13 Cables....74.25

PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.
Demand...49.875 Cables....50.00

JAPAN—Par 49.8 cents per yen.
Demand...49.13 Cables....49.25

ARGENTINA—Par 42.44 cents per Argentine paper dollar.
Demand...36.13 Cables....36.18

BRAZIL—Par 32.45 cents per paper milreis.
Demand...10.35 Cables....10.40

Detroit Hand Made



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Packed in Wood
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For Gentlemen of Good Taste
SAN FELICE
2 for 15c

Two Good CIGARS
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10c — 2 for 25c — 15c
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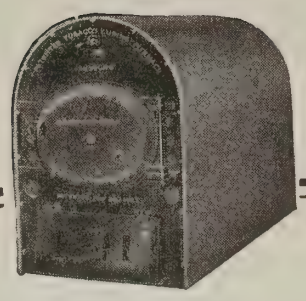
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Another reason why tobacco growers are so enthusiastic about the JOHNSON PATENT TOBACCO CURING FURNACE is that it's

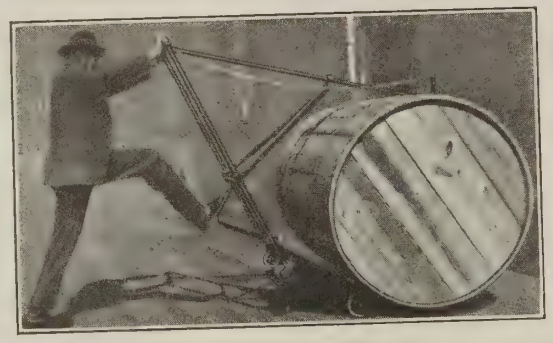
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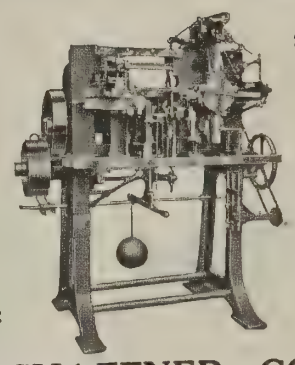
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Write for Prices

Where Profit for the Tobacco Grower Is Found

Justice Hickey Submits Proof That It Pays to Raise Quality Crops—A Showing of What Can Be Done in the Connecticut Valley Even in an Adverse Year.

HARTFORD, Conn., May 14.—The rewarded tobacco grower isn't lazy. Nor is he a careless man. Success, in tobacco culture, doesn't come by chance. Prosperity, such as the tobacco farmer has, usually, is deserved. Hard work, incessant care, unremitting attention to details, full knowledge of what must be done, experience, energy and shrewdness are good excuses for any extra money a tobacco grower can get. Advantages of soil and location may be nullified by failure to do the proper thing at the right time. A financial penalty attaches to each error of judgment. Neglect is costly. Mistakes are destructive. In tobacco growing, opportunities to lose coin constantly are presented. Whether ephemeral or otherwise, the beneficence of favorable weather, occurring opportunely, includes most of the luck a grower reasonably may expect. Given sunshine and rain as desired, untouched by hail and frost, a tobacco crop is an attestation of what the farm and farmer are.

For the use of his land and for his labor, time and expenditure, the returns to the farmer, at most, in fortunate years, are not too great, considering all his outlays and what risks he has to take. The compensation of the tiller of the soil seems inadequate indeed when crops are poor or prices are low.

Admittedly, the farmers cannot control the weather. Neither may human beings, however active or gifted, hope to be absolute masters of all circumstances. To a certain extent, though, the tobacco grower can make his crops more profitable.

What a thing should sell for, may be a matter of opinion. Values fluctuate according to supply and demand. The worth of an article, partly, depends on the condition of the market.

Merit appeals. Excellence creates enthusiasm. Desirability induces the buyer. Quality and reputation assist in fixing a price.

More than any other farm product, perhaps, tobacco is associated with reputation. Especially is this true of tobacco used for cigar purposes. To obtain good repute as a tobacco grower, a farmer must prove his dependability. He should show aptitude and good judgment. His product has to be above the average. The higher his tobacco is graded, the better his reputation will be.

In endeavoring to obtain more per acre, in trying to improve the quality of their crops, in seeking to produce a higher percentage of superior leaf, tobacco growers in the Connecticut Valley are working to financial advantage, particularly in upholding reputation.

Quality pays. How desirable it is to grow tobacco that will grade high, not all of the farmers fully realize. But they are learning. They have object lessons.

The Connecticut Valley Tobacco Association, an aggregation of 3,322 growers, is telling the world that prosperity for the tobacco farmer is dependent on quality and yield. In its disbursements to members, the association reiterates the statement.

In selling "sun grown" crops co-operatively, the association is handling tobacco strictly on a merit basis.

The "sun grown" tobacco, principally Broadleaf and Havana seed, produced by farmers who belong to the association, is no longer sold "by crops," but on the grade and pool basis. After the individual member's tobacco is sweated and graded, it goes into a pool and loses its identity. The grower's compensation corresponds exactly to what he puts in the pools.

Though, because of weather conditions the 1922 "sun grown" tobacco crop of the Connecticut Valley was not so large or good as usual, some of the growers who exemplified careful methods, were able to show results, especially satisfactory.

At Easthampton, Mass., the yield of a fifteen-acre field of Havana seed went to an association warehouse and was graded as follows:

	Pounds
Light wrappers, 20″ up	3,23
Medium wrappers, 22″ up	4,16
Dark wrappers, 20″ up	9,23
Seconds, 16″	18
Seconds, 18″ up	5,65
Brokens (case)	91
Fillers (case)	1,24
Loose leaves (case)	14
	24,78

Another illustration of what can be done, even in a bad year, is given by Justice Levi M. P. Hickey, of East Hartford, Conn.

Justice Hickey reports a nine-acre field of Broadleaf grown at South Windsor, Conn. and handled by the association. The crop that, after being thoroughly graded, was found to contain:

	Pounds
Light wrappers	2,2
Medium wrappers	1,8
Long seconds	2,6
Short seconds	1,1
No. 2 seconds	9
Dark wrappers	1,9
No. 2 dark wrappers	1,4
Brokens (case)	
Brokens (bale)	
Fillers	1,0
	13,7

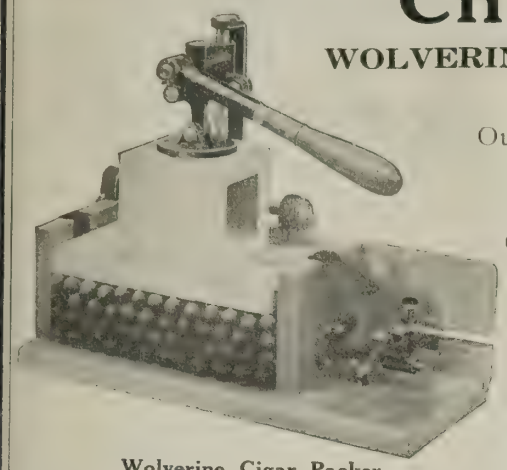
For what he put into the association pools, from his fifteen-acre field of Havana-seed tobacco, the Easthampton grower received as a first payment $915, a sum equivalent to $327 per acre. Concerning subsequent payments the Easthampton farmer may obtain, Justice Hickey says:

"Assuming that the tobacco goes through the sweat sound, it will bring

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They won't crack wrappers.
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Wolverine Bunch Breaker

the basis of the prices at which the bulk of the Havana seed has already been contracted for, between 50 and 55 cents per pound in the bundle. This means that the crop will have to sell for 10 cents, in addition to that, in order to pay off the overhead for assorting, packing, etc. It is needless to say that this type of grower is getting more money out of his crop than he ever dreamed possible before."

For his nine-acre field of Broadleaf, the South Windsor grower got, from the association, as a first payment, $2,504, "after paying off the entire association overhead, at the rate of 8 cents per pound, amounting to $1,015. If this crop comes through the sweat sound, as it probably will, the return to the grower, on the basis of the probable Broadleaf market prices, will be between 50 and 55 cents per pound bundle weight. When it is possible to average over 50 cents per pound in the bundle for brokes, fillers, as well as the upper grades, the grower certainly has no kick coming."

While the presented examples may not be typical, they do prove what success practical farmers can achieve growing tobacco in the Connecticut Valley, even in a year so unpropitious as 1922 was.

Whether his tobacco field represents two acres or a larger area, every tobacco grower has a financial incentive to strive for the production of a quality crop.

Whatever the variety or strain of his tobacco may be, if he wants to succeed, it's up to him to do all he can to have that tobacco grade high. For, according to the excellence of his crop, he may hope to be rewarded.

Surely it pays to raise quality tobacco in Connecticut. And the inducements to grow superior leaf are equally alluring in every other tobacco district.

Wherever he may be, the grower who is distinguished as a producer of tobacco that grades high, almost without exception, is a substantial man in his community. He is looked up to, his achievements are cited, his reputation inspires pride. He gets by, all right.

But sorrow camps at the door of the farmer whose crops range from indifferent to poor.

Failures occur because of inability to perceive how necessary quality production is to success.

By unwillingness to take the extra pains required to obtain a superior product, many growers deprive themselves of opportunities to get better prices.

Too many farmers owe their troubles to scorn of new-fangled methods, disinclination to attempt betterments, disregard of approved methods and dislike for up-to-date procedure.—NUTMEG.

The Dominican Crop Much Diminished

WASHINGTON, D. C., May 16.—According to a report from Consul W. A. Bickers at Puerto Plata, Santo Domingo, the prospect of a record tobacco crop in the Dominican Republic this year, which was predicted in a previous report, will not materialize.

A very large acreage was planted under favorable conditions and a crop of forty to fifty million pounds was forecast, but heavy freshets in February and tobacco pests have done much damage to growing plants and have materially reduced the yield. The effect of these two setbacks was small in comparison with the heavy damage caused by the drought, which has prevailed since the last of February until the present time.

If the drought continues, the yield will probably be as low as fifteen million pounds, while under the most favorable conditions the crop will not exceed twenty-five million pounds.—LAMM.

To Open Cigar Factory

FARGO, N. Dak., May 10.—Sam Saressin and H. Goldberg are to open a cigar factory here.

Burned Out

MADISON, Wis., May 12.—Hawley-Wiedener Cigar, pool hall, etc., 200 Lakeside street, burned out.

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100	15 cents each
250	14 " "
500 or more	12 " "

Includes Printing on Glass or Metal.

Choice of Five Colors. **Send for Sample.**

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The only
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built for economical results and service

WHAT IT DOES
Cuts damp tobacco. Cuts 2500-3500 lbs. per day. Cuts uniform. Is adjustable to different sizes. Consumes little space and power.

WHAT IT DOES NOT DO
Does not choke up.
Does not tear or drag the leaf.
Does not make over 1-10% dust.

Made in two sizes.

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IT PAYS TO HAVE UP-TO-DATE INFORMATION. READ TOBACCO

Havana Tobacco Market Almost at a Stand Still

Sales of Old Crops Practically Nil, Except Some Transactions in Remedios Botes to Cigarette Factories at High Prices—No Competition in Vuelta Abajo.

HAVANA, May 10.—There is hardly anything to report about sales of tobaccos of the last and other previous crops, except some transactions in Remedios Botes sold to local cigarette factories at very high prices. For a pretty large quantity of old Botes, of the 1920 crop, $20 per qq and more were offered in vain. This shows, that prices for new tobaccos are expected to be much higher than last year.

In Vuelta Abajo many of the Havana Almacenistas have started to buy and by today more than half the crop of this section is said to be sold and mostly received. The prices paid are rather high and it is strange that the Havana packers, almacenistas, being able to operate without any competition of American and foreign houses, allowed prices to reach such a high limit, more so, as they recognize and admit, that the proportion of upper grades, especially 14as, will be very small this year. Certain houses, who started buying early, have operated favorably and by the end of this month several packings will start. So far, only a few lots of Hoja Semilla and Libra de Pie came to Havana. Of these grades, some Libra de Pie were sold at $55 per quintal, a very good price. For the Hoja Semilla around $30 per qq are asked. Vuelta Abajo Colas will have to bring from $35 to $40. The quality of the tobacco is reported to be a good one and pretty heavy.

In the Remedios section, due to the dry weather, most of the farmers were not able to pack their tobacco in pile and as every farmer has the highest pretensions, almost nothing has been sold. One American export-house bought a few small Vegas at $34 to $37 per qq and another firm offered for a large and good Vega in vain, $40 per qq. At similar prices and even a little lower, we will again have prices like they were at the beginning of 1920, and partly higher perhaps, just according to the scarcity of one and the other grade. There is very little animation in Vuelta Arriba. All packers went out there to look at the tobacco and came back without having bought or compromised a single leaf. Nearly all of them confess that the prices asked make business next to impossible, and several of them dropped this section, increasing their purchases in Vuelta Abajo and Semi Vuelta. Under such circumstances it will be undoubtedly the best policy to let the farmer pack, as, without having the slightest idea whether the North and South American trade can or will pay such prices, it will take quite some nerve to go in and buy on speculation. A fact is, that there is nothing left in our market, and besides this, there is and will be quite some demand, but, notwithstanding all this, can the foreign manufacturer afford to pay such enormous prices? Many packers will not very easily forget 1907 and 1920!

The cigarette factories have raised their prices for cigarettes from 5 cents to 7 cents, which is nothing compared with the much higher prices for cigarette material. Stripping scraps, not the best class, were sold from $26.30 per qq, and there seems to be a great demand, as several brokers and buyers are looking for this class.

Today a circular was sent around the tobacco trade announcing the sudden death of Don Manuel Fernandez Mendez, one of our old packers at Monte 139. The funeral services were held today. Our sympathy goes out to the bereaved family, and especially to his sons, Juan and Angel, his successors.—GALLO.

On Hail Insurance

WESTFIELD, Mass., May 12.—Joseph Alsop addressed about 100 local tobacco growers at the city hall last night on "Hail Insurance." Members of the local district, affiliated with the Connecticut Valley Tobacco Growers' Association, were present.

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Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Esperanza —*May 8*

Czarnikow, Rionda & Co.....4 cases

S. S. Mexico —*May 9*

	Cases
Park & Tilford	9
Grosvenor Nicholas & Co.	6
C. A. Pattengil	1
British American Tobacco Co.	8
Alpers & Mott	4
B. Wasserman Co.	5
A. J. Billin & Co.	3
G. S. Nicholas & Son	2
Markland & Reed	5

S. S. Calamares —*May 14*

Park & Tilford.....5 cases

S. S. Siboney —*May 15*

	Cases
Grosvenor Nicholas & Co.	16
Park & Tilford	10
B. Wasserman Co.	7
G. S. Nicholas & Son	2
Carr Bros.	1
Alpers & Mott	1
United Cigar Stores Co.	10
D. A. Schulte, Inc.	2
Central Union Trust Co.	32
Charles & Co.	2
W. Goldstein & Co.	3
N. Y. & Cuba Mail S.S. Co.	36

Cigars and Cigarettes from Cuba

S. S. Mexico —*May 9*

	Cases
Central Union Trust Co.	24
United Cigar Stores Co.	12

Tobacco from Cuba

S. S. Mexico —*May 9*

	Bales
J. Bernheim & Son	250
A. R. Grossman's Sons	120
S. Ruppin, Inc.	40
Stern-Mendelsohn Co.	402
Cruz Bros.	28
Yocum Bros. (Reading, Pa.)	47
	Barrels
F. W. Cox	33
S. Rossin & Sons	65
T. D. Downing & Co.	106
Waitt & Bond (Newark)	236
E. Rosenwald & Bro.	25
Maurice Winter & Co.	13
Bayuk Bros. (Philadelphia)	49
S. Ruppin, Inc.	48
M. A. André	67
S. L. Goldberg's Son	11
J. V. Lago	2
Hinsdale, Smith & Co.	256
H. Neuberger	18
Lichtenstein Bros.	104
New York & Cuba Mail S. S. Co.	25
	Packs
J. Bernheim & Son	90
Congress Cigar Co. (Philadelphia)	35
S. Rossin & Sons	12
L. Meitz	5
Waitt & Bond (Newark)	15
Maurice Winter & Co.	1
Yocum Bros. (Reading, Pa.)	39
New York & Cuba Mail S. S. Co.	14
To Order	25
	465

S. S. Ebro —*May 11*

Bernard Judae & Co.....245 bales

	Packs
Consolidated Cigar Co.	88
Sanderson & Son	90
Stern-Mendelssohn Co.	55

S. S. Calamares —*May 14*

American Cigar Co.....175 bales

	Barrels
S. Ruppin, Inc.	20
American Cigar Co.	71
United Fruit Co.	289 packs

S. S. Siboney —*May 15*

	Bales
Greenhall Bros.	3
J. Bernheim & Son	150
S. L. Goldberg's Son	45
I. Kaffenburgh & Sons	200
S. Rossin & Sons	14
H. Duys & Co.	9
Stern-Mendelsohn Co.	158
S. Ruppin, Inc.	16
	Barrels
Greenhall Bros.	19
D. Emil Klein Co.	10
Waitt & Bond	150
Strouse & Holzman	25
Stern-Mendelsohn Co.	34
L. Cantor	15
	Packs
J. Bernheim & Son	65
Waitt & Bond	10
Strouse & Holzman	15

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This new departure has been made for the man who wants a FRAGRANT, VERY MILD AND FULL-FLAVORED CIGAR.

MADE IN SEVEN SIZES:

Tuxedos	10c	Perfectos	2 for 25c
Deliciosos	10c	Invincible Finos	2 for 25c
Londres	10c		
Club House	15c		
Invincibles	15c		

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Manufacturers of Clear Havana Cigars Exclusively

KEY WEST, FLORIDA

La Mas Fermosa—Comal—Magnetica

E. A. Kline & Co.	55
Gallagher & Ascher	20
Bayuk Bros.	53
Stern-Mendelsohn Co.	12
Consolidated Cigar Corp.	32
To Order	262

Cigars from Porto Rico

S. S. Maracaibo —May 8

Infanzon & Rodriguez ..... 6 cases

S. S. Ponce —May 10

	Cases
Porto Rican-American Tob. Co.	248
United Cigar Stores Co.	257
Infanzon & Rodriguez	8
Royal Bank of Canada	2
Villar, Lanza & Co.	9
I. Lewis Cigar Mfg. Co.	13
M. Madera	3

S. S. Philadelphia —May 14

	Cases
United Cigar Stores Co.	69
Porto Rican-American Tob. Co.	89

Tobacco from Porto Rico

S. S. Ponce —May 10

	Bales
Porto Rican-American Tob. Co.	166
M. A. André	39

	Barrels
M. A. André	45
Villar, Lanza & Co.	3

S. S. Philadelphia —May 14

	Barrels
Durlach Bros.	232
Bosch Bros.	33
Selgas & Co.	20
American Cigar Co.	411 packs

Tobacco from Rotterdam

S. S. Volendam —May 12

	Bales
Irving National Bank	45
Hinsdale, Smith & Co.	49
Bayuk Bros. (Philadelphia)	78
Herzog & Sarluy	10
Manus, Muller & Co.	45
Cullman Bros.	111
Consolidated Cigar Corp.	52
A. Bornholdt & Co.	23
H. Duys & Co.	195
L. Schmid & Co.	25
W. Van Doorn	29

Tobacco from Glasgow

S. S. Columbia —May 8

Grosvenor Nicholas & Co. ..... 5 cases

Tobacco from Southampton

S. S. Berengaria —May 11

R. H. Macy & Co. ..... 1 case

Tobacco from Antwerp

S. S. Belgenland —May 11

E. J. O'Brien ..... 1 case

Tobacco from Salonica

S. S. Hog Island —May 12

To Order ..... 2,140 bales

Tobacco from Piræus

S. S. Hog Island —May 12

To Order ..... 4,714 bales

Tobacco from Manila

S. S. William Penn —May 11

J. Streavig ..... 340 bales

Cigars from Manila

S. S. William Penn —May 11

	Cases
H. W. Peabody & Co.	25
S. Frieder & Sons	16

Cigars from Colombo

S. S. Suverie —May 12

To Order ..... 6 cases

Cigars from Hamburg

S. S. Dungeness —May 14

Baldwin University Co. ..... 1 case

Cigarettes from London

S. S. President Polk —May 9

Faber, Coe & Gregg ..... 5 cases

Cigarettes from Porto Rico

S. S. Ponce —May 10

Porto Rican-American Tob. Co. . 3 cases

Tobacco and Cigarettes from Glasgow

S. S. Columbia —May 8

Alfred Dunhill ..... 23 cases

Tobacco and Cigarettes from London

S. S. Menominee —May 11

Park & Tilford ..... 2 cases

Cigarette Paper from Genoa

S. S. Dante Alighiera —May 9

Losiza & Co. ..... 50 bales

Cigarette Paper from Antwerp

S. S. Belgenland —May 11

P. J. Schweitzer, Inc. ..... 25 cases

Cigarette Paper from Havre

S. S. Paris —May 12

Rose & Frank ..... 15 cases

Cigarette Paper from Barcelona

S. S. Montserrat —May 14

To Order ..... 20 cases

Snuff Tobacco from Palermo

S. S. Dante Alighiera —May 9

Cusimano & Co. ..... 15 cases

Pipes from Havre

S. S. Lafayette —May 8

	Cases
A. Oppenheimer & Co.	6
D. A. Schulte, Inc.	16

S. S. Paris —May 12

	Cases
Interocean Forwarding Co.	7
To Order	14

Pipes from London

S. S. President Polk —May 9

D. A. Schulte, Inc. ..... 1 case

Licorice from Catania

S. S. Italy Maru —May 9

To Order ..... 100 bags

S. S. Skiensfjord —May 12

To Order ..... 250 bags

Gum Tragacanth from Constantinople

S. S. Hog Island —May 12

To Order ..... 25 cases

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MILD—AROMATIC—SWEET

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Main Office: 1181 Broadway, New York

Tampa Tidings

TAMPA, Fla., May 12.—Francisco arcia, head of F. Garcia & Bros., con- ary to custom, was not with us this st winter. Late information, however, that he will shortly pay his Tampa ctory a visit. Notwithstanding the iiversal slack demand for clear Hav- as, his F Garcia retains its hold on the iblic.

This is also true of the clear Havana e put out by Villazon & Co., who re- rt no falling off in demand.

Enjoy Good Demand

With Arango & Arango, their Don ebastian and Don Pancho are spreading er the East and West like oil on the aters. There is no let-up in the de- and for these favorites, and Geo. W. ocking is kept very busy on his rounds. ikewise Senor "Pancho" Arango is ept on the go 'twixt Tampa and his bacco warehouse in Havana, feeding af to his factory. He is back in Tampa is week.

Louis Mistretta of the Big 4 Cigar Co. finding ready sale for his Tampa istom House, put up in cans. A 50,- 0 lot to one customer this week. icago, Milwaukee, Cleveland, Cincin- ti and St. Paul take about all his tput.

The recent campaign of J. B. Annis Gradiaz, Annis & Co., over the East d Middle West shows good results, d Leo Gottsegen, in charge of the ampa factory, is kept busy supplying e demand. Don Julian continues to a favorite.

H. L. Diaz, superintendent of the cal factory of the Preferred Havana obacco Co., goes to New York next eek.

A. H. Caro, southern salesman for A. ntaella & Co., has been visiting Tampa, d has again hit the trail. Optimo goes sy in his territory.

Sails for Havana

Jorge Leon sail tomorrow for Havana secure a larger supply of the fragrant af that makes Hoyo de Cuba and San- artin y Leon so popular. Jorge is now viding his time between Tampa and avana while Secretary Rollins does the casional scouting East and West, and good effect. He has recently re- rned from Kansas City and interme- ate points, bringing in generous orders.

A. L. Cuesta, Sr., to Leave Soon for Spain

A. L. Cuesta, sr., and family of No. 800 South Willow street, will leave shortly for the Cuesta home at Santander, Penamellera, Panes, Spain, for the summer months. They expect to return to Tampa about September 15.

Indorse Tobacco Station

QUINCY, Fla., May 12.—The Florida-Georgia Tobacco Growers' Association in a recent meeting, endorsed the work of the local tobacco experiment station, which was made possible by an appropriation of $30,000 made by the legislature two years ago.

That fund is practically exhausted by the construction of a laboratory building and other expenses, and an appropriation of $20,000 for the next two years is now being asked of the present legislature. In view of the importance of the work being done in the matter of plant breeding, disease and insect control, etc., it is believed that such an appropriation will be favorably considered.

A Huge Purchase

Jacob Mazer, of the Mazer Cigar Manufacturing Co., of Detroit, visited New York early this week. Mr. Mazer recently purchased a large consignment of fancy Sumatra wrappers from E. Rosenwald & Bro., consisting of more than a thousand bales, and representing a value of $1,300,000, including duty.

Off to Havana

Following the T. M. A. convention, Alfredo Selgas, of Selgas & Co., is scheduled to leave Washington for Tampa, and thence to Havana, Cuba. He expects to return to New York towards the end of the month.

From Louisiana

George C. L. Mayer, of P. D. Mayer & Sons, cigar manufacturers, of New Orleans, was among the prominent out-of-town visitors to New York this week.

Down in Florida

John L. Fielding, of Cullman Bros., is visiting Tampa, Fla., this week, in the interests of the Cullman organization.



In Perfect Condition

BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.

MADE BY
RACINE PAPER GOODS CO., Racine, Wis.

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THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

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Telephone John 2821

Connecticut Growers Anxious About New Crop

Severe Weather Still Retarding Development of Plants—Field Preparations Going Forward Despite Unreasonable Temperature—Old and New Conditions.

HARTFORD, May 12.—The tobacco plants have not grown much during the past week, due to cold weather and lack of sunshine. On a couple of nights the temperature went down to freezing point and stayed cold all the day, while a few flakes of snow were noted in East Hartford. Farmers are anxious. However, they have been taking advantage of the cool weather by plowing and preparing their fields for the time when the plants are ready. Precaution is being taken by most of the growers to dust their seed beds, and all the known precautionary measures to stamp out "wildfire" are also being taken.

A few of the growers have still got some of their 1922 crop hanging on the poles. Some growers are busy assorting, and, unless another damp spell comes along the work of packing the 1922 crop will soon be completed. The warehouses will be closed after the work is done.

The headquarters of the Connecticut Valley Tobacco Association present a busy scene. A large clerical force is engaged in making out the gradings of the tobacco that has been packed, and sending out first payment checks. However, it will take at least another week to finish the work. As yet, it is not definitely known how soon prices will be made on the Broadleaf tobacco, but it is rumored that they will be fixed within the next few weeks.

Sales of Havana seed have been very satisfactory, and within a short time it is expected that the Association's notes on this department will all be paid off. From present indications it appears likely that the second payment will be made during July and the final payment during August. However, the Broadleaf section will come along with its payments later, as much of the Broadleaf will be natural-sweated, and will not be ready for sampling for some time to come. Some sales have been made of Broken, No. 2 Seconds, Fillers and Loose Leaves, from the Broadleaf, at satisfactory prices, and shipments have already been made.

It is understood that the cigar manufacturers of the country will shortly be notified of the time when the Broadleaf will be ready for the market, and invited to look over the samples, and make their purchases. As the work of grading the green samples is progressing, many banner crops are being found. The percentage of fine tobacco is much larger than was anticipated and the growers who produced the crops are naturally gratified. The Broadleaf has been classified and packed in the following types: John Williams, Hockanum Broadleaf, Roberts, Barber and Bantle seed.

Hail Insurance Plans Explained

Meetings are being held in each of the tobacco districts to explain the new hail insurance policy decided upon for the coming season, which is different from the policy used in former years. The policy, as presented, will be issued at a rate of $24 per acre on a $300 basis, in effect June 1. This rate applies only to Association members' crops, and a certain acreage must be signed up before the policies become effective. Canvassers are being appointed in each district to personally present the proposition to each individual member for his approval or disapproval.

Fertilizer manufacturers are finding that the Association is of much assistance to them in collecting their bills and in one month over $60,000 was turned over to them.

In agreements with other sections of the tobacco industry, the growers are coming to the conclusion that the seasons have materially changed during the past decade, and that the production of a crop of tobacco is a greater problem now than ever. Thirty to forty years ago the use of glass was unknown on seed beds, and usually the only protection that the seed beds had was to be covered with brush. The beds, received comparatively little attention other than weeding and occasional watering. Despite this condition, the plants were thrifty stock, and when transplanted, would come right along, unless destroyed by the cut worm.

The average yield was from 1,800 to 2,000 pounds to the acre, the work of assorting was done on the farm, and the grades were wrappers and seconds. Much of the tobacco was assorted on the stalk before it was stripped. It is true that the prices received in those days were low, but to offset the low prices, the cost of production was less and help could readily be engaged at prices ranging from 75 cents to $1.25 per day, with the working day from 10 to 12 hours.

Seasons and other conditions have gradually changed, and although commercial fertilizers are now being used almost exclusively, the weight per acre has greatly decreased. There are many theories advanced as to why the weight has decreased, for the leaf seems to grow to a sufficient size to expect a large weight. Some experts wonder if the constant use of the land has anything to do with it and others suggest that too much commercial fertilizer may be used.

Growers are now confronted by many hazards not known years ago. Bad storms have become more frequent, labor is becoming scarcer each year, and the spread of wildfire is making the growing of tobacco still more hazardous. Scientific experts are gradually solving the soil, fertilizer, and wildfire problems, and are doing much to overcome some of the conditions.

Porto Rican Samples Ready

Pedro Costa, leaf tobacco dealer, of 98 Water street, returned from Porto Rico last week, where he found the new crop very good and the prices rather high, but despite these conditions, purchased several hundred barrels. Samples are now ready for inspection.

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UP TO A STANDARD NOT DOWN TO A PRICE
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Virginia's Warehouses Practically All Closed

Season Permanently Ended and All Active Participants in Auction and Co-operative Markets Shift the Scene of Their Activities—The 1922 Crop a Money Circulator.

New Canton, Va., May 12.—Practically every tobacco warehouse in Virginia, co-operative and auction, has been permanently closed for the season, and buyers, handlers, bookkeepers, graders, and managers are taking vacations, or have gone into other business until the Fall opening, the dates to be determined later. It may be said conclusively that the last selling season was one of the best, everything considered, that was ever known in the Virginia dark belt, and all parties seem satisfied with results. Growers are particularly well pleased with the prices allowed by the association and the amounts paid in cash by the outside buyers; and it is generally stated in business circles that more money was put into circulation by the marketing of this crop than has ever been done by any crop in central Virginia. This, too, taking into consideration the fact that one payment of the Co-operative Association remains as yet undistributed. Just when the money will come the growers have no idea; when it comes it will generally be considered to be an "extra" or bonus outside of the usual price of tobacco.

Plan Unusual Crop of Dark Tobacco

Growers in the dark belt are preparing for an unusual crop of tobacco this Summer. Activity in this line is measured by the amount of fertilizer which is being distributed from every small town, city, and railroad station throughout the territory. Everywhere trucks and wagons are taking the product from the cars out to the farms where preparations are in the making for planting. It is interesting to note that very large quantities of high-grade material is being used. In most cases the 3-8-3 goods are being bought and will be used liberally. Many large growers have come to the conclusion that it pays to use from 600 to 1,200 pounds of fertilizer to the acre under all circumstances, and small growers seem determined to use the material up to the utmost resources.

Complain of Plant Shortage

It is as yet too early to tell anything definitely about the coming crop. Just at this time there is widespread complaint about the plantbeds, which many say are fairly ruined by insects. This is nothing unusual, however, as every year this cry comes up. Still, owing to the cold weather, insect pests have been unusually active and plantbeds have suffered materially. Just why insects are worse during a cold, damp Spring, the entomologists have to tell us; but the fact is established. One traveling fertilizer man who recently visited New Canton stated that considerable areas of tobacco lands in the southern tier of counties would be planted in cotton and other crops, owing to the failure of the plantbeds. As the middle section of the state is usually two or three weeks behind the southern counties, it is as yet too early to say that any considerable amount of tobacco land will be given up to corn, hay, or truck crops. Central Virginia is far too cold for cotton and too heavy of soil for peanuts.

Interest Centered on Suit

Tremendous interest centers here in the coming trial (as reported here) of Dr. Garland Lightfoot Morriss, of Buckingham, Va., who is to be prosecuted by the Tobacco Growers' Co-operative Association for selling his tobacco crop to the auction people last Winter. It is stated here that the trial will be held at Buckingham, a town 20 miles south of New Canton, next Tuesday, Aaron Sapiro to be the prosecuting attorney and John L. Lee, of Lynchburg, perhaps the ablest criminal lawyer in Virginia, the defending attorney. Dr. Morriss is one of the most prominent and prosperous citizens of the county, a man of ability and vast influence. Early last Fall he severed his connection with the association, which he had joined, and, it is alleged, assisted in the opening of an auction warehouse in the town of Dillwyn, selling his large crops of tobacco there.

It is predicted here that a crowd of five thousand tobacco growers will be at the trial to hear the oratory of the famous lawyers on each side.

The *Tri-State Tobacco Grower,* the organ of the Co-operative Association, has adopted the policy of printing advertisements, and the number for May is a large one with a number of widespread announcements of fertilizers, seeds, farms, and other things connected with country life and farming. This number of the paper contains much material upon the subject of the recent "victories" of the association in the courts of North Carolina, and prints in full the opinion of Chief Justic Clark, which was handed down on April 11. One sentence is quoted prominently: "The Co-operative system is the most hopeful movement ever inaugurated to obtain justice for and improve the condition of farmers."

The election of the twenty-two directors of the Co-operative Association is scheduled to take place in a town of each district at noon on May 12, exactly the moment when this paragraph is being written; and naturally this writer does

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A. C. MONK & CO., Farmville, N. C.
A Large Supply of Leaf Tobacco Always on Hand.
We buy all grades Bright Tobaccos, Virginias, Darks and Burleys, Steam and Natural Season. Samples Furnished.
Branch Factories: Wilson, N. C.; Wendell, N. C.; New Bern, N. C.

not know who is being elected and "what he signs of promise are." Suffice it to say that many are on the anxious bench just about now when the clocks are striking high noon. Really and soberly, however, it does not matter materially to the association members just who is elected. It is assumed that all the candidates are men who will answer all the purposes of the association.

Regarding the general surroundings of the dark tobacco business of central Virginia, it may be said: Business in general is good; stores are selling goods at rather above the usual rate, largely for cash. The banks are in good shape, with money on hand to lend; and any tobacco grower who has any standing whatever can be financed through the year if he so desires.

The rather unusual product, sumac, a wild plant that grows in the woods and fields, is in high demand this year, with high prices offered, and nearly every tobacco receiving warehouse in this section will temporarily be turned over to the sumac people for weighing, storing and packing the leaves of the sumac. Many small farmers and tobacco growers gather this material in July and August, the hot Summer months, and sell it at the uniform price of one dollar a hundred pounds. Many small tobacco growers get more for sumac than they do for their tobacco crop, all things considered. Many thousands of dollars will no doubt be put into circulation here as a result of the sumac activity this year.

A number of large tobacco growers are planting large commercial apple orchards. This means that for the first four or five years of the apple trees' life tobacco will be grown between the trees. It is generally considered that nothing whatever is better for a young orchard than tobacco. The cultivation of the crop leaves the land in perfect condition, free from weeds, grass or anything which interferes with the growth of the trees. Frequent cultivation causes the trees to grow while the roots are getting much of the high-grade fertilizer used under the tobacco plants. The stalks of the plants, disintegrating, serve to repel the hosts of insects which in these days do such damage to apple trees. Clarence O. Davidson, Dr. Boatwright, Plummer F. Jones, A. L. Pitts, Percy Baker, and other tobacco growers are among those recently registered for new or additional apple orchards here in the Piedmont Virginia fruit section where apples grow to wonderful size and evince surpassing flavor.

Retail Tobacco Business Good

The retail tobacco business here in the towns continues good. So far as is known, the demand for all tobacco products is good. This means that the usual amount of chewing and smoking is industriously and indefatigably going forward. Of course this also means that the fishing season is on and the evenings are long and loafing around the corners at its very best. Who is it who could not chew vigorously between the "strikes" of a big-mouth bass or puff contentedly in the balmy fragrance proceeding from blossoming locusts out in the dim light of the crescent moon!—PLUMMER F. JONES.

Trivial Sales at Richmond

RICHMOND, Va., May 12.—The sales of the past week were hardly worth recording, much less reporting. There were less than two thousand pounds of tobacco sold at not over 10 cents average.

The continued drouth prevents not only the remnant of this crop being sold, but it is very serious on the plants for the next crop, which is not as promising as it was. Whereas a large increase was expected, it promises to be no larger than the last crop.—R. C. MORTON & Co.

Face Various Problems

DANVILLE, Va., May 16.—Continued chilly weather is tending to retard further the tobacco crop. The cold nights and the complete absence of growing weather have set the farmers to wondering if after all there is not some truth in the recent statements made by scientists that the sun is failing in its usual degree of radiation. Some farmers have been compelled to replant their tobacco beds because of frost damage and the havoc wrought by tobacco flies. Many farmers, however, have started planting

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Virginia and Carolina Cigarette and Smoking Tobacco a specialty
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Established reputation for careful grading and packing
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their tobacco, though the plants are yet small. An added difficulty which is facing the farmer is the labor shortage which is said to be more acute than it was last year. The migration of negroes to the north, while not in volume in this section, is beginning to tell when coupled with the increasing lure which the city has for the young white man on the farm.—TETLEY.

Majority of the Co-op. Directors Returned

RALEIGH, N. C., May 14.—The 89,000 tobacco farmers who form America's largest co-operative marketing association expressed their approval of their leaders by electing a large majority of their directors to another term of office, according to the returns which had reached Raleigh headquarters up to tonight, the eve of the annual meeting of stockholders.

The old belt of North Carolina was the only section in which the member growers of the association chose a completely new set of directors. This was somewhat in accordance with expectations, as several of the association directors from the old belt had expressed a desire to retire from the board, and transfer the responsibilities of representing their districts to other shoulders.

The farmer delegates of Franklin, Vance, Warren and Halifax counties meeting at Henderson elected Clyde P. Harris, of Mapleville, Franklin county, to succeed S. T. Peace, of Henderson, as director for district 7. C. T. Hall, of Woodville, Person county, succeeds E. G. Moss, of Oxford, as director of the 8th district. In the 10th district J. R. McQueen, of Lake View, was chosen by the elected delegates to succeed Southgate Jones, of Durham. The organized growers of Caswell, Guilford, Randolph and Rockingham chose R. H. Montgomery, of Reidsville, to succeed J. W. King, of Greensboro, who was appointed to fill the place left vacant by the death of John M. Galloway, the first director from the 11th district. The western area of the old belt of North Carolina, including the growers of Surry, Stokes, Yadkin, Rowan, Forsyth, Davie, Iredell, Alexander, Mecklenburg, Wilkes, Davidson and Caldwell, through the elected delegates of the organized farmers, named A. S. Speer, of Boonville, Yadkin county, as the next director, to succeed A. L. Bunker.

Most of the new directors are distinguished as real "dirt farmers," although identified in several cases with the most important banking and other interests of their section.

The latest returns from Virginia from South Carolina and from eastern North Carolina indicate that a majority of the directors from those sections who labored with the association during its first year of growth and accomplishment will be returned by the members from their districts. The certified returns reaching Raleigh headquarters up to tonight showed no other changes throughout the tobacco area of the Carolinas and Virginia than those in western North Carolina, although several districts were still to be heard from.

Non-Member Minor Son Case

The tobacco association won its first jury trial and a far-reaching decision last week at Charlotte Court House, Virginia, before Judge Hundley, when the association received a verdict of 5c. per pound liquidated damage, attorney's fees and court costs for tobacco grown by a non-member minor son of a member of the association.

Major W. T. Joyner, of Raleigh, who conducted the case of the Tobacco Growers' Co-operative Association, with the assistance of Robert Hutcheson, of Charlotte Court House, stated his opinion that this decision in favor of the association was only second in importance to the recent decision of the North Carolina Supreme Court, in that the right of the association to market all tobacco grown upon the land of its members was upheld by a Virginia jury.

Similar rulings in favor of other co-operative marketing associations and recent news of the decision of the Kentucky court in the case of Garrett Watts, have further strengthened the organized Carolina and Virginia growers in their contention that the co-operative associations have prior claim to all tobacco grown upon the land of members.—S. D. FRISSELL.

Night Riding Reported in Virginia

DANVILLE, Va., May 16.—Quite a stir has been created among tobacco growers in this section as result of the first exhibition of "night riding" on record in Virginia. S. E. Alcorn, a tobacco grower living a few miles south of here, a few nights ago suffered the entire destruction of his tobacco beds, which were at full maturity, the plants being ready to be set out. On one of the uprooted beds he found a note addressed to him reading as follows:

"We helped you get a good price for your tobacco this year. Now join the Co-ops and help put it over. Sign up and do your part or you will not make a crop of tobacco.

(Signed) "Fair Play."

Mr. Alcorn, on viewing the havoc jumped into his automobile and went to the nearest town, Leaksville, and there filed formal complaint of the outrage. He has offered a reward of $100 for the arrest of the culprits. While there is nothing in the anonymous note by which the perpetrators of the act can be traced Alcorn, in making his complaint, told the officials that he was certain tha

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Someone connected with the Co-operative Marketing Association was responsible for it. Mr. Alcorn is an independent grower and has elected to sell his tobacco on the auction floors.

Members of the "pool" are highly indignant over the affair and appear just as anxious as Alcorn is to find out who did the damage. They feel that while the "Co-ops" may not be responsible for the affair, the organization will have to shoulder the odium of it in the public mind. Some of the members have already given out statements declaring that as the "pool" members are reputable and first class farmers and that it is unlikely that they did it. They are inclined to believe that "mischievous boys" played the prank, but the writing, the choice of words and the sinister warning lead many to believe that the work is that of adults.—TETLEY.

Virginians in Europe

DANVILLE, Va., May 16.—Several well known tobacco men of this section are in Europe on business trips. Included in the number are W. Crews Wooding and A. Berkeley Carrington Jr., of Dibrell Brothers, Gordon Tuggle, Danville, and Weldon Lea of South Boston.

Tobacco Lost in London Fire

DANVILLE, Va., May 16.—Between five and ten thousand hogsheads of Virginia-Carolina tobacco were destroyed in the fire which recently visited the London government bonded warehouse according to reports received here.

Expansion of Tobacco Industry in Ireland

WASHINGTON, D. C., May 16.—The Department of Commerce has the following report from American Vice Consul Collins regarding the expansion of the tobacco manufacturing industry in Ireland:

"The cigarette and smoking tobacco manufacturing industry in the Irish Free State seems to be entering a period of expansion, as a result of the imposition of a duty of 8 shillings 6 pence per pound on smoking tobacco and 10 shillings 5½ pence per pound on cigarettes imported from Great Britain which became effective April 1, 1923.

"The retail prices of the popular brands of British made smoking tobacco and cigarettes have already been advanced 20 to 25 per cent, and Free State manufacturers, whose prices have not been advanced, are beginning to find their production facilities severely taxed to meet the demand for their products.

"The total annual consumption in the Free State of smoking tobacco and cigarettes is about 7,200,000 pounds valued at about $10,572,880 at the present rate of exchange. Of this amount Great Britain supplies 5,200,000 pounds or more than 70 per cent, and domestic manufacturers about 2,000,000 at the present time. Cigarettes constitute probably 75 per cent of the imports from Great Britain, but of the domestic production smoking tobacco constitutes about 75 per cent.

"It is rumored that the British firm whose products have figured most prominently on the Irish market may establish a factory in the Free State to avoid the new import duties. Regardless of whether this is done, or whether the domestic manufacturers succeed in capturing the 70 per cent of the grade which now goes to the British manufacturer, it appears that there will be, in the near future, a brisk demand for machinery for the production of smoking tobacco and cigarettes.

"If there is no preferential rate of duty established in favor of the British tobacco, this will afford an opportunity for American tobacco manufacturers to invade the Irish market under conditions not heretofore prevailing.

"It is also probable that purchases of tobacco in this country ultimately destined for Ireland will be more widely distributed.

"In view of the fact that practically all the cigarette machines now in use in the Free State were imported from the United States and are very favorably regarded, American manufacturers of tobacco machinery should get in direct touch with tobacco manufacturers in Ireland, as it is apparently a potential market for both cigarette and smoking tobacco machinery.

"A list of manufacturers of smoking tobacco and cigarettes in the Free State, with full particulars as to packing, etc., is on file in the bureau and may be made available on request."—LAMM.

Achievements Through Co-operative Work

"A business that cannot pay a living wage to its employes has no right to exist. No man has a right to pauperize the citizens of this or any other country. When a man tells me he cannot pay a living-savings wage, he admits that he is either incompetent to run a business, or is not endeavoring to make his profits out of that business, but out of those who work for him," said Wood F. Axton, president of the Axton-Fisher Tobacco Company, in introducing Samuel Gompers at the laying of the Louisville Labor Temple corner stone.

Axton Acts as Toastmaster

Organized labor in the Kentucky city, in which Axton-Fisher factory is located, thought so much of the head of the Clown cigarette company, that he was invited to act as toastmaster at the great event of laying the corner stone of the home of labor in that city.

"There is more pleasure in running a business than merely in seeing how much money can be squeezed out of everything and everybody connected with it," declared Mr. Axton. "Those who produce the wealth of this country are human beings and are entitled to some of the luxuries as they go along. At least that is the way I feel about it."

That Mr. Axton practices what he preaches, can best be illustrated by the conditions surrounding the entire factory. At Axton-Fisher's, it's just like

(*Continued on page* 48)

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Tape Pouches that are self-reducing to fit contents down to the last pipeful. The Smoker appreciates it. A size and color for every idea and attractively printed.
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Louisville Tobacco Market Reports

LOUISVILLE, Ky., May 12.—The Louisville Tobacco Board of Trade makes report on the hogshead tobacco transactions as follows:

Tobacco Sales for the Week and Year to May 11

Warehouses	Week: Auction sales	Week: Private sales	Week: Total for week	Year, Jan. 1 to date
Turner	....	....	....	792
Kehtucky	116	45	161	5,750
Main Street	22	....	22	2,549
Planters-Farmers	70	34	104	6,837
New Tenth Street	28	4	32	2,650
Louisville	....	....	....	4,102
	236	83	319	22,680
Year 1922			1,094	36,914
Year 1921			501	34,252
Year 1920			229	30,877

Classifications of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	181	40	221
Dark	88	10	98
	269	50	319

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	6,046	14,620	20,66
Dark	1,480	534	2,01
	7,526	15,154	22,68

Classification of Sales to same Date in

	1922	1921	1920
Burley	35,422	31,959	29,69
Dark	1,492	2,293	1,18
	36,914	34,252	30,87

Comparisons with Previous Years

	1923	1922	1921
Sales—			
Total Sales of new crop to date	19,676	14,685	28,48
Sales of new crop to date. Original inspection	15,964	12,190	23,63
Rejections—			
Rejections this Week:			
Burley	58	....	...
Dark	18	....	...
Total	76	160	6
Percentage of Rejections to Auction Sales:			
Burley	34	....	...
Dark	28	....	...
Total	32	18	1
Rejections, Jan. 1 to Date:			
Burley	4,513	....	...
Dark	322	....	...
Total	4,835	7,904	6,93
Receipts—			
Receipts this Week	167	392	34
Receipts, Jan. 1 to Date	15,842	23,211	26,50

Official Quotations at Louisville, May 11, 1923

	Burley, Old: Dark Red	Burley, Old: Bright Red	Burley, Old: Colory	Dark Manufacturing
Trash (green or mixed)	6 to 7	to 7	7 to 8	to 4
Trash (sound)	7 to 9	8 to 10	8 to 10	4 to 5
Common Lugs	9 to 12	10 to 14	12 to 15	5½ to 5½
Medium Lugs	12 to 16	15 to 17	15 to 20	5½ to 6½
Good Lugs	16 to 18	18 to 20	20 to 24	6½ to 8
Common Leaf (short)	12 to 14	12 to 16	20 to 22	8 to 10
Common Leaf	14 to 18	16 to 18	22 to 26	10 to 14
Medium Leaf	18 to 24	18 to 24	28 to 35	14 to 16
Good Leaf	25 to 30	25 to 30	40 to 45	18 to 20
Fine and Selections	30 to 35	35 to 40	50 to 55	22 to 25

	Burley, 1922 Crop: Dark Red	Burley, 1922 Crop: Bright Red	Burley, 1922 Crop: Colory
Trash (green or mixed)	10 to 12	12 to 14	13 to 15
Trash (sound)	12 to 14	14 to 16	16 to 18
Common Lugs	14 to 16	15 to 17	18 to 20
Medium Lugs	16 to 18	18 to 20	20 to 23
Good Lugs	19 to 21	20 to 22	23 to 27
Common Leaf (short)	10 to 12	14 to 17	18 to 22
Common Leaf	14 to 18	18 to 20	22 to 25
Medium Leaf	22 to 26	24 to 28	27 to 30
Good Leaf	26 to 35	28 to 35	30 to 35
Fine and Selections	35 to 42	38 to 42	40 to 49½

N. B.—Unsound or defective in condition, length or color, or mixed packages from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

Vote to Join National Co-Op. Council

HOPKINSVILLE, Ky., May 14.—The directors of the Dark Tobacco Growers Co-operative Association, at their meeting at Springfield, Tenn., voted unanimously to make application for membership in the National Council of Co-operative Marketing associations when it is formed. This had been recommended by the executive committee when they met here the day before.

Reports made to the directors showed conditions all over the district as being in splendid shape and the morale of the members as being high. Conditions at Springfield, where the most outspoken opposition to the organization has been met, were gone into carefully and found to be most satisfactory.

Pursuant to the plan of holding the directors' meetings at different places throughout the district, the June meeting will be held at Paducah and the July meeting Clarksville, Tenn.

The business men of the One Sucker district are showing a lively interest in the second distribution of about $1,000,000 among growers, and are looking forward to a brisk trade after the growers have received and cashed their checks.

As yet no intimation has been given as to when a second distribution will be made in the other three districts. It has been said all along that this would be strongly influenced by the completion of the delivery of the crop. At the meeting last week the board of directors fixed June 15 as the final date for closing the receiving houses all over the district. Nineteen of them will be closed this week, but enough will be left to handle the crops of those farmers who have been delayed in making their delivery. But June 15 will be absolutely the last day for delivering and with the crop all in, it is expected that distributions will be made soon thereafter in the other districts.

Splendid progress is being made in organizing the county and school district "locals." The members of the association have evinced a real interest in this proposition and are not only organizing but are having splendid meetings at regular intervals. To date about 15 locals have been formed, these being dotted about all over the dark tobacco di-

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trict. Not only are the neighborhood locals being organized but the county organization has been perfected in a number of counties. One of the highly pleasing features is that the very best men in each county and community is taking the lead in this project.

Discuss Vital Matters

Reports of the meetings which are coming into headquarters here show that real work is being done. The farmers are discussing matters of vital interest to them and especially problems connected with the association. The weekly newsletters sent to each local from headquarters keep them fully posted on conditions and suggest topics to be considered.

The crop reports contained in the minutes of each meeting are already proving of much value to the association officials for the spring this year has been a most unusual one, with all farm work greatly delayed and the wet and cold weather holding on far longer than usual.—M. E. Bacon.

Clarksville Average, $13.82

Clarksville, Tenn., May 12.—Sales on the Clarksville Loose Leaf Tobacco Market this week, totalled 128,260 pounds. Sales for the season, 8,520,635 pounds. Sales to same day last season, 12,207,730 pounds. Average this week, $13.82. Average for the season, $14.59. Average to same date last season, $15.90 per hundred pounds.—J. F. Smith, Supervisor of Sales.

Hopkinsville Average, $12.64

Hopkinsville, Ky., May 12.—Total sales for the week, 107,965 pounds; average price per 100 pounds, $12.64; Sold to date of 1922 crop, 13,748,730 pounds; average price per 100 pounds, $14.56; Sold to same time last year, 19,809,955 pounds; average price per 100 pounds, $14.64.—J. W. Hancock, President Hopkinsville Tobacco Board of Trade.

Owensboro Outlook

Owensboro, Ky., May 12.—J. S. Phelon, leaf tobacco broker, observes:

"I have to report very unfavorable cool weather during the week which has further retarded the growth of tobacco plants; and it is now assured that the crop will be appreciably later than usual."

Paducah Prospects

Paducah, Ky., May 12.—The movement of loose tobacco was very heavy the first part of the week, but the weather turned cold and very dry on Thursday, which checked deliveries. The association receiving houses were taxed to capacity, but they were fortunate enough to deliver to buyers as much or more than they have received, which left them in good shape. If we have another season we will see heavy deliveries continue.

The quality of deliveries this week showed some improvement over last and

Kentucky Tobacco Sales During April

Figures Compiled by the State Commissioner of Agriculture

Frankfort, Ky., May 12.—W. C. Hanna, State Commissioner of Agriculture, makes report of sales of tobacco in all warehouses in Kentucky during the month of April, 1923, as follows:

	The April Sale of 1921 or Previous Year's Crop			1922 Crop		
	Pounds	Total Dollars and Cents	Average Price Per 100 Lbs.	Pounds	Total Dollars and Cents	Average Price Per 100 Lbs.
Burley Tobacco sold for growers....	12,830	1,209.38	9.42	109,780	20,763.74	18.91
Burley Tobacco sold for dealers.....	533,685	60,181.62	11.27	149,410	27,306.74	18.27
Burley Tobacco resale	357,435	43,788.76	12.25	146,560	19,218.33	13.11
Total Burley and average.....	903,950	105,179.76	11.63	405,750	67,289.11	16.58
One-Sucker Tobacco sold for dealers	82,960	4,752.83	5.72	12,545	1,145.59	9.13
One-Sucker Tobacco resale	3,035	180.69	6.00	2,590	168.35	6.50
Total One-Sucker and average..	85,995	4,933.52	5.73	15,135	1,313.94	8.68
Unfired Dark Tobacco sold for growers	.....	.....	....	136,655	19,230.35	14.07
Unfired Dark Tobacco sold for dealers	.....	.....	....	103,380	18,477.13	17.87
Total Unfired Dark and average.	.....	.....	....	240,035	37,707.48	15.71
Fired Dark Tobacco sold for growers	.....	.....	....	2,533,615	364,860.66	14.40
Fired Dark Tobacco sold for dealers.	.....	.....	....	11,685	975.16	8.34
Total Fired Dark and average..	.....	.....	....	2,545,300	365,835.82	14.37
Green River Tobacco sold for growers	.....	.....	....	306,645	40,817.83	13.31
Green River Tobacco sold for dealers	.....	.....	....	240	23.39	9.70
Green River Tobacco resale.....	.....	.....	....	17,965	2,398.29	13.35
Total Green River and average.	.....	.....	....	324,850	43,239.51	13.31
Grand Total and average.....	989,945	$110,113.28	11.13	3,531,070	$515,385.86	14.59

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Incorporated
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DEALERS and BROKERS
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To protect your goods, you ought to pack it in our paraffine lined, weatherproof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
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Latest Proctor System

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Where Does It Go?

Last year over twenty-five million pounds of TOBACCO—think of it.

25,000,000 lbs.

Were shipped to this Country from Porto Rico. This, of course, has been absorbed by manufacturers of cigars.

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This is done by means of Stamps affixed to every barrel or bale of tobacco and to all boxes of cigars or "little cigars."

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CIGARS:

WHITE—Manufactured in P. R. with Tobacco produced in P. R.

BLUE—Manufactured in P. R. with Porto Rican and other tobacco.

PINK—Manufactured in P. R. with tobacco not a product of P. R.

TOBACCO:

WHITE—Genuine Porto Rican growth.

BLUE—Mixture of tobacco grown in P. R. and other countries.

PINK—Tobacco of foreign growth.

For information write or call

GOVERNMENT OF PORTO RICO

TOBACCO GUARANTEE AGENCY

W. L. DANNAHOWER, Agent

136 Water Street **New York City**

Telephone John 1379

the order of the tobacco is on the dry side.

There has been more demand recently for tobacco with good body than we have had for some time and the market has been quite active. The sales on the loose floors and wagon markets of independent stock were insignificant, and present indications are that independent stocks are practically exhausted.

Farmers have generally gotten their tobacco stripped out ready for delivery, and when they can do so they will complete deliveries. The indications are that the greater part of the crop will be delivered during the present month. However, farmers are somewhat behind with their farm work and will attend to that in preference to making deliveries.

Farmers have made very good progress in preparing land and planting their crops, but are still very much behind and all crops will be later in planting this year than usual. Tobacco plants are plentiful and were growing rapidly during the warm, damp weather, but the recent cold weather checked their growth. However, a few days of warm weather will make them grow so they can be transplanted very quickly and with favorable weather conditions the crop should be planted in ample time. It is hard to say what the planting will be this year, but the indications are that the acreage will not be as large as last year. Farmers seem more determined to try to make better quality and not overcrop as they have done in the past.—W. B. Kennedy.

Operation of Swedish Tobacco Monopoly

Washington, D. C., May 16.—The annual statement of the operations of the Swedish Tobacco Monopoly, which has just been published, discloses information that should be of interest to the tobacco industry according to a report reaching the Bureau of Foreign and Domestic Commerce from Consul General Murphy. The report says:

"Although the total turnover in sales of the monopoly declined more than 10,000,000 kroner (1 kroner equals $0.268) or 7 per cent below that of 1921, on account of the general depression, it was able to increase the net profits from 11,481,376 kroner in 1921 to 15,187,866 kroner in 1922. After placing 2,000,000 kroner to the credit of the pension fund, which at the close of the year amounted to 3,260,000 kroner, the monopoly paid a dividend of 10 per cent on the 17,000,000 kroner preferred stock, compared with 9 per cent paid last year, and 40 per cent on the common stock of 29,800,000 kroner, which is owned by the Swedish State, compared with a dividend of 31 per cent in 1921.

Gross Income

"The gross income from manufacture and sales was 85,290,000 kroner, to which must be added receipts from license fees of 3,250,000 kroner, making a total of 83,540,000 kroner. The expenditures of the monopoly consisted of 35,360,000 kroner in taxes to the Swedish Government, 19,970,000 kroner to retail dealers in discounts on sales, and 4,554,314 kroner for the expense of the principal office in Stockholm and the 15 branch offices. A great saving was effected in the operation of their offices, the expense being reduced 1,365,686 kroner under that of 1921.

"As a result of increased sales on some of their products, and curtailing their imports, the monopoly was able to reduce their inventory of raw leaf from 37,000,000 kroner to 20,000,000 kroner. The following table shows the quantity of manufactured tobacco produced and sold during the years 1920, 1921, 1922.

"The area of land devoted to tobacco culture by the monopoly in 1922 was about one-third less than in 1921, and owing to unfavorable growing conditions the yield was below normal both in quantity and quality.

"The imports of raw leaf tobacco during 1922, by countries, was as follows: United States, 7,602,309 pounds; Southeastern Europe (Turkish), 149,350 pounds; China, 283,507 pounds; Cuba, 186,745 pounds, and other countries, 173,740 pounds.

"The total consumption of leaf tobacco in Sweden for 1922 was 10,892,090 pounds of imported leaf and 1,163,391 of domestic leaf. It will thus be seen that there was a considerable draft on stocks on hand of 2,315,679 pounds.

"The imports of manufactured tobacco by the monopoly during 1922 were 6,400,000 cigars, 19,100,000 cigarettes and 3,968 pounds of smoking tobacco. The quantities imported by the dealers were 12,800,000 cigars, 11,300,000 cigarettes, 40,100,000 cigarettes and 201,948 pounds of smoking tobacco. There was a pronounced decrease in cigar imports which may be attributed to the tariff of 4 ore (100 ore equal 1 kroner) on each cigar."—Lamm.

Season Nearing End

Hopkinsville, Ky., May 13.—The steady decrease in sales of unpooled tobacco over the loose floors continued the past week. The season is rapidly nearing the end and this fact, together with the quality of the offerings, does not offer much that is calculated to excite the market. The offerings now are confined to the small crops, or the odds and ends of the big ones.

Prices for the week ranged: Trash, $3 to $5. Lugs, common, $5 to $7; medium, $7 to $9; good, $9 to 12; fine, $12 to $16. Leaf, low, $10 to $12; common, $12 to $20; medium, $20 to $28.50. No good or fine leaf offered.

Transplanting Greatly Delayed

Nearly freezing temperatures, which were accompanied at least one night by a white frost, caused much uneasiness on account of the plants in the beds. But reports show that little, if any, material damage was done to these, especially where covered with canvas. The farmers are far behind with their preparations of the fields to receive the plants and the setting of the crop will be considerably later than usual.—M. E. Bacon.

Big Porto Rico Purchase

Reginald Bray, the representative of E. Rosenwald & Bro., in Porto Rico, has purchased within the last few weeks, approximately 7,500 packages of high-grade Porto Rican 1922 tobacco, for his organization. It is understood that the prices ranged around 35 to 36 cents, as compared with 28 to 30 cents for same quality of tobacco last year.

Back from Porto Rico

Robert Gans, of Max Gans' Sons, arrived in New York from Porto Rico on the steamer *Porto Rico* last Monday. Charles Gans is remaining on the island to take care of the Gans interests in Porto Rico.

Porto Rican Tobacco Arrives

The first shipment of new crop Porto Rican tobacco consigned to Selgas & Co., arrived in New York last Monday, in excellent condition, and created great interest in Water street.

Swedish Tobacco Monopoly's Production and Sales

	Production			Sales of own production		
	1920	1921	1922	1920	1921	1922
Cigars—M.	99,400	48,500	29,600	82,300	41,000	56,000
Cigarillos—M.	121,900	127,800	104,300	118,300	116,800	118,500
Cigarettes—M.	1,546,527	1,345,400	1,007,200	1,525,900	1,325,700	1,104,100
Smoking Tobacco—lbs.	1,546,527	1,753,539	1,982,817	1,639,561	1,775,805	1,973,117
Chewing Tobacco—lbs.	826,945	712,747	638,011	839,071	724,211	644,625
Snuff—lbs.	14,424,918	13,416,534	12,470,761	20,327,959	13,441,446	12,463,486

San Francisco Still Hears "Cutting" Complaints

Dealers Whose Trade Is Confined Mainly to Cigars Not So Much Worried—Slight Cut in of Others Sometimes a Matter of Vital Importance—To Increase Manila Output.

San Francisco, Cal., May 8.—There is still much of murmuring and complaint in San Francisco over the cigarette cutting. The stand whose trade has been largely cigars is not at all worried; but with others, a slight cut in margins is sometimes of very vital importance.

Complain of Narrowed Margins

The Mirsky Cigar Co., old-time jobbers, with a well-established clientele, especially among the old-timers, report that a number of these dealers are complaining that the margins have become so narrow that they cannot see their way clear to continue. These stands as a rule also depend to some extent on their candy trade, and should the rising cost of sugar cause candies to become dear, they will find themselves in uncomfortably close quarters.

Not Borrowing Trouble

One of the stands that is not borrowing trouble over cut-raters is that of Henry Falck on Market street. Henry does a little original business on his own book. He purchases his own leaf and has it cut for a tobacco mixture all his own. He does the same with his own brand of cigars, a Havana brand. And next week he proposes to offer his customers a five-cent cigar filled with pure Havana shorts. He is one of those who does not think the cut-raters are liable to be stopped, as so much tobacco is damaged in the warehouse, and so much is sold out of bond for enough to cover revenue charges. Be that as it may, the cut-raters continue an increasingly active trade in places where the crowds swarm. The stands like that of Mr. Falck, not catering to this trade, but building a trade that is more particular, are not directly affected.

Conditions Across the Bay

Frank McArdle, manager of the Oakland Tobacco Co., says that on that side of the bay, they find some complaint also among the retail trade, not especially because of the cigarette situation, but because general conditions do not seem to come up to their expectations. The volume of their jobbing trade, however, shows no decrease. The Optimos, Roi-Tans, and Philadelphia Hand Mades have become so permanent a fixture in the trade that they do not think of passing them by without an order. A brand that has been developing well is the Pippin. As the manufacturers recently reduced the price from $63 to $59, the retailers enjoying a larger margin, take more interest in sticking it under their customers' eyes. There are a few brands that are beginning to take their place under the counter until called for.

Customer Takes Choice

H. C. Walter, manager of the distributing depot for the General Cigar Co., has devised a plan to make it convenient and attractive for the dealer in White Owls. Two boxes of different shade are bound together as one and put under a transparent cover, for cleanliness, to be placed on the counter at once for the customer to help himself.

Featuring La Insular

Henry Marx, of the Marx Cigar Co., distributors for La Insular, the fine Manila cigar, is now in New York, having been busy placing La Insular in eastern territory. The success of La Insular in the East has been gratifying, and repeat orders have been coming along well. Mr. Marx will go on from New York to Spain, and locate the brand there. He will make use of the opportunity to visit Paris, Italy and various other places of interest.

Does Not Fear to Tread

Arthur Meyer, of Michalitschke Bros. & Co., has gone to Los Angeles to push the Henry the Fourth campaign in the City of the Angels. They have made fine placement of the attractive insets in the San Francisco territory.

M. Markovits, of the Jos. Rinaldo Cigar Co., states that the campaign on San Felice is bringing good results. Henry Wemmer, who was here for a while giving the campaign a push-off, is doing the repeating act in Los Angeles.

Having Great Run

Speaking of San Felice, the blue-front stores, the Ash cigar stores of Oakland, have been having a great run on the little San Felice, selling at ten-for-twenty-five. They are bragging some, too, on the excellent run of Detroit Hand Made. And while the Ash stores are boasting about the Detroit Hand Made, Henry Bercovich, of the distributing house of H. & S. C. Bercovich, is boosting the Champaign as a hummer in the 5-cent line.

But M. Peters, sales manager of S. Bachman & Co., is just as certain that there is nothing going to be able to hold its own with New Currency, and he ought to know.

Clarence Marx, of the Marx Cigar Co., is rejoicing in the fact that their Manila factory has announced a million and a half addition to the La Insular factory, and they will soon be in shape to do big things. Their new size, the Niagara, is filling a real want in the trade. "We are having a fine bunch of box sales," he says, "to customers who are taking outings, and don't like to miss their favorite brand."

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BIG 5c.

raight shape, long filler and Banded igar at prices convenient to make iem a leading seller.



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Exporters of LEAF, STRIPS, SCRAPS
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Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
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THE MILLER, DUBRUL & PETERS MFG. CO.
CINCINNATI, OHIO.

Pennsylvania Tobacco Market Sees New Activity

Renewed Buying Starts in Earnest—About 25,000 Cases o Seedleaf Changed Hands Recently—Practically All Hold ings of Small Country Packers Under Contract.

LANCASTER, Pa., May 14.—As was forecast last week, the rush of buyers to the Lancaster market has begun in earnest and the operations of at least three large manufacturers recently have resulted in nearly 25,000 cases changing hands. This represents the bulk of the seedleaf in the open market, and that remaining will find ready sale among several other large cigar companies who have as yet made no purchases of Lancaster county seedleaf. Practically all of the tobacco held by the small country packers has been contracted for, and the majority of the larger independent packers have also sold their holdings for September delivery.

Leaders in the Buying Movement

The representatives of the General Cigar Co., Morris Levy & Sons, started the rush of buying and have been most active of the large manufacturers in the ensuing scramble for 1922 packings. Their purchases total between 10,000 and 15,000 cases, with Bayuk Brothers running a close second with purchases aggregating, it is said, close to 10,000 cases. It is rumored that Cullman Brothers have also been operating on the Lancaster market and have bought a considerable amount of seedleaf from independent packers. Several other large concerns are said to have bought small packings in different sections of the country and are contemplating a concerted drive on what remains of the Lancaster crop in the very near future.

Various Holdings Sold

Bayuk Brothers have confined their purchases largely to the city and to Landisville, the packing center to the north of Lancaster. B. F. Good, of Lancaster, has disposed of a part of his packing; E. H. Swope, the Lancaster County Tobacco Growers' Co., and Cooper & Martin, all packers whose warehouses are located in Lancaster, have sold their holdings of 1922 seedleaf filler and wrapper tobacco. P. W. Baker, one of the largest of the independent country packers who has warehouses in many different parts of the county, has sold all of his goods, as has S. N. Root, of Landisville. Country packers in Lititz, New Holland, Terre Hill and Ephrata have sold their packings almost to a man, and very little tobacco remains to be bought in the rural districts.

Prices "Pretty Fair"

Prices have varied from 26 to 32 cents in the transactions completed to date. These are termed "pretty fair," but as the examination of the goods proceeds, many packers are beginning to doubt whether their 1922 business will show a balance on the profit side of the ledger. A more than ordinarily severe epidemic of damage is showing up, and in several packings losses amounting to about 25 per cent are apparent. The inspection of the case goods has not gone forward to any great extent and the surmises of the packers as to the harm done their tobacco is far from definite. "Black rot" and "mush rot," however, have taken their toll and the inroads made by these infections may be seriously felt. Various conditions are ascribed as the cause for the prevalence of these forms of rot, chief among which are the extremely dry growing season last year and the condition of the tobacco when it came into the packer's hands.

Three Classes of Packings

The tobacco packed locally may be divided into three general classes: First, that packed by the manufacturers themselves, which, as a rule, constitutes but a small percentage of what they use i the course of a season. Second, tha packed by independent packers who hav a regular outlet for their holdings ar whose tobacco is not considered as bein on the open market. Lastly, that bough and packed by independent packers wh hold it for whatever customer the seaso may bring forth. The total amoun packed may run in the neighborhood o 75,000 cases. Of this amount, approx mately 15,000 cases is annually in th hands of the small country packers wh look to the large manufacturing concern to buy their seedleaf. The effect of th co-operative packing industry was th year practically negligible, for the thr co-operative associations which operate packed less than 2,000 cases. The Ge eral Cigar Co. is the largest packer the manufacturing group and held 29,0 cases of the 1922 crop in its warehouse With its recent purchases, the Genera total share of the Lancaster county t bacco output will run about 40,000 case

Views Differ as to Early Buying

It is quite evident that the independe packer has his own private opinion as the reason back of the unexpected a almost unprecedented early rush of bu ing. It is equally as evident that the opinions differ among the various pac ers. Nothing specific as to the movi force behind the premature scramble f Lancaster grown tobacco was available interviews with a number of packers th morning—possibly because there is no ing specific except the much discussed a all-important lack of a surplus on hand

Low priced and scrap cigars are s in disfavor, and their manufacturers a slipping farther back all the time. F ports of brisk business in the York d trict notwithstanding, it is a fact th several cigar factories have closed do in that section and that several m manufacturers will have to follow suit business does not take a decided turn the better.

Richard Bondy, vice-president of General Cigar Co., and his wife w guests in Lancaster last week. Mr. a Mrs. Bondy were registered at the S vens House for the entire week, dur the course of which Mr. Bondy was conference with several prominent bacco men of the vicinity.—KEYSTONE

Quanjer's New Quarters

William Quanjer, Sumatra buyer H. Fendrich of Evansville, Ind., opened offices on the sixth floor of Water street, where there is excel northern light for the examination samples.

Inspects New Tobacco

Frank Rader, of Iback & Rader. ci manufacturers, of Newmanstown, visited New York this week to insp samples of the new leaf tobacco.

Showing Sumatra Sample

Roy S. Clark is calling on the Pe sylvania and Maryland trade this w on behalf of D. Dreux, Inc., with sam of fancy Sumatra.

Installed in New Offices

Herzog & Sarluy, Inc., are now stalled in their new quarters at 147 W street, and their attractive and com dious offices are looking quite shipsh

D. DREUX, Inc.
Successors to Wm. Quanjer, Inc.
Importers of Sumatra and Java Tobacco
Telephone John 2709 136 Water Street, New York

York County Cigar Manufacturers Protest Tax

Appear Before Ways and Means Committee of Pennsylvania State Legislature—Explain That Tax Would Work Great Hardship—Profit Too Small to Permit Additional Burden.

York, Pa., May 12.—York County gar manufacturers on May 8 appeared efore the ways and means committee f the Pennsylvania state legislature at arrisburg and protested against the lexander luxury tax bill, which would ipose a five per cent tax on cigars. Exaining that one-eighth of the cigars the United States are made in York ounty, the manufacturers said that the oposed tax would work great hardip upon them as they made mostly a gar retailing at five cents.

The margin of profit for the manucturer, the jobber and the retailer, it as explained to the legislators, is very ose, and it would be impossible for the anufacturer to sell this cigar for more an at present. Cigars are graded into e classes, according to their retail ice, when they reach the market. It upon this classification that the tax is gured which the Internal Revenue Dertment receives from the manufacturs. These grades are: Class A. cigars tailing at not more than 5 cents each; lass B, cigars retailing at more than e cents each, but not exceeding eight nts; Class C, cigars retailing for more an eight cents each, but not exceeding cents; Class D, cigars retailing for ore than 15 cents, but not exceeding 20 nts, and Class E, cigars retailing for ore than 20 cents. To sell a Class A gar for more than five cents would be violation of the federal laws, it was inted out to the legislators.

The classification of cigars put the atter in a new light to members of the mmittee.

The appearance of the cigar manufacrers before the ways and means comttee was arranged for by Assemblyan Flinchbaugh and Senator Lanius, no acted as hosts. Those who spoke ainst the luxury tax before the comttee were: Senator Lanius, Assemblyan Flinchbaugh, B. M. Hannigan, present of the York County Cigar Manucturers' Association; T. E. Brooks, S. LaMotte, H. M. McGuigan, J. C. eckert and I. J. Rojahn.

The delegation of cigar manufacturs included: S. P. Shearer, Windsor; chard Snyder, Windsor; W. H. omey, Red Lion; T. C. Miller, Red on; Roy Snyder, Windsor; D. E. ltreider, Red Lion; Stewart Shindler, d Lion; George Roseman, Red Lion; T. Gemmill, Red Lion; W. M. Gemll, Red Lion; H. M. McGuigan, Red on; T. E. Brooks, Red Lion; C. O. eads, Red Lion; Charles Meads, Red on; W. H. Raab, Dallastown; J. C. eckert, Dallastown; I. H. Rojahn, Dalltown; Edgar Flinchbaugh, Windsor, d W. J. Neff, Red Lion.

Trade Notes

The J. C. Heckert cigar factory, Dalltown, which had been closed for a ek, resumed operations on May 8.

. M. Ehehalt, a member of the ltreider Cigar Co., Red Lion, returned week from an extended trip through Middle West in the interest of the n.

David A. Horn, a member of the npa Cigar Co., Red Lion, left May 8 a business trip to the Middle West.

The Meads Tobacco Co., of Red Lion, eived on May 8, at the Maryland and nsylvania Railroad station, this city, n farmers of this vicinity, another e shipment of York County tobacco. shipment amounted to approxiely 120,000 pounds. The tobacco was n to the Meads warehouse in Red n.

he condition of the cigar business at ghtsville which had been exceedingly shows no improvement. Several ories are closed, while others are king only three days a week. Four ories, however, continue to work on time.

. C. Frey & Son, who had been coning a cigar factory in Delta, have d it and moved with the working tools to their home headquarters, Red Lion.

A general improvement in the cigar trade at Red Lion is reported. No cigarmakers are idle. Some factories are advertising for help.

Multum in Parvo

Much in a little space is what has been accomplished by Bill Knaub, who on May 11 opened his little cigar store at 30 North George street, this city. Just the width of a hallway and hardly more than three times the width in length, he has a fully equipped place of business for handling cigars, smokers' accessories, newspapers and magazines and space for card tables to accommodate eight players. The fixtures have all been made to order to fit the place.

Calvin E. Shenberger is building an addition to his cigar factory in Felton.

Baltimore Market

Baltimore, Md. May 10.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

Maryland.—Receipts continued small; 71 Hogsheads, and Sales 81 Hogsheads for the past week. There was no change in prices.

Ohio.—No receipts, Sales 10 Hogsheads.

Association Data

The Leaf Tobacco Association of Baltimore City issues these statistics for the week ending May 9.

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date	Same 1922
Maryland	75	2,511	2,586	1,996	1,730
Ohio		267	267	222	82
Total	75	2,778	2,853	2,218	1,812

Reinspections this week: Maryland, 4; to date, Maryland, 590; Ohio, 45.

Deliveries

	Coastwise and Domestic	Foreign	Total	Ohio	Total
This week	1	89	90	...	90
Previously	1,642	6,570	8,212	875	9,087
	1,643	6,659	8,302	875	9,177

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1	9,590	3,025	12,615
Receipts since	1,996	222	2,218
	11,586	3,247	14,833
Delivered since	8,302	875	9,177
Stocks today	3,284	2,372	5,656

Sales

	Maryland	Ohio	Total
This week	31	10	91
Previously	2,098	540	2,638
	2,179	550	2,729

Groundleaves to date, 322 hogsheads.

Home for Brief Visit

Charles J. Waxelbaum, the well-known Water street leaf importer and dealer, who has been attending the Amsterdam and Rotterdam inscriptions, arrived in New York last Friday on the Cunard liner *Berengaria*, for a brief visit to his headquarters, 173 Water street. He is scheduled to return to Europe next Saturday on the White Star liner *Olympic*, and expects to attend the remaining inscriptions.

Returning to Holland

James Willing, of the American Malaya Trading Co., returned to New York last week from Amsterdam and is this week visiting his home in Montreal. Mr. Willing plans to return to Holland shortly to attend the remaining inscriptions.

MOHAWK CHIEF

The High Quality 5c. CIGAR



In Two Sizes:
4 7/8" Perfecto
5 1/4" Invincible

Also packed 5 in Foil and in Lithographed Oval Tins

Some Territory still open. Jobbers and dealers desirous of handling this brand write

THE CHARLES CO.
YORK, PA.

CIGAR LABELS



CIGAR BANDS

HIGHEST QUALITY SPECIAL PROCESS

Sole Distributors for

New Model Cigar Banding Machines for Ungummed Bands

WM. STEINER, SONS & CO.
257 West 17th Street New York



FINE phrases don't make cigars more enjoyable The quality of Bayuk Products is proven by the millions of cigar smokers who ask for their particular Bayuk favorite by name.

BAYUK BROS., Inc.

Originators of the
BAYUK INIMITABLE BLEND AND
BAYUK INCOMPARABLE BRANDS
PHILADELPHIA

New York, 119 Lafayette Street Phone Franklin 3166

MARSHALL FIELD

NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets *Philadelphia, Pa.*

Philadelphia Business on Fairly Good Ground

Cigar Manufacturers Find Trade Satisfactory in the Face o Surrounding Conditions—Taxing Measure Arouses Kee Interest—Reserve Bank Reviews Tobacco Industry.

PHILADELPHIA, May 15.—Though the bulk of business done by all the manufacturers of the city does not show as large an aggregate thus far in May as had been anticipated earlier in the year for this season, business is entirely satisfactory when the surrounding conditions are understood. Rather exceptional causes are responsible for what superficially would seem to be a comparative quiet, but which at worst means only a small decline in the rate of production hitherto maintained. Because of the exaggerated outlook which many took earlier in the year, and which resulted in exceptionally large orders during January, February and March, ordinarily rather quiet months, there existed in many parts of the country a really over-purchased and over-stocked condition. Now the buyers are holding off until all of these excess purchases have been absorbed. Another factor of some importance dates back to the Winter and so far as some sections are concerned, only to within a month ago. That was the tremendously heavy snow falls which congested traffic, made collections by the distributors from the outlying dealers almost impossible and thus tied up their capital so that they are now taking a little breathing spell until they can recover. One of the larger factories in this city which has a special organization devoted to the prosecution of claims against railroads for delayed deliveries, reports many cases where 30 days elapsed after accounts were due and payable on invoices, before the goods themselves actually were received.

In the retail field the central dealers report but little falling off in buying and what there is applies more to the box trade than to counter sales.

The jobbing situation for the nearby territory is slightly improved but is not yet very active.

Tax Move Causes Much Concern

All branches of the trade are very much concerned in a new state revenue-raising measure, an emergency tax program to raise $19.000,000. One feature is a sales tax providing for five per cent on retail sale price of cigars and cigarettes, and a three per cent tax on retail sale price of all other forms of tobacco, the tax to be collected by stamps and with an estimated biennial year of $4.000,000.

In its survey of conditions in the cigar and leaf trade in the Philadelphia district, largest center of the country in this industry, the Third District Federal Reserve Bank, in its official publication of recent date said:

"Although the demand for cigars was rather light during the closing week of March and the first week of April, there has been a distinct increase in purchases since. The majority of manufacturers, both large and small, report that the call for their goods is greater than it was either in March or in April, 1922. Makers of Class B cigars state that since the first of April the demand has been very good, and several of the large factories, which were operating on only part time in March, have returned to a full-time schedule. Class C cigars, particularly ten-cent brands, are in excellent request, and several of the large manufacturers are oversold on this size. The five-cent cigar, too, is in good demand, although on account of the high prices prevailing for leaf tobacco some manufacturers are limiting their output of this grade. One big cigarmaker, who contemplated the production of a five-cent cigar at the beginning of the year, abandoned the plan because he could n make a cigar of the quality he desir to retail at five cents. The average operations in this district is approx mately 80 or 85 per cent of capacit The majority of large factories are o erating at above 85 per cent, but t small facories are running at from to 100 per cent. Most of the orde booked by cigarmakers are for immed ate shipment, less than 10 per cent beir for future delivery."

A chart, based upon sales of intern revenue stamps, shows that in Marc 1923, the sales of large cigars were per cent, and of small cigarettes 38.6 p cent greater than those of March, 192 The report continues:

"Prices of cigars are firm and u changed, but leaf tobacco prices are st advancing slightly. Although the co of production are from 12 to 15 per ce higher than in April, 1922, the makers cigars have not found it advisable raise their prices, which on the wh are the same as they were a year ago.

"Stocks of cigars held by most man facturers are moderate and at many fa tories are decreasing. A few report t stocks are light and that they are pla ning further expansion and a larger o put. In general, manufacturers' sto of tobacco leaf are moderate.

"At several factories a scarcity skilled operatives is apparent, althou the majority of manufacturers have adequate supply of all grades of lab However, in Philadelphia, the labor s ply is not as plentiful as it was month and skilled cigarmakers are scar A few manufacturers have advan wages about 10 per cent in order to br their rates up to the general level est lished two months ago. But in gene wages are unchanged.

"Collections are slightly better t they were last month and are from f to good.

"Purchases in the Philadelphia Lancaster leaf markets have been li during the past five weeks and consid ably smaller than they were in Ap 1922. Leaf packers and dealers rep that although many inquiries have b received from cigar manufacturers, b ing is, on the whole, for immediate ne only.

"Most of the 1922 crop of Penn vania tobacco has been purchased, than 10 per cent being still held by growers, as against about 50 per last April. Current quotations in 1 wrappers vary from 18 to 20 cents pound, and fillers are bringing fron to 7 cents per pound, a considerable vance over the Fall prices of 17 c for wrappers and 3 cents for fillers. J bers report that the Pennsylvania fa ers will realize 30 per cent more for t 1922 crop than they got for that of 1

"At the first four sales of Sum tobacco at Amsterdam, Holland, rec breaking prices were established and prices ranged about 20 per cent hig than in 1922. At the first sale the q ity of the tobacco offered was not high as last year, but at the three l sales better qualities were forthcom For the very choice lots of light sh wrappers, the prices ranged from $ $10 per pound without duty and fre Cigar manufacturers view these pr with much concern and are trying induce smokers to use cigars with da wrappers, as these wrappers can bought at a fair price. Manufactu point out that a light wrapper does necessarily mean a cigar is mild, a is the blending of tobaccos in the and binder that determines flavor

AMERICA'S FINEST LABELS

GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request.

H. J. FLEISCHHAUER
68 No. Fourth St., Phila., Pa.

Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N. Y.

ength. Despite the very high prices, okers bought heavily at Amsterdam, l dealers report that many inquiries being received, although actual buy- by manufacturers has not yet become ensive.

"The supply of Wisconsin and New gland binders is only about half as ge as had been anticipated, and leaf lers believe there will be an actual rtage of these grades before the 1923 p is ready for use. The Ohio crop, ich is of good quality, is now almost irely in the jobbers' hands.

"The new Porto Rico crop is re- ted to be much larger than last year's of very good quality. To date, how- r, there has been little buying by kers, because the growers are de- nding prices from 20 to 40 per cent ve last year's price. The Cuban crop, ecially Vuelta and Partido, is reported be good, and the yield of these two des is greater than in 1922; the nedios crop is said to be short. But no actual figures are available, little definitely be said as yet about the l Cuban yield. Some sales of the ly part of the crop have actually been le at 20 per cent above last year's es."

Gumperts in New Location

Gumpert Brothers, whose plant at 227 rch street recently was closed in or- that production could be confined lusively to the Tampa, Fla., plant, shortly to be located at 207 Market et with William H. Hartley, for- ly of the firm of Hartley & Winslow, 3 North Eighth street, in charge. A. Gumpert, head of the firm, is now a Western trip which will be of an ensive character. The firm is enjoy- a really tremendous favor locally for Philadelphia Club, particularly Tri- ulares, which are being packed most actively and which shortly are to ap- r in a new and still more attractive el. In the new location at 207 Market et, a stock will be carried for im- liate local service, although large ments will be made direct from npa.

Bayuk Activities

Fred Moroitz, of the Bayuk Brothers anization, is now doing missionary k with A. Reuben & Co., of Pitts- gh, the newly appointed distributors that territory. Victor Marks, who assigned from the factory to co- rate with the recently appointed dis- utors in the Baltimore district, the idecker Tobacco Co., is sending back almost record-breaking number of ers.

At La Palina Headquarters

Walter Sutter, of Havana, Cuba, a l-known grower, was a visitor during week to headquarters of the Con- s Cigar Co. He was accompanied Samuel Paley on his visit to New k. The Congress Co. hopes to be in mammoth new home, Third and ace streets, at the end of the month. executive offices will be located e, but tremendous as is the manu- uring space, the present factories, nd above Market and Third above ace, will be continued. Miss Ger- trude Lenhart, office manager, was painfully, though not seriously, injured during the week in an auto accident. While on her way to the tennis courts the machine in which she was riding was run into and she was injured about the head and shoulders.

Max Lipschutz, owner of the Madame Butterfly factory, left during the week for a Western trip as far as Canton.

José Alvarez, Second and Chestnut streets, has returned to his business after being confined to his home for a long period suffering from bronchitis. He spent some days at the shore recuperating.

Samuel Grabosky, of the G. H. P. Cigar Co., 3rd and Brown streets, who spent some time in the Connecticut fields, is now in Porto Rico for a three weeks' trip.

Jacob Krauss and Edwin Wile, of Roig & Langsdorf, Seventh street above Vine, are in Connecticut on a buying trip.

Reports from the Consolidated Cigar Corporation are that all its factories are now on full time operation, orders being particularly heavy for Henry George, 44s, and Dutch Masters.

A Unique Campaign

Most attractive and really unique and distinctive local advertisements are now appearing in the daily newspapers of Philadelphia as the beginning of a campaign which the advertising manager, Douglass Irvine, will conduct throughout the year. It will be confined to Philadelphia for locality and to Henriettas for the goods. Each day in one of the papers but each day in a different one there appears this original display advertising designed by Mr. Irvine, the features being a sailing vessel in silhouette form, so catchy in character that the cleverly worded exposition of the merits of Henriettas impress themselves indellibly. The campaign, it is believed, will largely increase the already big demand for the Eisenlohr leader.

From Sunny Spain

R. A. Echevarria, secretary of Theyskens & Shaw, arrived in New York last Saturday on the steamer *Paris*. Mr. Echevarria spent three months in Spain, and, as a member of a delegation from the Spanish Chamber of Commerce of New York, attended a number of important conventions in Barcelona and other Spanish cities.

Studying Local Conditions

Cesario Echevarrio, of Aragundi & Co,. leaf tobacco growers and packers, of Cayey, Porto Rico, and brother of R. A. Echevarrio, secretary of Theyskens & Shaw, is on a visit to New York with a view to studying conditions in the local leaf market.

Visiting Quaker City

I. M. Jacoby, of Meyer & Mendelsohn, is visiting his Quaker City friends this week. It goes without saying, that if quality tobacco is wanted I. M. can "fill the bill."



NOW IS THE TIME!

to send US your order for Cigar Boxes. Through improvements to our plant we are now better able to serve you.

MONROE JARRETT SONS
MANUFACTURERS OF
CIGAR BOXES
S.W. COR. RANDOLPH & JEFFERSON STREETS
PHILADELPHIA, PA.

The Popular Seller from Coast to Coast



Best Value for the Money

Victor Size - - 10c
Packed 1-20 wood and 1-20 tins

American Size - - 2 for 25c
Packed 1-20 wood. Foiled and plain

Size
Corona — Packed 1-20 tins
Senator — Packed 1-20 wood } 15c
Delmonico — Packed 1-20 wood

BOBROW BROTHERS, Inc.
Manufacturers
Philadelphia Penna.
Makers of Famous "Bold" Cigar.

STICK TO Cinco - IT'S SAFE

2 for 15c
everywhere



OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

LA PALINA
IT'S JAVA WRAPPED
CIGAR
The pioneer Java wrapped cigar and to-day the *finest* Java wrapped cigar that you can offer to your customers.
More than one hundred and fifty million sold yearly
CONGRESS CIGAR COMPANY
Philadelphia

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

OFFICERS AND EXECUTIVE COMMITTEE.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, Secretary.

President Jesse A. Bloch's Address

(*Continued from page* 18)

more than 250,000 trade-mark registrations; its Library and Information Bureau which is regarded as the most extensive tobacco library in the world; its Traffic Bureau, which is in charge of an expert traffic man of more than 20 years' experience, down to its mailing department with is equipped with modern machinery; in all of its bureaus of departments you will find abundant evidence of the highest order of efficiency coupled with uniform courtesy and an intense desire to be of service.

There is one outstanding figure to whom the entire industry owes a debt of gratitude for this magnificent institution. He not only conceived and formed this association, but he has been in active charge of its management from its very inception, and it is to his able, energetic and untiring activities that the splendid achievements of the T. M. A. are due. I need hardly tell you that I refer to the counsel and managing director of the association, Mr. Charles Dushkind.

But the association should have more members and more support. As big as the T. M. A. is today it is merely a nucleus of the size of an association that the magnitude of our industry requires. The association has long since passed the period of "watchful waiting." In the eight years of its existence it has stood the acid test on all occasions and in all emergencies. It has clearly demonstrated its usefulness and has fully earned the support and co-operation of every branch of our industry, as well as of its allied trades.

With an enlarged membership and increased resources the T. M. A. could, of course, be of still greater usefulness to our industry. It may and should add other needful and beneficial activities and services, such, for instance, as insurance inspection and advice, scientific researches in respect to the culture, cultivation and treatment of tobacco, and the prevention and elimination of certain elements which sometimes injure the raw leaf or destroy the usefulness of the finished product. It may also embark upon cost accounting and furnish expert advice on how to improve the attractiveness of retail stores and their show windows. In fact the T. M. A. should be so equipped that it might render every possible service that the industry may reasonably require from an institution of this nature.

The T. M. A. stands on the threshold of a new and greater development along broader lines that will keep it constantly abreast of the times, insure wider scope for its numerous activities, and vastly enhance its usefulness to the trade. Because of this, the association needs not only your wise counsel, but your aid. It is for you, gentlemen, to point the way to a still higher and better development of its purposes, influence and power, and having indicated that course to follow it vigorously and steadily to the end.

In Memoriam

It is now my solemn duty to beg this convention to pay a tribute of respect to the memory of such members of the association as have been called by death since our last convention three years ago. It always is a painful task to speak of associates in our work who have crossed the Great Divide, for it touches the memory with sadness and reminds us that the void caused by their passing, may not yet have been satisfactorily filled. We owe it to the memory of our departed members to pay them the meed of our heartfelt respect for the good they accomplished and the greater good they might have done had they not been called to the life beyond the tomb.

Chief among those of our membership whose untimely passing provoked universal sorrow and whose tragic death in an automobile accident in Indianapolis, Ind., on June 9, 1921, shocked the nation, was Col. Frederick W. Galbraith, National Commander of the American Legion and a vice president of the T. M. A. A soldier of distinction, whose valor on the battle fields of France won him many medals of honor; a man of signal merit whose staunch patriotism in peace as well as in war, was his most distinguished trait, Col. Galbraith's untimely death was not only a sorrowful loss to the nation, but notably so to this association, of which he was a revered member.

The Association also suffered another great loss in the passing of Jacob Wertheim, its first President, who most ably guided its activities from the time of its inception until February, 1918, when he retired from this office in line with his most commendable policy of devoting his entire time to the philanthropic and charitable work so close to his heart.

From an humble beginning, Mr. Wertheim not only achieved fame in our own Industry through his great vision, foresight and ability in organizing and founding one of our greatest cigar manufacturing concerns, but his unswerving loyalty to the interests of humanity generally won for him the respect of the citizenry throughout the length and breadth of our land.

Other members of this association who have passed away since our last convention, whose passing we deeply deplore and whose death has been a distinct loss to this association and to society at large, include the following:

Ismar S. Ellison, who as Publisher and Editor of the United States Tobacco Journal was an outstanding figure in the Industry for a great many years;

C. Fred Crosby, an editor of tobacco trade papers for more than a score of years, and one of the founders of the T. M. A.

John B. Adt, President of the John B. Adt Co.,

Eacunda P. Arguelles of Arguelles, Lopez & Co.,

Adolph D. Bendheim, President of the Metropolitan Tobacco Co.,

Abraham Bijur of E. Rosenwald & Bro.,

Louis H. Eisenlohr, Vice-President of Otto Eisenlohr & Bros., Inc.,

Albert Falk, President of the Falk Tobacco Co.,

Joseph S. Flynn of R. G. Sullivan,

Chas. Fox of F. Miranda & Co.,

Col. Alvaro Garcia of Garcia & Vega,

Samuel Heineman of Heineman Bros.

William H. Jones, Pres. of the Jones-McIntosh Tobacco Co.,

Henry Kraus of Kraus & Co., Inc.,

Joseph Monday of S. Monday & Sons,

Marcelino Perez of Marcelino Perez Co.,

J. S. Pinkussohn of the J. S. Pinkussohn Cigar Co.,

Frederick W. Plugge of The Washington Tobacco Co.,

Oscar Reinach for many years connected with the Cigar Trade,

Peregrino Rey of Cuesta-Rey & Co.,

Walter R. Reynolds, Vice-Pres. of the R. J. Reynolds Tobacco Co.,

Salvador Rodriguez of Salvador Rodriguez, Inc.,

Benito Rovira, Pres. of the Benito Rovira Co.,

Carl Upmann, cigar manufacturer of many years' standing,

Asa W. Vandergrift of Sheip & Vandegrift, Inc.,

Benoit Wasserman of B. Wasserman Co.,

I. H. Weaver of I. H. Weaver Co., and at the time of his death President of the National Cigar Leaf Tobacco Association, and a Director of the T. M. A.

While we deplore their passing from the activities of life, we rejoice that we are able to testify to their merits as men who honored themselves, their families and business associates and whose careers shed lustre upon the industry with which they were so closely allied. To the wives, children and others who loved them, we extend our deepest sympathy in their affliction, and we mourn with them in complete accord. Let us rise and for one minute in silent meditation and prayer, pay our final tribute to their memory.

Conclusion

In bringing my remarks to a close, permit me once again to remind you that this convention has highly important duties to perform —tasks that are likely to tax your energies to the utmost to master. We have not gathered here merely to engage in social converse, or to spend our time in the discussion of inconsequential affairs, but we have before us great problems to the solution of which we must devote all our attention.

The eradication of the evils to which I have referred, and how we are to provide adequate remedies therefor, are questions which demand our most earnest consideration. As business men who have the best interests of the great tobacco industry at heart, we must deal with the important questions that may arise in the course of our deliberations unselfishly, and with a spirit of co-operation and mutual helpfulness.

The tobacco industry like all other industries must have its "ups and downs," its days of prosperity and its eras of depression, its periods of ordinary and normal competition and its time of intense rivalry. The tobacco industry has developed as large, if not a larger proportion of commercial successes as any other industry. Let us hope that whatever evils or ailments the industry is now suffering from are merely temporary and that a readjustment for the better may soon come.

JESSE A. BLOCH,
President.

Washington, D. C., May 16, 1923.

Plant Shortage Feared

GREENEVILLE, Tenn., May 14.—Reports from different sections of Greene and adjoining counties indicate a shortage in tobacco plants. For some reason the plant beds did not produce as they should have, and in many instances the beds that were advanced far enough for uncovering were badly injured by the recent cold spell. To what extent this will affect the crop of Burley this year is yet problematical. Tobacco men are hopeful that the year's crop will not be affected to any great extent. The time for setting the plant is at hand and with the splendid season now on, farmers will be busily engaged during the current week in getting their crop out.

Fred H. Austin, tobacco warehouseman, of the Austin Co., Inc., returned yesterday from a trip to Boston.

Kings County Celebration Proves Big Success

The fifth annual banquet and ball of the Kings County Cigar and Stationery Corporation was held last Sunday, May 13, at the Broadway Central Hotel, New York. More than three hundred guests participated in the festive event, which proved an unqualified success. Barnett Wolff acted as toastmaster and made everyone feel at home with his spontaneous and humorous remarks. Appropriate addresses were also delivered by J. J. Ollendorf, president of the National Board of Tobacco Salesmen's Associations of America, and Henry H. Hunter, secretary of the Kings County Cigar and Stationery Corporation.

To Inspect Shade-Grown

Leopold Holzman, of Strouse & Holzman, plans to visit Hartford next week to inspect the Connecticut shade-grown market.

Achieved Through Co-operative Work

(*Continued from page* 39)

one great family where each and every one works for the good of all.

For happy, well-satisfied, well-paid well-treated, loyal workers, working under proper working conditions and proper working hours, the Axton-Fisher plant and plan are generally regarded as ideal as in any factory in America. And every member of the firm is just as glad of it as is every worker.

Conceives Right Idea of Business

It is through this co-operative work between employer and employes that this concern from a small plant, has grown to be one of the leading ones in the tobacco industry, and it was Wood F. Axton, who, while lugging a grocery drummer's sample case way out in the "sticks" 30 years ago when he saw people having to work under all sorts of conditions, hours, and wages, conceived the idea that there must be more to running a business than merely seeing how much money could be squeezed out of everybody connected with it.

So he dropped his sample kit, hunted up a partner and started to making "Old Hill Side" smoking tobacco. They started in the name of the "Axton-Fisher Tobacco Co." with as good working conditions as their little two-by-four factory in Louisville, Ky., would afford and with their employes as co-workers instead of workers.

They realized that it was only from satisfied workers they could get the most satisfactory results, and to have satisfied workers they felt that they must provide satisfactory working hours working conditions and pay a wage that would enable the workers to improve their standards of living and have something left for the proverbial "rainy day."

Business Increased Rapidly

Business came so fast they soon had to move into bigger space, which they soon had to do again and then again. Their fourth move was into their own big modern steel and concrete plant which they are now occupying, which has to be doubled, owing to the trebling of the factory's business last year from sales on Clown Cigarettes.

The present Axton-Fisher factory, in which the "Clown" cigarettes are made is a solid concrete and steel construction thoroughly modern, strictly sanitary throughout, properly heated, lighted and ventilated, and practically all work done in "broad" daylight. It has individual steel lockers, rest rooms, assembly room, shower baths, kitchen, dining room, library and other modern features for the pleasure and welfare of everyone who works therein.

Nothing in the way of modern equipment for the protection and general welfare of their workers has been overlooked. In the middle, fore and afternoons, every female employe is given a 15-minute recess, and at noon every worker gets a free, well-cooked warm meal, served in the spacious dining room provided for that purpose and it's a real square meal, too.

Every worker is also provided with free insurance policy from $500 to $1,500. This applies to the colored as well as the white help.

Union Label on All Products

The Axton-Fisher plant owners did not start out with the idea of just how "cheap" they could get help but how good. They went to organized labor which they saw was seeking to improve the standards of living through decent wages, earned under decent hours and decent working conditions, and they proved so satisfactory that ever since they have employed union labor only for which they have never had cause to regret.

The Union Label is placed on all products, and it has remained there for nearly a quarter of a century with pride and satisfaction to both employer and employe. In all that time it may be said there never has been a strike in the Axton-Fisher factory nor any occasion for the removal of the Union Label.

The Axton-Fisher products are the Clown Cigarette, Old Hill Side smoking tobacco, Old Loyalty, Booster Twist, White Mule and Axton's Natural Leaf and the union label is found on all of them, not only the International Tobacco Workers Label, but on the package there also appears the label of the International Typographical Union.—*Kansas City (Mo.) Mule.*

CLASSIFIED ADVERTISING

Old established, small manufacturing business abroad, capable of great development, requires an executive to take full charge. Experience all phases manufacturing, marketing cigars, cigarettes and smoking tobacco desired. Apply giving record and salary required to C. D., c/o Vredenburgh-Kennedy Co., 171 Madison Ave., New York.

A WONDERFUL OPPORTUNITY FOR MANUFACTURER—A cigar plant complet equipped, four Universal Stripping Machines, Borgfeldt Bunch Machines, and a general c plete equipment to be sold at a sacrifice, gether with labels, and manufacturing ab 350,000 cigars per month. Labor costs in Angeles less than any other city in the Un States. Write for particulars to M. W. Sm 517 So. Rampart St., Los Angeles.

HUMIDOR FOR SALE—14' x 7', SECTION CAPACITY 175,000 CIGARS. PRACTICAL NEW. HARDWOOD. DOUBLE WALLS WINDOWS. 18 BINS. ALSO NEW ELECT HUMIDIFIER. CAN BE BOUGHT REAS ABLE. JOS. GARTNER & SON, 346 HALS ST., NEWARK, N. J.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

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America Leads the World in Tobacco Production

A Comprehensive View of Our Two-Million-Acre, Half-Billion-Dollar Tobacco-Growing Industry in Yearbook—Department of Agriculture Issues Interesting Data.

WASHINGTON, D. C., May 21.—A comprehensive view of our two-million-acre, half-billion-dollar tobacco-growing industry is to be found in the 1922 Yearbook of the United States Department of Agriculture which has just come from the press. Although this crop uses only about five-tenths of 1 per cent of the acreage devoted to all crops, it has a high value per acre and requires a great deal of labor both in the growing and manufacturing into forms for consumption. Most of the crop is grown in a few States, Kentucky, North Carolina and Virginia being the leaders, but some tobacco is grown in 42 States.

In 1919 tobacco was grown on nearly 450,000 farms. In that year North Carolina stood first in value of the crop and Lancaster County, Pennsylvania, was the leading county in acreage and production. Hartford County, Connecticut, where a large acreage of shade-grown tobacco is produced, led in value of the crop which was $13,600,000, more than two-thirds of the value of all crops produced in the county.

The World's Leader

This country leads the world as a tobacco producer and in the number and diversity of types produced to supply varying demands. Census returns show that in 1919 there were 10,291 tobacco-manufacturing establishments employing 183,000 persons. The products manufactured—cigarettes, cigars, smoking and chewing tobacco, and snuff—were valued at more than $1,000,000,000. The internal revenue from tobacco now amounts to nearly $300,000,000 yearly.

So far as statistics are available they show that the 11 principal tobacco-producing countries each produced upward of 50,000,000 pounds annually before the war. In the order of quantity produced these countries are the United States, British India, Russia, Hungary, Dutch East Indies, Japan, Germany, Philippine Islands, Brazil, Cuba, and Northern Caucasia. China undoubtedly produces much tobacco, but statistics are not available.

In the Yearbook article much attention is given to the historical and economic development of the tobacco crop since earliest colonial times. It is said that when America was first discovered the natives were growing the crop from Canada as far south as Brazil, and that they understood such fundamental practices as proper spacing in the field, topping and suckering the plants, and the distinctive processes of drying now known as air curing, sun curing and fire curing. Commercial tobacco growing was first begun in the West Indies and Central America by the Spanish settlers long before Jamestown was established. In the early days the Virginia and Maryland growers competed for the European trade with these Spanish planters. From this time to the present, when cigarettes are produced at the rate of 60 billion a year, the various changes in the industry are discussed and shown by maps and graphs. Although expansion has been one of the most noticeable features, various other changes have occurred, including the development of new types and varieties and new cultural methods. Special attention is given to certain regions, to factors influencing production, and to tobacco's position in the farming system.

The work of the Department of Agriculture is shown to have had an important influence in the improvement of the industry, and in the last 25 years, because of new methods, better varieties and greater use of fertilizers, the yield per acre has increased. Great progress has been made in the ways of marketing the product from the farms, particularly in co-operative marketing.

Shade-Grown Wrappers

The growing of cigar wrapper tobacco under shade, which has become very extensive in Connecticut and Florida, is one of the important developments in the industry which has come from the experimental work carried on by the Department of Agriculture. This method has made it possible to produce a high-grade leaf for the purpose which formerly could be secured only from foreign countries. Another contribution by the department is the steam sterilization of tobacco seed beds whereby destructive fungous diseases and weed seeds are destroyed. This simple method eliminated one of the very serious troubles of the tobacco grower. Studies have also been made of the kinds and quantities of fertilizers best adapted to different soils and various types of tobacco. Varieties have been improved by breeding and selection and new varieties have been created. It was through experimental work on one variety, Maryland Mammoth, that the discovery was made of the effect of the length of the day upon the flowering and fruiting of plants, a discovery which has interested scientists in all parts of the world and which has important practical applications in plant breeding and in the commercial production of seed of certain plants.

Types Confined to Certain Limits

Although there has been a great increase in the consumption of tobacco since the Civil War, the crop advances very little into new territory. Each type of tobacco is rather closely limited to certain localities because of soil and climatic conditions. In most of the tobacco-growing regions only a small part of the farm land, about 10 per cent, is devoted to the crop in normal years and any noticeable increase in price results in an increase in acreage in the original region. Because of the rapid rise in the use of cigarettes there has been a great demand for the flue-cured type of tobacco grown in the South Atlantic States. In these States there is much land lying idle which is not sufficiently productive for general farming, but which by the use of fertilizers can be made to supply the demand for any increase in acreage of tobacco. The trade also has come to look to certain localities for a certain kind of leaf. For these reasons commercial tobacco culture is not likely to spread to new territory.

Tobacco Consumption Shows Steady Increase

The consumption of tobacco, according to figures in the Yearbook, has increased steadily since Colonial times, but since the Civil War it has been rapid. Before the Civil War it was less than 4 pounds per capita. Since that time the rate of consumption has steadily climbed until it is now 8.5 pounds per person. The conclusion is that a steadily increasing proportion of the population is using tobacco. The outstanding feature of the expansion in the last quarter of a century has been the great increase in the use of machine-made cigarettes. From 1895 to the present time the manufacture of cigarettes has risen from 4 billion a year to 60 billion. Chewing tobacco has been giving way to smoking.

The article covers all factors in the industry from fighting diseases and pests to marketing and international trade. It is the most complete statement on the industry ever issued by the department.

Sails from Montreal

James Willing, of the American Malaya Trading Co., has been visiting his home in Montreal, and sailed from that port last Saturday for Europe on the White Star steamer *Megantic* to represent his organization at the remaining inscriptions.

Returns to Europe

Charles J. Waxelbaum sailed for Europe last Tuesday on the Cunard liner *Aquitania*, to attend the remaining inscriptions at Amsterdam and Rotterdam.

More Kentucky Outlawry Reported

LEXINGTON, Ky., May 22.—Bloodhounds from here have been ordered to Mason county, northeast of this city, to run down depredators who last night destroyed tobacco beds of seven prominent growers of that section, who are not members of the Burley tobacco pool.

This is the first outrage of this kind reported from that section, and feeling is running high over depredations. This is the fifth county in the Burley tobacco district where beds have been destroyed. Gov. Morrow has been petitioned to offer a reward for the capture of the raiders.

Reward Not Claimed

DANVILLE, Va., May 21.—While the Saunders local of the Tobacco Growers Co-operative Marketing Association has offered a reward for the apprehension of culprits who did damage to the tobacco beds of S. E. Alcorn near here, there is a growing disposition on the part of the "Co-ops" to minimize the damage done and to charge the farmer with having made a mountain out of a mole hill. Growers who have visited Alcorn's plantation and who viewed the damage done, report that only a few plants in one bed were torn up and that the people of the neighborhood are inclined to look upon the matter as a joke.

This, however, has not deterred Alcorn from raising a hue and cry over the affair and his reward of $100 still stands for the person who gives him information leading to the arrest of those guilty.—TETLEY.

Wisconsin Tobacco Market in Quiescent State

Several Sample Lots Sent Out for Inspection—Companies "Picking" at 1922 Crops—Prices Show No Signs of Weakening—Regrading Likely to Cause More Wailing.

EDGERTON, Wis., May 19.—There is nothing to report on the cased tobacco market this week. Several lots of samples have been sent out for inspection. Also shipping of old sold lots is steadily going on.

The 1922 crop is still being picked at by the different companies who have steadily refused to withdraw their hats from the ring, ever since the buying started last fall. Carle, Jones, Sweeney, Bekkedal, Nelson and McIntosh have furnished the bulk of the movement, with Lorillard and the General receiving scattered bargain lots from the co-op.

The prices show no signs of lessening. The pools, however, have gone over their unsold portion of southern binders, and regraded a lot of it back into the stemming. This will cause more roars to go up without any doubt, but that is a mere nothing to the pool officials "nowadays."

The receiving is still lagging on, with more of the stemming to be delivered as it is graded back from the assorting grades. The disgruntled growers are still refusing to deliver their tobacco, or even allowing the pool weighers to weigh it up in the shed and pay them their advance. Authentic reports from Richland county indicate that perhaps as many as one hundred new signers were obtained by the pool as a result of the series of rally meetings. Richland county was not over ten or fifteen per cent pooled today, somehow the organizers there never could make any headway. This will perhaps offset the cash renting in that county by pool members, and leave it about the same as formerly.

The weather has been a little more seasonable. A good rain helped out a lot, but the nights are discouragingly cold yet. Almost nightly the thermometer sinks down to forty degrees.

Ben Meyers, of the General Cigar Co., Inc., breezed into these parts this week. He now is scampering about the state with precision and eclat. There is something stirring, or about to be stirred, when that gentleman is nigh. As always, he is the cynosure of all eyes. The ducks are not flying, but Ben is as quick with his check book as he is on his trigger. His appetite for both ducks and fine packings is something "awful" when he once swings into his stride.—BADGER.

E. ROSENWALD & BRO.

Announce that they have purchased at the third and fourth sales by inscription in Amsterdam the following fancy parcels of Sumatra tobacco of the 1922 crop:

Third Sale

SENEMBAH MY/SCHLICHT

Fourth Sale

DELI BA MY/PADANG BRAHRANG

W & VS/DELI LANGKAT

S S T/CY

AMST. LANGKAT CO./WB

and various other marks

145 Water Street : NewYork City

Increasing Interest in Missouri Tobacco

BRANSON, Mo., May 19.—The success that has attended the efforts of tobacco growers near Branson, where prices obtained last year were said to have exceeded those obtained at the famous Missouri tobacco center at Weston, has resulted in a great interest being taken in the promotion of the tobacco industry in the Missouri Ozarks and this section of the state promises in a few years to become an important commercial point for the tobacco industry and will aid in boosting the previous records of 4,000,000 pounds annually in the state with a valuation of more than a $1,000,000, to a much higher figure even this year. Tobacco production in Missouri previously was confined chiefly to the dark, fire-cured type and used principally in the manufacture of "plug" tobacco.

The reduction in the price of this commodity resulted in almost a complete cessation of activities along that line and for a number of years there was a decadence in the tobacco industry in the state, with the exception of several isolated localities. For the past several years the production of white burley tobacco, used largely in the manufacture of cigarettes, has gained commercial importance in the state and especially in the Ozark section the growth of the industry has been rather marvelous.

Chambers of Commerce and Commercial Clubs have taken up the matter of furthering the industry and they have brought tobacco experts into this section to carry on experiments to determine if tobacco can be profitably raised in the Ozark region. The result of these experiments have been highly satisfactory and the experts declare that the farmers of the hill sections of southwest Missouri will be able to gain a great deal larger returns from their lands by growing tobacco than from any other crop. As a result of these reports the civic and commercial organizations have gotten solidly behind the movement and are assisting the farmers and ranchers in getting started by furnishing them with tobacco seeds and bringing more experts here to assist the farmers in getting a knowledge of the game and instructing them in the planting and culture of tobacco.

Probably no phase of agricultural pursuit, with the probable exception of the strawberry industry, has made such rapid progress in the Missouri and Arkansas Ozarks as the tobacco raising during the past several years and those furthering the proposition declare that it is really just in its infancy and within the next five years will see this section of the state producing the bulk of the tobacco in the state. Experimental plots have been established in a number of cities in this section of Missouri this year and the progress of the crops is being closely watched and noted.

Misbranding Condemned

WASHINGTON, D. C., May 23.—In an order directed to G. F. Hemler of Mcsherrystown, Pennsylvania, the Federal Trade Commission has condemned the use of cigar labels and brands that are misleading to the trade and general purchasing public.

In its investigation of the case, the Commission found that the respondent manufactured cigars and placed them on the market under the name of "Tampa, Florida," and that on the box containing such cigars the words "All Havana Hand Made."

The Commission further found that the cigars so labeled were not manufactured in Tampa and were not made from tobacco grown in and imported from Havana.

By the specific terms of the Commission's order the respondent must cease from using the words "Tampa, Florida" and the words "All Havana Hand Made," or any of them, in bands, labels or legends on cigars and the containers thereof manufactured by him in Mcsherrystown, Pa., or in any other place than at the City of Tampa, or the Tampa District, in the State of Florida, or sold by him, if such cigars, in fact, are not made in the City of Tampa, or the Tampa District in the State of Florida, and are not composed of tobacco grown in and-or imported from Havana, Cuba. —LAMM.

Co-ops Lose Suit

BUCKINGHAM, Va., May 19.—In the Circuit Court here the case of the Co-operative Marketing Association against Dr. Morris, was dismissed. No civil case in many years has attracted so many people to the Court House. The village was literally filled with automobiles; men and women representing both sides were here.

Col. Aubrey E. Strode represented the defense and J. Taylor Thompson and others were council for the association. It is said that the association people will renew their suit in some form.

This was a case where Dr. G. L. Morris was charged with selling tobacco in the auction warehouse while he was a member of the association.

The amount for which suit was brought was $700.

Turns to His Pipe for Consolation

WASHINGTON, D. C., May 19.—President Harding, after reading assaults on his administration, sometimes lays down his newspaper and turns "to a fresh pipe of tobacco for consolation," he says in a letter to Senator Harrison, Democrat, Mississippi.

The letter was occasioned by an article written by Senator Harrison concerning the visit of the executive's father, Dr. George Harding, to New Orleans to attend the Confederate reunion.

"I am writing you," the executive said, "to thank you for the kindly things you have said concerning him and his visit and the courteous reference you have made to the present occupant of the White House.

"In your capacity of chief party trouble maker in the Senate you have said some things which have made me lay my newspaper down and turn to a fresh pipe of tobacco for consolation. This very generous and considerate article has antidoted all the things that have gone before. You will be interested to know that my father was very greatly pleased by the article, and that he had the time of his life in meeting the Confederate veterans at New Orleans.

"The visit of my father was a very simple thing to do, but if it has contributed in any way to the concord of union and the completeness of reunion I am glad that he made the trip."

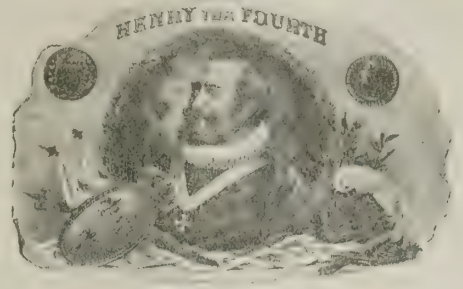
* * *

TOBACCO avails itself of this opportunity to say that future historians will have the authority of the President's own letter to enroll his name among the illustrious smokers of today. It is generally known that President Harding is fond of a strong cigar and does not waste any time in looking for a "light wrapper." His intimate friends know how he loves his pipe. It is pleasant to be able to quote his views regarding the consoling influences of tobacco, when the President is perplexed and wearied by the cares of State.

A Boost for Cigarettes

WASHINGTON, D. C., May 19.—In the case of the cigarette, detested by reformers, the worm has turned. Joseph S. McCoy, Government actuary, the last word in facts and figures in the Treasury Department, has found that the state of the nation's prosperity can be judged better by the consumption of cigarettes than by any other commodity. Mr. McCoy is not a cigarette smoker.

Now comes the Chemical Warfare Service with a real boost for the cigarette as a remedy for tuberculosis. Major Gerald B. Webb, speaking before the Missouri State Medical Society, discussed the effects of inhaling cigarette smoke on weak lungs. He concluded tobacco inhaling was a protective agent against tuberculosis and cited his examination of army recruits. Many more non-smokers were discharged for tuberculosis than were smokers.—LAMM.



Establish CONFIDENCE

By giving VALUE, thus keeping the trade you already have and paving the way to build upon it. HENRY the FOURTH cigars are VALUE—the Material used and Workmanship employed cannot be excelled. They Duplicate because they're GOOD. Once placed they are their own best salesmen.

Sizes retailing from 10c to 20c.

ALVAREZ MENDEZ & CO.

Makers

Preferred Havana Tobacco Co., Owners
New York Office, 257 4th Ave.
TAMPA, FLORIDA

Patterson Bros. Tobacco Corporation

Richmond, Va.



MATOAKA
CIGARETTES
Retail 20c. for 20
A Superior Cigarette

Have you seen the big full page newspaper series?

Save from $52 to $78 a year

You will be amazed to see how the use of "Bull" Durham will cut down the cost of your smoking.

How is it possible to give you quality at the low cost of 10 cents for 50 cigarettes?

ANSWER: The government tax alone on 50 machine-made cigarettes is 15 cents—5 CENTS MORE THAN THE COST OF 50 "BULL" DURHAM CIGARETTES TO YOU!

The average smoker saves $1 to $1.50 a week by "rolling his own" from "Bull"—or from $52 to $78 a year. This makes quite a Christmas fund—or pays for a fine trip.



GENUINE

"BULL"

DURHAM

TOBACCO

Guaranteed by The American Tobacco Co. INCORPORATED

50 GOOD CIGARETTES 10¢

(Reduced facsimile of Newspaper Page)

Chicago Cigar Dealers Lose Out to Candy Shop

Lady Candy Purveyor Secures Small Store Much Sought After by Cigar Interests—Conscientious Scruples Weighed Against Smoke Emporium—News from Windy City.

CHICAGO, May 19.—It isn't often one hears of Loop office building owners turning down a would-be store tenant who offers $10,000 annually for a shop 11 x 17 feet, and then renting it to another party for several thousands less, just on account of religious scruples. The Chicago Temple, at Clark and Washington streets, just completed, and which is 556 feet high, has a small shop at 79 West Washington street, which is ideal for a cigar store. It is so promising a site that several big cigar store concerns have made persistent overtures to the agents of the building, only to be told that the Methodist Church, which owns the building, would as soon think of having a saloon in the building as a smoke shop. One concern offered $10,000 annually and got just as emphatic a "No" as another big chain cigar store company, which offered several thousands less. And then Mrs. Ora H. Snyder, who was looking for a store to care for her discontinued candy shop at 30 West Washington street, heard about the much sought after 11 x 17 shop, and in less than five minutes after applying for it had secured it, and at several thousand dollars annually less than $10,000. In the lease is a clause unique in the history of Loop leases, so 'tis said. It reads: "The shop is not to be open on the Christian Sabbath." Mrs. Snyder, whose fame as a purveyor of sweets is nation wide, opened her first candy store here 13 years ago. She now has six in the Loop, and her business has proven a tremendous success.

Louis Nathanson, of Minneapolis, who has been visiting the Eastern manufacturers, passed through the Windy City on his way home.

The dealers are expecting Ed. Berriman to come in for a short visit. His representative, Gordon Nussbaum, has several fine accounts here.

Muriel cigars continue to forge ahead with Faber, Coe & Gregg.

Harry McCrary, of San Martin & Leon, reported from "Down in Ohio," where he is opening new accounts on the San Martin & Leon and Hoyo de Cuba brands.

Showing Results

Leo Abraham, Milwaukee chain store owner, and sales agent De Luxe, passed through on his way home from a visit to the Webster Cigar Co. factory at Detroit. Leo also represents José Escalante & Co., of Tampa, and is putting their Corina cigar on the map in Wisconsin.

This is "Cinco time" for E. Hoffman & Co., and their sales force has secured a fine distribution on this 2 for 15 cent cigar.

John W. Merriam, of M. Bustillo & Merriam, of Tampa, was a caller, and as usual he booked some good orders.

Sells Millions of Manilas

Ed Elam, who sells millions of Manila cigars out West, spent a few pleasant hours here on his way to New York. Ed hails from San Francisco.

Catering to Greek Trade

The *Greek Star*, the leading Greek newspaper here, shows many cigar ads. In each issue is seen El Roi Tan, Tom Palmer, Chas. Denby, La Palina Corina, Girard, Humo and Helmar cigarettes. P. S. Lainbros is the publisher of the *Greek Star*. The Greek trade of Chicago is a large one and much sought after by all the jobbers and local manufacturers.

Goes with Seidenberg Corp.

Abe Cohen has resigned from the sales force of Newman Bros. and has connected with the Wm. J. Seidenberg Corp. to represent them on the South Side. He will feature Pancho-Arango, made in bond, and Virginia Lee, Tampa made mild Havanas.

Sol Korn, a New York manufacturer, spent several days here. His Cuban Crop, a 10 for 35 cent short smoke, has a large sale locally.

Featuring Garcia y Vega Cigars

A clever letter, boosting the quality of the Garcia y Vega cigars, has been received by the trade from the New York office of Garcia y Vega. A fine booklet showing nine high priced sizes of the Garcia y Vega brand was enclosed with each letter.

The City Club of Chicago now features several sizes of the Pancho-Arango, made in bond cigar.

Offers Tailor-Made Smoke

Harry Mitchell, a popular local tailor, is pulling a clever stunt these days. Through large newspaper ads he invites his friends to bring along their matches and stop in his store at 16-18 East Jackson and have a cigar on him. Harry says "it's not an El Cabaggo, but a real, honest-to-goodness Havana that will carry away your troubles in every puff, and you'll be satisfied with my cigar and my perfect tailoring." This is a brand new advertising scheme nad the first time ever tried here by a tailor.

Peter Soteros has come back to the Rialto, and is now the owner of Peggy's Grill at 161 North Dearborn street.

Cinco newspaper ads again appear. A quarter of a page showed Cinco off to the public this week. E. Hoffman Co., 30 South Wells street, finds Cinco showing a lot of life and has secured a large distribution in this market for Otto Eisenlohr & Bros., Inc.

Sol Bernstein, of Sol M. Bernstein & Co., has returned from his vacation to West Baden.

C. D. Maxwell, for some time one the sales force of Tebbetts & Garland, has resigned and is now with the Miles Cigar Co., 28 East Monroe street. He will feature to the box consumer Pancho-Arango and DuBelle, both made in bond cigars from the Tampa factory of the Wm. J. Seidenberg Corp.

Humo, the big selling 2 for 15 cent seller of the Sanders & Watson Cigar Co., continues to be featured in the Chicago newspapers.

Emil and Karl Eitel, owners of the Bismark Hotel and the Marigold Garden, have just purchased the southwest corner of La Salle and Randolph streets, 181 x 132 feet. They are to erect a 2,000-room hotel and theatre on the site, which is one of the best locations in the Loop.

Big Club Building Proposed

A $4,000,000 twenty-five story club is to be erected at 168-176 West Adams street and to be known as the Midland Club. Its membership will consist of several thousand Middle West executives of out-of-town concerns who visit Chicago a number of times a year. It is planned to have 726 sleeping rooms.

New Schermerhorn Store

The new Schermerhorn store at Dearborn and Monroe streets will open in a few days. It will be one of the best located and the finest retail cigar store in Chicago. H. M. Schermerhorn, Inc., has been in business here for over 25 years and operates a chain of stores in the Loop.

Celebrating 22nd Anniversary

The United Cigar Stores Co. has moved out of the location southwest corner of Clark and Jackson boulevard. The United is celebrating its 22nd anniversary by giving 10 full certificates with each $1 purchase.

The Mutual Cigar Co., with a store at 18 East Van Buren street, will in a few days open store No. 2 at 304 South Clark street.

Down in Louisville today is E. P. Oakes with his new straw hat, watching the Kentucky Derby run. Fred Lampert, who is manager of Oakes' retail business, is also along with the boss.

Oscar Buxbaum, jobber of Milwaukee,

(*Continued on page* 40)

Patterson Bros. Tobacco Corporation
OF RICHMOND, VA.



15c 15c

MATOAKA
Blue Ribbon
SMOKING TOBACCO
The best Patterson ever made
Exclusive Distributors Accepted in Open Territory on Liberal Plan



In Perfect Condition
BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.

MADE BY
RACINE PAPER GOODS CO., Racine, Wis.



Day in and day out/

FATIMA

One of the recent newspaper advertisements—another successful Fatima series.

Day in and day out

—and year in and year out—Fatima keeps up its sure, steady growth. Probably no other cigarette in the world has so many unchanging friends.

Many dealers will remember how Fatima set a new fashion—for this was the *first* Turkish Blend cigarette, and the first "cup" package. And the genuine tobacco *quality* put into those first packages, that skill of balance in the blending, that rare delicacy of flavor, is just the same today. Here is the *one* cigarette of better quality to be had at a reasonable price.

Are you getting your share of this profitable volume?

LIGGETT & MYERS TOBACCO CO.

Durex Quality Production Bunch Machine Shown at T. M. A. Convention

A miniature cigar factory in full operation making cigars from short filler bunches prepared on the Durex Quality Production Bunch Machine was one of the most interesting side features at the T. M. A. Convention at the New Willard Hotel in Washington last week.

The Miller DuBrul & Peters Mfg. Co. of Cincinnati, manufacturers of the Durex, planned the display which was held in a large room adjoining the one where the general sessions of the Convention took place, and the steady stream of interested visitors at times taxed the capacity of the room.



The Durex Quality Production Bunch Machine, manufactured by Miller, Du Brul & Peters Mfg. Co., shown at the T. M. A. Convention. It is being explained by Mr. Du Brul (center) to Geoffrey Freeman (right), and M. E. Canle (left).

Built on New Principle

The Durex machine is built on an entirely different principle of feeding the filler, than has ever been used on a short filler bunch machine. The filler is fed forward horizontally and keeps the original combination both as to size and quality of tobacco during all the operations. This assures both uniform bunches and mixture.

The interest shown in the Durex by cigar manufacturers in attendance at the convention is an indication of the trend in the industry towards methods which will insure increased production at lowered manufacturing costs, and the many favorable comments heard from men prominent in the tobacco industry—men who realize the vital necessity of controlling the factors of cost and production—would indicate that the Durex Machine will play a prominent part in the new order of things.

The Durex is peculiarly fitted to perform the mission of increased production at lowered manufacturing cost because of the elimination of waste in filler and binder stock, the speed with which bunches can be produced and the decreased labor item of machine versus hand work.

An Exclusive Feature

The machine measures and shapes the bunch simultaneously by means of an expanding matrix, one of the exclusive features of the Durex, which opens to receive the filler, and contracts to the desired shape after it has been filled. A compensating plunger controlled by a spring adjustable as to pressure, makes certain the uniform filling of the matrix from head to tuck. The excess filler is sheared off by a pair of knives, resulting in a uniform bunch, and the positive

It produces 20 bunches a minute and can be run continuously because the only manual operation performed by the operator is the laying of the binder. The bunch is formed, shaped and placed in the mold automatically and from the time the tobacco is placed in the hopper until the finished bunch is placed in the mold, the filler and bunch are under positive control.

LA CONFESION CIGAR

Imported Sumatra Wrapper

A Favorite

for forty years. Because they are good cigars and

DRAW TRADE



Sizes and Prices

Invincible	3 for 50c
Waldorf	15c Straight
Club House	15c Straight
Perfecto Extra	2 for 25c
Epicure	2 for 25c
Regalia	10c Straight
Panetella	10c Straight
Blunts (wood)	10c Straight
Blunts (cans)	10c Straight

Benito Rovira Co., Inc.

311-321 E. 62nd St.
New York

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

Mill-Factory and Main Office
NEW HAVEN, CONN.

-Salesrooms-

NEW YORK
25 W. 43rd St.

PHILADELPHIA
1215 Filbert St.

BOSTON
99 Chauncy St.



H·P

YOUR AMBITION

is to have

Satisfied Customers!

Which is the biggest reason of all why you should sell our cigars.

HARVARD and PIPPINS

can always be depended upon to build good-will for you with your trade

First: Because the quality is UNIFORM.
Second: Because you can make a profit.
Third: Because tobacco and workmanship are guaranteed first class.

"Have a Harvard" is the slogan wherever these excellent cigars are on sale.

And "It's a Pippin" refers to the only cigars in the world in their class.

Write for our special proposition

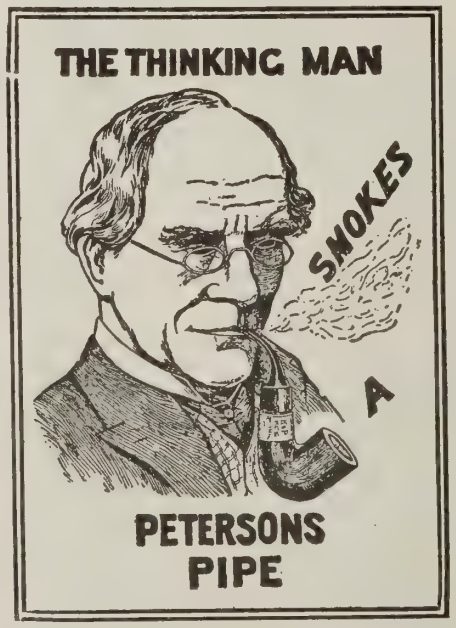
H. TRAISER & CO., Inc.

BOSTON, MASS.



Harvard Londres

Pippins Londres



PETERSON'S PIPES

World-Wide Reputation

BELOW ARE A FEW SHAPES POPULAR IN THE U. S. A.

THERE ARE 500 OTHER PATTERNS TO SELECT FROM

For particulars apply to

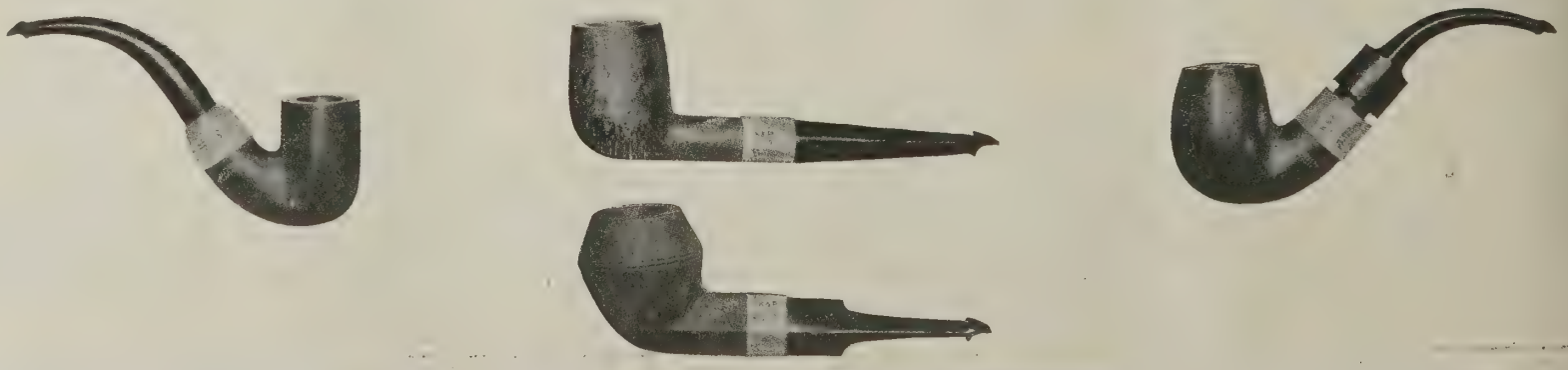
H. L. ROGERS CO., INC.
100 FIFTH AVENUE
NEW YORK CITY

U. S. Agents for

KAPP & PETERSON, LIMITED, :: Dublin, Ireland

Schwabacker Bros., Seattle, Wash. Distributors for the Northwest.





Sliding Shell Packs



FOR FIVE OR TEN CIGARS.



Display Containers

LET US DESIGN ONE FOR YOU.



These new and logical packages and containers will increase the sales of your cigars.

Smokers are showing a decided preference for them.
Drop us a line, and without expense to you we will show you what can be done.

THE ROCHESTER FOLDING BOX CO.

Capacity, 10 Million Boxes a Day.
ROCHESTER, N. Y.

and complete elimination of plugs, or chokers,

E. B. Kincaid, Erecting Engineer of the Miller DuBrul & Peters Mfg. Co., was in charge of the operation of the machine used in the demonstration and its features and principles were explained by C. J. DuBrul, President of the Company; J. F. Sees, assistant to Mr. DuBrul, in Charge of Engineering; F. Chudoba, Sales Manager and R. M. Fleming, Publicity Manager.

After the bunches were made on the machine they were finished by two attractive young ladies clad in white costumes and caps bearing the old familiar "triangle in a circle" trade-mark of the Miller DuBrul & Peters Mfg. Co. Each process of cigar making was carried out and the finished cigars were placed in boxes. An interesting feature was the fact that every bit of equipment used in making the cigars was made by the Miller DuBrul & Peters Mfg. Co. Later the finished cigars were placed in pouches bearing the trade-mark of the company, and the request that the recipient smoke one and open the other so as to convince themselves of the quality of work done on the machine. These were handed out to all the visitors and from the comments heard the workmanship made a favorable impression.

The accompanying photograph shows the exhibit and was taken as the machine was being explained by Mr. DuBrul to two of the overseas visitors to the convention, Geoffrey Freeman of J. R. Freeman & Son, Ltd. of London, and Cardiff, and M. E. Canle, the official representative to the convention of the Union de Fabricantes de Tabaccos y Cigarros of the Island of Cuba.

To Operate Cigar Store on the "Leviathan"

Faber, Coe & Gregg, the well-known importers and distributors, have secured an important and unique contract to operate a retail cigar store and several cigar stands on the Shipping Board steamer *Leviathan*, ex-German steamer *Vaterland*.

As the result of her recent reconstruction, the board claims that the *Leviathan* is now the largest ship in the world and the country is looking forward to July 4 next, when the huge liner is scheduled to steam from New York on her first voyage in the transatlantic passenger service under the American flag.

The cigar store and stands will be stocked with a high-grade assortment of imported and domestic brands, and also a general supply of cigarettes, smoking tobacco and smokers' articles. The innovation bids fair to become popular with transatlantic passengers and Faber, Coe & Gregg are to be congratulated on their enterprise.

St. Louis News Notes

ST. LOUIS, Mo., May 21.—Business continues at about the same pace it has been going for some time. With pleasant weather in sight, after several days of very rainy weather, jobbers and retailers look for an increase in their business.

W. W. Haynie, of the Haynie System, is back after several weeks spent in Arkansas, Texas, Louisiana, Oklahoma and Kansas City. He tells of the connections he made during his trip. The Paris (Texas) Grocery Co., a concern controlling eight houses in eastern Texas, he states, will distribute the Haynie System brands hereafter. The Adkins-Polk Co., will take care of Dallas. The Carter Co., in Fort Worth and western Texas will be taken care of by the eighteen branches of the J. M. Radford Grocery Co. There will now be fifty-two concerns in Texas taking care of the distribution of the Haynie System goods.

Sues Former Receivers

Suit was filed in the Circuit Court of this city, last week, by Edward E. Butler, a lawyer, against M. R. Hoffman, Jesse M. Falk and the American Surety Co., for $20,000, which represents a bond which Hoffman and Falk filed in the Circuit Court when they became assignees for the creditors of the Dienst Tobacco Co., of St. Louis. It is alleged in the suit that Hoffman and Falk were appointed by the court in July, 1922, when the company went into voluntary bankruptcy. On February 10, 1923, Falk and Hoffman filed a motion asking that they be removed as assignees. Butler then was named assignee and furnished a $25,000 bond, but when he made demand upon the former assignees for the books of the company, his demand was refused, he alleges.

A Valuable Concession

The Charles P. Stanley Cigar Co., as usual has the cigar and tobacco concession at Forest Park Highlands, a big summer resort on the outskirts of the city. The late Charles P. Stanley, obtained the concession when the resort was started, many years ago and it has been controlled by the company ever since.

Recent Visitors

Many visitors have been here recently. Some of them were H. J. James, sales manager of the Lovell-Buffington Tobacco Co., Covington, Ky.; Tom Monroe, sales manager of the Spietz Cigar Co.; Frank Schaeffer and Sandy Stuart of Jos. J. Schaeffer; Nat J. Rice of the American Cigar Co.; Howard Pent of the Coraza Cigar Co., and Harry J. Godfrey of George C. Kindt & Co., Inc.

UNITED STATES TOBACCO IMPORTS DURING JANUARY, 1923

Figures Compiled by Department of Commerce. Value Stated in Dollars

ARTICLES, AND COUNTRIES FROM WHICH IMPORTED.	UNIT OF QUANTITY.	JANUARY—				SEVEN MONTHS ENDING JANUARY—			
		1922		1923		1922		1923	
		Quantity.	*Value.*	*Quantity.*	*Value.*	*Quantity.*	*Value.*	*Quantity.*	*Value.*
Tobacco (total)			6,008,783		8,020,784		34,719,782		47,293,302
Unmanufactured—									
Product of the Philippine Islands	free	Pound	44,629	7,792	275,687	30,713	278,367	32,261	754,559	80,299
Leaf, suitable for cigar wrappers	dut.	do.	117,595	200,640	530,342	917,908	3,174,790	6,494,525	4,926,984	9,616,168
All other	dut.	do.	7,410,703	5,380,414			30,774,954	24,797,527	[2] 10,129,471	[2] 8,192,729
Cigar leaf—										
Unstemmed	dut.	do.			1,544,029	1,225,026			[1] 5,266,022	[1] 4,119,834
Stemmed	dut.	do.			1,354,024	1,406,900			[1] 4,472,941	[1] 4,500,002
Cigarette leaf	dut.	do.			4,284,280	3,494,263			[1] 20,883,301	[1] 15,060,035
Scrap and other unmanufactured	dut.	do.			251,249	90,304			[1] 929,520	[1] 272,079
Manufactures of tobacco—										
Cigars and cheroots	free	do.	140,562	264,381	492,668	621,615	809,751	1,470,867	2,024,575	2,994,524
	dut.	do.	14,599	135,122	23,475	205,540	197,565	1,775,383	283,006	2,206,268
Cigarettes and paper cigars	free	do.	710	1,110	170	270	1,480	1,552	2,375	4,864
	dut.	do.	805	3,833	846	5,253	3,797	18,722	8,310	56,628
All other	dut.	do.	14,187	15,491	20,671	22,992	106,554	128,945	171,204	189,872

[1] Beginning Sept. 22.

[2] July 1, to Sept. 21.

FINE SIZES

CHANCELLOR CIGAR

HIGHEST GRADE

THE ACKNOWLEDGED LEADER
AMONG MILD SUMATRA-WRAPPED HAVANA CIGARS

TOBACCO
ESTABLISHED 1886

PUBLISHED EVERY THURSDAY
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R. T. Tanner, Business Manager — C. L. Franklin, Editor

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One Year $3.00
Canada and Foreign Countries $5.00

Remittances may be made by New York draft, postal or express money order, or cash in registered letter.

Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, MAY 24, 1923.

COMING EVENTS

Convention of the National Cigar Leaf Tobacco Association, in the assembly room of the Merchants Association of New York, in the Woolworth Building, Monday and Tuesday, June 4 and 5,

* * *

Annual convention of the Tobacco Association of the United States, at the Grove Park Inn, Asheville, N. C., June 28, 29 and 30.

A POWER IN THE LAND

A part of the recorded history of the tobacco trade, the proceedings of the T. M. A. Convention, at Washington, have been spread before the public.

Expectations were justified. A fine showing was made. The meetings were well attended. More than usual interest was manifested. For the good and welfare of the industry, many able men deliberated.

There was no lack of direction. Alert leaders were on the job all the time. Precisely, as intended, various things were done. From the carefully prepared program, there was little deviation. Perforce, the convention devoted much of its time and efforts to routine work. Nothing very new or startling was developed. But for what was achieved, surely there is cause for congratulation.

The eminence of the speakers was a tribute to the importance of the tobacco industry.

Admittedly, the T. M. A. is a power in the land.

Necessarily, its far reaching influence will become stronger.

Ably led, wisely guided, the Association gives assurance that it can be of greater service.

For the American tobacco industry, the T. M. A. is obligated to do its utmost. It should grow. It should obtain a larger membership. It should be properly financed. It should be able to promise increased usefulness.

Ability is indicated by past performances and present direction. The T. M. A. justly may take pride in its officers. Future achievements are foreshadowed by what is being done now.

The nation and the tobacco industry give credit and praise to the T. M. A.

PREFERRED HIS OLD RED CLAY

Even Victoria features in the history of tobacco.

It is said that she once sent a silver pipe to the King of Dahomey as a symbol of her favor and good will.

The savage ruler tried it. And much to the Queen's surprise, he sent it back with the cryptic message that his old red clay pipe was much better!

Proving, again, that a woman should be very careful when she picks a pipe for a man.

A PROBLEM FOR THE T. M. A.

Too many dealers and more than a few cigar manufacturers seem to proceed on the theory that most smokers don't know what they are buying.

"If the price isn't too high, if there is a big profit in it for us, we can sell any kind of a cigar that appeals to the eye."

"The boobs can't tell the difference between Havana and Pennsylvania."

"In a cigar store, the average customer hasn't any judgment."

Slickers and smart Alecks make such assertions. Cigar business is hurt by unscrupulous persons who deceive themselves by supposing that they can fool the public constantly.

Endeavoring to take advantage of the presumed ignorance of the consumer, they practice misrepresentation and resort to misbranding. Attempting to obtain excessive profits, they offer poor stuff and try, by fulsome commendation, to make it salable.

Though cigar trade history is crammed with proof that long-shotting doesn't pay, though again and again eager long-shotters have gone out of business ignominously, always there are some who will not be warned by the failure of others.

Persuaded by the thought that they can get away with it, they yield to a desire to acquire wealth quickly. They use unfair methods. They produce inferior goods. They rely on the gullibility of consumers.

They believe that, in buying, the ordinary smoker is influenced, principally, by "salesmanship."

To catch customers, the long-shotter depends on deceptive appearances, gaudy labels, pretentious claims and attractive prices. Instead of giving real information, in making a sale, bragging and exaggeration are brought into play.

For what it is and because of the harm it does, long-shotting receives condemnation, deservedly. But long-shotting isn't the only thing that operates to prevent the cigar industry from becoming more progressive and prosperous.

Let cigar manufacturers look around and see.

What's wrong?

Although smoking has increased greatly in the United States, cigar sales have not grown proportionately. Why?

More than a million new smokers come along, every year, in this country. But what has been done to broaden and develop the cigar market?

Contrasted with the achievements of manufacturers of cigarettes in recent year, the showing made by cigar manufacturers must seem meager. Where does the fault lie?

Employed by manufacturers today, methods of selling cigars are practically the same as they were many years ago. For the failure of cigar production to enlarge, is the retention of old tactics of partial explanation?

While cigarette manufacturers advertised intelligently, persistently and tremendously to induce people to use cigarettes, numerous cigar manufacturers refused to advertise at all. Others advertised, grudgingly, in a small way. Among cigar manufacturers, extensive and continuous advertisers have been comparatively few. Deprived of the publicity that would have been helpful in making them popular, unadvertised cigars had to compete how they could. Mostly, to the retailers was left the task of making sales for such. In small quantities usually, the friendless cigars went into a store. If they happened to sell, well and good; some more might be ordered. But a brand is unprofitable to handle unless it repeats. When there is no call for a brand, a dealer doesn't want it. By putting retailers to the labor and bother of introducing brands and securing a market for them, cigar manufacturers have retarded distribution. By neglecting to take the steps necessary to popularize their products, cigar manufacturers have restricted sales. They have created a situation where cigars have to carry the burdens of the retail tobacconist.

To enable the retailer to live and continue in business, cigars provide most of the profit that a store obtains. Though cigarettes may represent more than 50 per cent of the total sales of a cigar store, the retailer's profit on cigarettes generally is so small that dependence has to be placed on cigars to meet operating expenses.

The cigar smoker yields to the retailer a much larger profit than the cigarette smoker does.

The retailer compels cigars to make up for what he doesn't get on cigarettes.

To the manufacturer, advertising reduces the expense of selling. And sales are made easier.

Because of the continuous and extensive advertising of cigarettes to consumers, the retailer is forced to carry the cigarettes that are called for every day.

But, in buying cigars to sell again, the retailer picks and chooses brands that will give him the biggest profit.

By shrewd advertising, conspicuous almost everywhere, the smoker is encouraged to buy cigarettes. Information concerning brands, blends and processes of manufacture are given to the cigarette smoker. Cigarette advertisements are intended to enthuse. They win trade. They make new customers. By reading advertisements, the prospective buyer is induced to make up his mind before he enters the store. The cigarette smoker insists on getting what he asks for, usually. The retailer seldom tries to switch a cigarette smoker from one brand to another.

On cigar smokers, however, the retailer endeavors to use "salesmanship." Naturally he wishes the customer to take the cigar that gives the largest profit.

Because cigars are less advertised, the dealer has better chances to recommend or substitute.

Because many cigar manufacturers have not been indefatigible advertisers, cigar sales have been harder to make and the cigar market became what it is today.

Without causing greater loss and danger to the American cigar industry, things can not be allowed to drift the way they are going.

Many cigar manufacturers now are convinced that something must be done. At the T. M. A. Convention, at Washington, last week, it was suggested that a million dollars be raised, annually, to advertise the cigar industry. It was proposed that each manufacturer should contribute to the fund, in proportion to his output.

Ten cents per thousand, levied on all cigars manufactured and imported, would provide an advertising appropriation capable of bringing cigars much more favorably before the attention of smokers throughout the country.

The million dollar suggestion, made at the T. M. A. meeting, was referred to an appropriate committee, for consideration.

What action will be taken, eventually, remains to be seen.

A million dollars, however big that sum may seem to most of us, really is a small amount when compared with what is expended on cigarette advertising in the United States yearly.

Through its membership, the T. M. A. represents every division of the tobacco industry and practically all of the allied trades. As an association, the T. M. A. occupies the highest place in tobaccodom.

Properly, as an organization, the T. M. A. could not espouse the cause of cigars as opposed to cigarettes.

But the facilities of the T. M. A., enable cigar manufacturers, collectively, to take up and develop plans for the protection and advancement of their business.

If, put into shape by a T. M. A. committee the advertising proposition can be made acceptable to most cigar manufacturers, the result will be important.

If the recommendation becomes effective, manufacturers generally contribute ten cents for each thousand cigars contained in their output, advertising campaigns may be arranged to advantage.

The Philippine Government collects an inspection fee of 15 cents per thousand on all Manila

cigars exported to the United States. Derived from this source, the fund serves to defray the expense of reconditioning the damaged Manila cigars that come to this country. It furnishes the financial backing for the Philippine Government guarantee. It pays for careful inspection. It safeguards Manila business in the United States. Also, it provides an appropriation for a limited amount of Manila cigar advertising in the tobacco trade papers.

What has been done, with a fifteen cent per thousand collection on a few hundred million Manilas annually, at least will suggest possible achievement with a ten cent contribution obtained from each thousand of the approximately seven billion cigars made in the United States.

If a T. M. A. committee, with such advice and aid as may be got from the trade, can take hold of the proposal and make it workable, the American cigar industry soon could be put in a better position.

BUSINESS CONDITIONS

An expectation of good business throughout 1923 seems justified by conditions today. Executives responsible for business policies are proceeding with intelligent caution. They are making skilful use of improved facilities for learning the facts of the situation and are shaping their courses accordingly. As a result there is reason to believe that the danger of over-production and of inflation of prices and of wages by bidding for available supplies, is past for the time being. The prices of leading raw materials have receded somewhat and further declines in some commodities should occasion no surprise.

The expected check to building operations because of unduly high costs of labor and materials has occurred, and in the textile industries, in iron and steel and in manufactures generally a smaller volume of forward orders is being booked. Retail trade is excellent, with occasional local exceptions. There is little evidence of accumulation of stocks of finished goods at any point from the manufacturer to the consumer.

The check to production which has taken place is wholesome. In part it is seasonal. To a greater extent it is the result of widespread realization that a considerable part of the output of recent months has been absorbed in building up depleted stocks to a point where they bear a fair relation to the present rate of consumption in the United States. From this time output must be absorbed primarily by current requirements. Confidence in the outlook is justified, but business men generally recognize that their hopes can be realized not by propagation of a boom psychology, but by careful testing of the consuming markets and by skilful adjustment of output and of prices to demand.

The only ultimate safeguard to the business of the country is the consensus of judgment of producers, merchants and financiers. They have already proved that they are competent to remember the lessons of 1920, and they are prepared to guard against the excesses of rising prices and other inflationary tendencies, says the National Bank of Commerce in New York. Movements and utterances calculated to further warn against such tendencies are no longer needed and they might even so undermine confidence as to hamper sound business. Underlying conditions are sound and the outlook is promising.

Conditions in the money market have not changed materially in the last thirty days. The open market rate for prime commercial paper is 5 per cent, with names less well-known at 5¼ to 5½ per cent. Buying by country banks is not as active as a month ago, but there is a fair demand from city banks for the very limited supply of prime paper available.

Call money fluctuated considerably from April 16 to May 15.

BIG ADVERTISERS STARTED SMALL

"I haven't enough money to advertise" is one of the most common objections to which space salesmen have to listen. The objection is expressed in various ways, such as: "Advertising is a rich man's game," or "How can a little fellow like me compete with Wrigley, and Victor, and American Tobacco, and Goodrich, and all the other advertising giants?"

Of course, the answer to these objections is that it is not necessary to have a lot of money to advertise. If you have any opinion to the contrary, there is an article in the May *Printers' Ink Monthly* that should rid you of the notion. It appears under the title, "The Humble Beginnings of Our Great Advertisers." It marshals incident after incident proving beyond doubt that most of the outstanding advertisers of today started small, unbelievably small. In fact, the companies who launched their initial advertising campaigns on a pretentious scale are the exception rather than the rule. Many of them were initiated into advertising on a scale that even a corner retailer could easily attempt.

A large initial appropriation is, therefore, not an advertising necessity. Actually, thousands of advertisers never get out of the slender appropriation stage. Yet many of them use small space so effectively that they are fully entitled to be numbered among the country's successful advertisers. And those who do reach the large appropriation stage do not, as a rule, advance that far successfully until they have learned how to make small space pay.

In probably more cases than is commonly realized, advertisers earn their appropriations as they go along. Originally they put a few thousand dollars into advertising. It pays. They increase the amount and invest that in advertising also. Again it pays. Thus their advertising investment pyramids just as does any investment policy that is consistantly followed.—*Printers' Ink.*

GUARANTEED MANILA CIGARS



Packed 100 in a Box (Large Size)
Retails 6 for 25c.



Shapes). Retails 5c.
Packed 50 in a Box (Perfectos and Corona



Packed 100 in a Box (Large Size)
Retails 6 for 25c.

Deliveries Made From New York, Cincinnati or Direct From Manila

INTERESTED ONLY IN JOBBERS WHO
ARE DESIROUS OF BUILDING BRANDS

Unconditionally Guarantee Our Cigars to be Absolutely Perfect in Every Way.

LEAF TOBACCO

We also import Cuttings, Scraps and Tucks, the By-Products of our own factories, as all our cigar importations are strictly long filler, hand made.

Our Mr. P. S. Frieder is constantly in Manila personally supervising the purchase of Leaf Tobacco, the manufacturing of our Cigars and giving each shipment his personal attention.

Address all communications to main office, Cincinnati, Ohio

S. FRIEDER & SONS, 214-218 West Fourth St., Cincinnati, O.



Trade Mark Registered

BARKING DOG NEVER BITES
"Smoking Mixture"
and
Cigarettes

NOW IN POPULAR DEMAND
EVERYWHERE

THERE IS NO SUBSTITUTE

The Barkmahn Co. Inc.,
1169 Broadway New York

Liverpool Tobacco Report and Market Comment

LIVERPOOL, Eng., May 7.—The following figures and comment are taken from the regular tobacco report issued by Edwards, Goodwin & Co., showing the hogsheads of tobacco on hand, imported and delivered:

Virginia

	Leaf	Strips
Stock, March 31.....	95,483	50,476
Imported in April.....	4,816	1,483
	100,299	51,959
Delivered in April.....	3,483	1,787
Stock, April 30.....	96,816	50,172

Western

Stock, March 31.....	11,293	9,484
Imported in April.....	472	83
	11,765	9,567
Delivered in April.....	736	548
Stock, April 30.....	11,029	9,019

On Hand April 30

	1922	1921	1920
Virginia Leaf ...	103,787	71,412	58,390
" Strips ..	54,514	50,861	34,799
Western Leaf ...	12,509	12,529	13,902
" Strips ..	13,004	15,154	16,831

Quotations

Prices in Pence per Pound

Leaf

	1923	1922
Western—		
Filler	—@ 7@11	—@ 8@12
Medium	13@19	14@18
Good to fine...	20@25	19@25
Burley	—@20@32	—@—
Virginia Dark—		
Filler	—@—	—@—
Medium	—@18@—	—@—
Good to fine...	26@—	—@—
Virginia & Carolina Bright—		
Semi-dark to Semi-bright .	—@ 8@14	—@10@14
Medium Bright	15@24	15@24
Good to fine...	25@42	25@42
Nyasaland and Rhodesia Bright—		
Semi-dark to Semi-bright .	—@10@16	—@12@15
Medium Bright	17@19	16@20
Good to fine...	20@28@—	21@25@—

Strips

Western—		
Filler	—@ 9@13	—@10½@15
Medium	14@22	16@22
Good to fine...	23@28	23@28
Burley	—@22@—	—@20@—
Virginia Dark—		
Filler	—@13@18	—@15@20
Medium	20@28	21@28
Good to fine...	30@36	30@36
Virginia & Carolina Bright—		
Semi-dark to Semi-bright .	—@11@20	—@11@18
Medium Bright	21@27	19@26
Good to fine...	28@—	—@—
Nyasaland and Rhodesia Bright—		
Semi-dark to Semi-bright .	—@14@24	—@15@21
Medium Bright	20@25	22@28
Good to fine...	26@30	—@—

Market Comment

The past month has been a fairly active one, most grades of tobacco being in demand, but the principal business done was in Kentucky leaf and strips of spinning character, with a good proportion of Bright cigarette leaf of the new and those remaining of the 1919 crops.

The particulars of the tobacco destroyed in the fire at the Royal Victoria Docks, London, on the evening of April 13 are now being given to the owners, and, whilst most of the about 4,500 casks involved were the property of the Imperial Tobacco Co., Ltd., the about 12,000 bales lost are, to a large extent, Nyasa Tobaccos, principally of grades which were not meeting with much favour by our manufacturers.

Tobacco Products to Have a Good Year

Based on reports for the first four months of this year and current outlook, interests in close touch with the affairs of Tobacco Products Corporation estimate that company this year should be able to show about $10 a share on the common stock after all charges and dividends on the preferred and Class "A" stock.

In line with previous estimates that earnings from operation, exclusive of dividends from other companies, were showing a 100 per cent increase over a year ago, statement for four months showed net operating earnings of $976,000, compared with $467,000 for corresponding period of a year ago. Dividends received up to April 30 of this year amounted to $1,067,000, bringing total earnings up to $2,043,000. This compares with total net earnings before allowance for Federal taxes of $5,587,519 shown in the 1922 annual report.

Tobacco Products in the annual reports does not segregate earnings from actual operations from those received in the form of dividends. Of the $5,587,519 earnings shown last year, it is believed that approximately $2,500,000 were exclusive of dividends received by reason of the equity in United Cigar Stores stock.

Based on current rate of earnings, it is estimated that the $2,500,000 earnings last year from operations can be bettered by more than $1,000,000 this year. While for the first four months they were $976,000, due to normal seasonal variation they are constantly improving. The early months of the year for practically all tobacco companies are usually the poorest. Earnings pick up rapidly during the warm weather and are greatest during the fall months.

The fact that United Retail Stores Co is to be liquidated is of importance to Tobacco Products. While exact figures are not available it is estimated that the latter owns about 85 per cent of total outstanding stock. In accordance with present plans, assets of the underlying companies of United Retail Stores will be distributed rather than certificates representing equity in the assets of the company. Retail Stores controls United Cigar Stores, whose earnings are expanding rapidly this year, United Retail Candy Stores and Gilmers, Inc.—*Daily Financial America.*



Box Sales

The standing of a cigar in popular favor is indicated by the number of smokers who buy a box at a time.

Blackstones in boxes of fifty and in pocket packs of ten and five move freely wherever the brand is established.

Long Havana filler, imported Sumatra wrapper. Forty years of high repute and consistent advertising have gained it recognition as a gentleman's cigar.

Blackstone
2 for 25¢ CIGARS *Also makers of* TOTEM 8¢ *cigar*
WAITT & BOND, Inc., Newark, N. J.

CIGAR FACTORY EQUIPMENT
CIGAR MOLDS
CIGAR MACHINERY
SUCTION TABLES
BUNCHING MACHINES
SCRAP CUTTERS
TOOLS AND SUPPLIES
THE MILLER, DUBRUL & PETERS MFG. CO.
CINCINNATI, OHIO.

New Orleans Gets Into Contact with Live Wires

Tobacco Industry Shows Signs of Being "Electrified" in Various Ways, Despite the Fact That Some Have Fallen by the Way—Interesting Trade News from Crescent City.

NEW ORLEAN, La., May 19.—A couple of live wires blew into the city during the week and for the time being stirred things generally. Reference is made to Geo. R. Wilson, sales manager, and C. H. Schlichter, Southern representative of Wm. Demuth & Co., of New York, manufacturers of the Milano, Duro Bit, Turin and other high-grade quality pipes. They remained in the city for several days and report having found conditions very favorable and encouraging. This is Mr. Wilson's first trip through the Southern territory. He was well impressed with what he saw and thankful to the trade in general for appreciated courtesies extended to him during his stay here.

Operations Resumed

The Dolores Cigar Mfg. Co., in North Peters street, now again actively at work under a receiver, has appointed the Thompson Richie Grocery Co., of Alexandria, La., its distributor for that section of the State. The concern has eleven branches in Arkansas and Louisiana, two of which are supplied by the Dolores Cigar Co. The first shipment of 20,000 cigars went forward a few days ago.

Going After 'Em

Wallace Marine, general manager of the cigar company bearing his name in Gallatin street, after a brief stay in the city on his return from North Louisiana and Texas, departed by motor car for Baton Rouge and contiguous territory. The factory has appointed the Avoyelles Grocery Co., of Alexandria, La., with its five branches in the parish, distributors for the Marine Cigar Co.

M. S. Levy, of the New York Tampa Cigar Co., New York, paid a visit to his jobber, U. Koen & Co., during the week. He found his brand, Personality, going splendidly.

Believes in Big Conventions

George Mayer, president of Phil D. Mayer Sons, in Girod street, went to Washington, D. C., to attend the Tobacco Merchants' Convention. He likes to keep abreast of the times and is of the firm belief that these reunions, apart from their instructive value, make for greater co-operation and harmony. From Washington, Mr. Mayer goes to New York City and is to visit other business centers in the East. He has practically recovered his health which compelled him to absent himself from his business for a long period of time last year. The Phil D. Mayer Sons Co. also operate a branch factory at Donaldsonville, La.

Sam Flaxman, representing Barriman Bros., of Tampa, Fla., of the José Villa, La Sinceridad and Don Cosma brand of cigars, was in the city during the week, the guest of Mr. DeBen, of the Crescent Cigar & Tobacco Co.

Fact and Fair Play Can Win

A. L. Rau, president of the Crescent Cigar & Tobacco Co., has returned from an extended pleasure and business trip taken to New York City, and other northern points. He reports having found the cigarette situation very unsatisfactory at most of the places which he visited, some of the distributors exhibiting an indifference which, he thought, could only be overcome and corrected by the exercise of tact and fair play.

Anthony Cassino has been appointed traveling representative of the Estes Cigar Mfg. Co., Washington street, and left during the week for Northern Louisiana and Texas. Mr. Cassino was formerly a cigar manufacturer himself and hails from Milwaukee, Wis. He is to make a three weeks' trip through the territory to which he has been assigned.

Gone Into Liquidation

The Hernsheim Cigar Co., the last of the big cigar manufacturing establishments of this city, has gone into the discard. It was sold out, lock, stock and barrel recently, under receivership proceedings. The prices brought for the equipment, acquired mostly by local concerns, was only fair, while the amount realized from the sale of stock was practically negligible. H. W. Cobb, formerly president of the company, who instigated the legal proceedings for the recovery of $10,000, has gone into the leaf tobacco business, at Richmond, Va. He is a brother of J. B. Cobb, recently deceased, the multi-millionaire, formerly vice-president of the American Cigar Co. and vice-president of the American Tobacco Co. J. F. Malone, vice-president and general manager, who looked after leaf and the production end of the factory, is now considering two or three offers which have come to him, but is not in a position at present to speak definitely on the subject. He became an associate member of the firm in 1911, coming from the American Tobacco Co. He is an experienced man, having been formerly in charge of tobacco plants in Cuba, Tampa and Key West. J. B. Rogers, who was part of the official house-half of Hernsheim Co., is reported as being a good office man and a thorough credit and audit official. He was also formerly connected with the American Cigar Co. and American Tobacco Co. auditing department. In its halcyon days, the Hernsheim factory employed from 450 to 1,000 operators, but when misfortune overtook it, the force had been reduced to about 100 hands. It collapsed under the pressure of readjustment in prices and values, which followed the World War, in the wake of which were strewn so many industrial and business wrecks.

J. P. Hallinan, manager of the cigar cuttings department of P. Lorrilard Co. at Middletown, Ohio, was in the city during the week and a caller on the trade. This is Mr. Hallinan's first visit to New Orleans. He was numbered among the visitors on Phil D. Mayer Sons.

To Convert Perique Warehouses

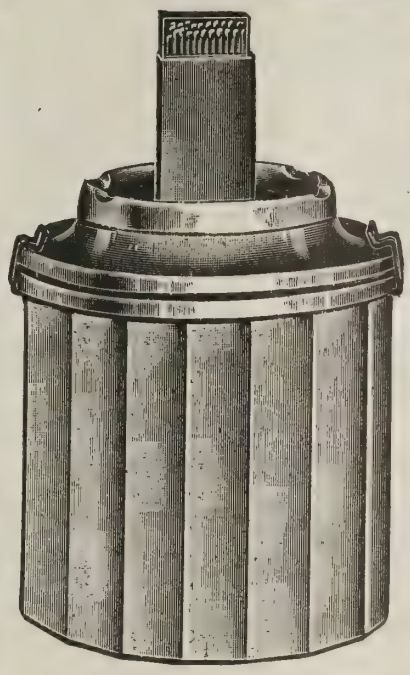
President Martin, of the Louisiana Farm Bureau Perique Tobacco Growers' Co-operative Association, has received advices from Washington, D. C., that a representative of the Federal Government is coming to Louisiana to look after the required legal formalities to be observed so as to convert the buildings of the association, now being used as State bonded warehouses into U. S. bonded warehouses. All of the preliminaries required under the new federal law, in the formation of the Perique Tobacco Growers' Co-operative Association, have been approved by the Federal Government and with the formal establishment of the United States bonded warehouses, it will be possible for the Perique tobacco growers to borrow the money needed by them from the government for the cultivation and harvesting of the 1923-1924 crop of Perique which will be ready for marketing about February or March, 1924. The interest evinced abroad in the new association is shown in the increased exports of Perique from this port during the past fortnight. The steamship *Mombrassa* sailed from this port for Glasgow a few days ago with 105 barrels of Perique; the S. S. *Spaardam,* for Rotterdam, with one barrel of Perique and the S. S. *Actor,* for Liverpool, with five-half barrels of Perique.—CRESCENT.

Larger Acreage Indicated

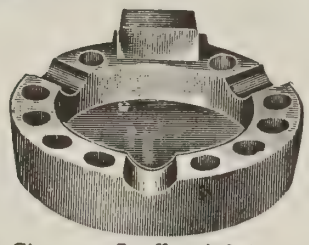
WASHINGTON, D. C., May 23.—Tobacco plant beds are making good progress as a rule, though some have suffered injury from freezing and insects, according to a report of the Bureau of Agricultural Economics. The report states further that transplanting is in progress and is nearly finished in the most southerly regions. The supply of plants seems to be ample, as a rule, though reported short from a few points and increased acreage seems assured.

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No. 6 Jar with New Cover.
Also furnished with Regular Cover.
No. 7 Jar same as No. 6 except 1 inch deeper.



Cigarette Snuffer Ash Tray

Humidors, Cigar Cigarette and Tobacco Jars

Made of the finest Quality Glass

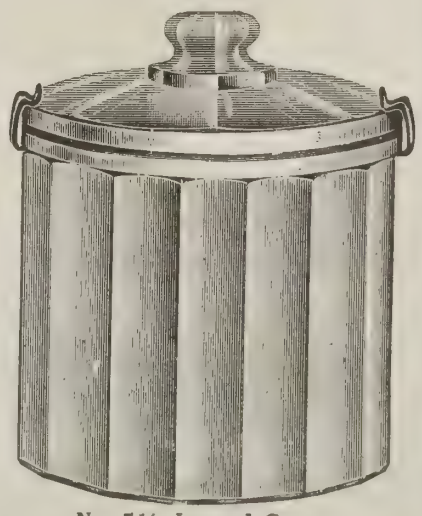
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No. 5½ Jar and Cover
Can be furnished with New Cover
Holds 50 Cigars

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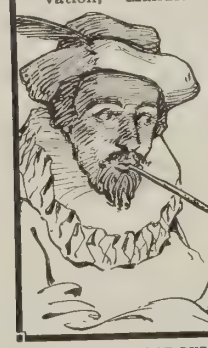
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THE TOBACCO LEAF PUB. CO., 140 Front St., New York

Company Sues Stockholder

Galveston, Texas, May 12.—The Channey-Scott Cigar Co., through the law firm of Sizer, Chambliss & Chambliss, yesterday brought suit in the chancery court against F. P. Gleaves, formerly a stockholder in the company, for the recovery of $14,950 charged to have been illegally taken and withheld from the company's treasury.

The bill charges that Gleaves purchased a block of stock in the company, but failed to pay for it, and that he, being a member of the board of directors, drew sums aggregating $4,700 from the company's treasury. It further charges that Gleaves, acting as a director and in conjunction with other directors, foisted upon the company his stock and procured therefor a price of $5,000. The bill charges that it was illegal for the company to purchase its own stock and that Gleaves should be required to pay the $5,000, with other amounts due the company, back into the treasury.

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.	75	80
American Cigar Co. Pfd.	88	92
American Mach. & Fdy.	125	150
Bayuk Bros. Com.	50	58
Bayuk Bros. 2nd Pfd.	112	..
Bayuk Bros. 1st Pfd. (wi)	99	102
British-Amer. Tob. Co.	20	22
Eisenlohr & Bros., Com.	69	73
Eisenlohr & Bros. Pfd.	95	105
Geo. W. Helme, Com., new	55	60
Geo. W. Helme Pfd.	110	115
Hav. Tobacco Com.	..	½
Hav. Tobacco Pfd.	..	1½
Imperial Tobacco Co.	20	22
International Cigar Mach.	50	58
Johnson Foil	80	100
J. S. Young Com.	105	110
J. S. Young Pfd.	105	..
MacAndrews & Forbes Com.	130	134
MacAndrews & Forbes Pfd.	98	101
Mengel Co. Com.	30	33
Metropolitan Tobacco	80	105
Patterson Bros.	15	16
Philip Morris	16½	18½
Porto Rican A. T. Co.	78	90
Porto Rican A. T. Scrip.	80	..
R. J. Reynolds "A"	117	125
Schulte Retail Stores	88	89½
Schulte R. S. Pfd.	116	122
Tobacco Prod. Export.	5½	5¾
United Cigar Stores	175	210
Universal Leaf Com.	109	112½
Universal Leaf Pfd.	97	100
United Profit-Sharing	5¼	5¾
U. S. Tobacco Com.	54	55
U. S. Tobacco Pfd.	105	110

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	130	138
American Snuff Pfd.	93½	100
American Sumatra	24½	25
American Sumatra Pfd.	51	57½
American Tobacco	145¼	145¾
American Tobacco "B"	143¼	144
American Tobacco Pfd.	102	102¼
Consolidated Cigar	25	25½
Consolidated Cigar Pfd.	70	78
General Cigar	81½	82¾
General Cigar Deb. Pfd.	105	109½
General Cigar Pfd.	105	108¼
Liggett & Myers	191¼	195
Liggett & Myers "B"	...	193
Liggett & Myers Pfd.	112	114
Lorillard, P.	152½	155
Lorillard, P. Pfd.	113	115
Tobacco Products	51	51⅝
Tobacco Products Pfd.	106¾	108½
Tobacco Products "A"	79⅜	79¾
United Cigar Pfd.	108	114
United Retail Stores	74½	76

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Imported Smokers' Articles of all Kinds

A. B. NEWMAN CO.

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Oldest and Largest Direct Importers of Tobaccos and Smokers' Articles in U. S.

Tuckett Tobacco Co. Profits

Hamilton, Ont., May 21.—Profits of the Tuckett Tobacco Co. for the year ended March 31 are comparatively little changed from the records of the two preceding years, standing at $250,313 as against $249,934 in 1922 and $255,753 in 1921. Including the credit balance brought forward of $630,968, there is available for dividends and other purposes, $881,178. Out of this sum dividends on preference shares and ordinary shares have been distributed to the amount of $240,000. The credit balance stands at $641,178.

Shown by Balance Sheet

The balance sheet shows further strengthening of the company's position. Inventories have been reduced from $1,213,053 to $999,531. Bills and accounts receivable at $234,470 compared with $298,065 in the previous year's report. Cash is higher at $335,668 as compared with $275,623 and investments are up from $569,150 to $790,606. Bills and accounts payable have been reduced to $106,704, as compared with $142,200. A reserve is provided for dividends payable April 14 last to the amount of $60,000, and a reserve for insurance $20,000.

Linker Cigar Co., Inc.

Louisville, Ky., May 12.—The Linker Cigar Manufacturing Co. has filed articles of incorporation in the office of the County Clerk, fixing the capital stock at $3,000 and a debt limit of $10,000. The incorporators are John A. Hemberger, C. B. Compton and Goodloe O'Neal.

Changing Quarters

Isadore Cohen, packer of Porto Rican tobacco, of 118 Maiden Lane, will remove on June 1 to larger quarters at 147 Water street, first floor, where he will continue to serve his clients to the best advantage. His telephone number, John 0174, will be unchanged.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent. Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

Sterling—Par $4.86⅝ per sovereign.
Demand....4.63¼ Cables.....4.63½

France—Par 19.3 cents per franc.
Demand....6.66 Cables.....6.66½

Italy—Par 19.3 cents per lira.
Demand....4.82 Cables.....4.82½

Belgium—Par 19.3 cents per franc.
Demand....5.73½ Cables.....5.74

Germany—Par 23.8 cents per mark.
Demand..0017⅜ Cables...0017⅜

Austria—Par 20.3 cents per crown.
Demand..0014⅛ Cables...0014⅛

Denmark—Par 26.8 cents per krone.
Demand...18.56 Cables....18.58

Greece—Par 19.3 cents per drachma
Demand....1.90 Cables.....1.93

Holland—Par 40.2 cents per florin.
Demand...39.15 Cables....39.17

Hungary—Par 20.3 cents per crown.
Demand..0190 Cables...0190

Norway—Par 26.8 cents per krone.
Demand...16.22 Cables....16.24

Spain—Par 19.3 cents per peseta.
Demand...15.26 Cables....15.27

Sweden—Par 26.8 cents per krona.
Demand...26.71 Cables....26.74

Switzerland—Par 19.3 cents per franc.
Demand...18.08 Cables....18.09

China—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.
Hongkong—
Demand...54.875 Cables....55.00
Peking—
Demand...78.625
Shanghai—
Demand...74.63 Cables....74.75

Philippine Islands—Manila: Par 50 cents per silver peso.
Demand...49.625 Cables....49.75

Japan—Par 49.8 cents per yen.
Demand..48.93 Cables....49.00

Argentina—Par 42.44 cents per Argentine paper dollar.
Demand...36.08 Cables....36.12

Brazil—Par 32.45 cents per paper milr
Demand...10.35 Cables....10.4

CIGARETTE PAPERS

IN BOBBINS, REAMS AND BOOKLETS

ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS

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Read Tobacco and Keep Up-to-Date

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and

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MANUS, MULLER & CO., Inc.

152 WATER ST. (cor. Maiden Lane) NEW YORK

Importers of SUMATRA and JAVA TOBACCO



The 'Latest Smoker's Novelty

Novelty Smoker's Outfits

Serviceable and Artistic

The Monkey's tail clips the end of your cigar.

A Lamppost holds the match box. Two additional ash trays on the large tray.

Entire outfit made of solid spun brass, nickel plated or polished. Highest grade workmanship thruout. Also the same in mounted tray stands.

G. M. FIEDLER MFG. COMPANY

332 EAST 47th STREET NEW YORK CITY

American Tobacco Co. B's Yield Attractive

American Tobacco B at 145½, the recent low, was selling 14½ points below s high for the year, though last year as the biggest in its history. Domestic igarette production this year is running 30 per cent ahead of 1922. American Tobacco is a large producer of cigarettes, and, consequently, is sharing in his increased business. Net income after axes and depreciation, but before interest, reached new high of $20,380,840 in 922, topping the 1921 record of $20,068,-74, in a year when there was pronounced depression in most industries, ays the *Wall Street Journal*. On the 12 dividend basis stock yields more than per cent.

Balance after charges and preferred ividends last year was equivalent to 17.49 a share on the $89,586,600 comined common and common B, compared ith $16.84 in 1921.

Percentage of profit last year was 12½ er cent on turnover, a new record compared with 11½ per cent in 1921. There was a slight falling off in dollar amount of sales, but in units and pounds they were the greatest in the company's history. Interest charges were lower, funded debt reduced, and economies effected in management.

Net working capital as of December 31 was $82,632,772, compared with $87,-107,293 in 1921. Although the company retired ahead of maturity $13,334,000 of its 7 per cent notes, leaving no funded debt except $1,600,000 bonds, thereby saving interest charges of $933,000 this year, working capital decreased only $4,474,521.

Current assets included inventories, $73,657,462; government securities, $4,536,638; cash, $7,987,686; bills and accounts receivable, $9,974,663; total, $96,156,449. Current liabilities were: Preferred dividend payable, $790,496; accrued interest, $242,277; accounts and bills payable, $6,925,307; reserve for taxes, etc., $5,565,597; total, $13,523,677.

Inventories were valued at $73,657,462 as of December 31, representing only about one-half annual turnover. As the price of leaf and other raw material used is advancing, inventory position is considered favorable.

Earning record for five years follows:

	Gross	*Net	Divs. paid	Surplus
1922	$143,901,445	$18,075,137	$13,912,515	$4,920,740
1921	155,963,752	18,117,236	13,910,715	4,343,949
1920	143,106,332	14,277,250	†12,558,778	2,592,377
1919	146,024,730	15,922,687	11,210,462	4,762,110
1913	69,517,000	14,490,000	11,220,000	3,270,000

*After expenses, charges and federal taxes.
†Does not include 75 per cent stock dividend.

Consolidated's Net Profits

The Consolidated Cigar Corporation or the first three months of 1923 reports et profits of $154,961 after all expenses nd charges, against $112,545 in the same eriod last year.

Dissolve by Mutual Consent

York, Pa., May 22.—The Kaltreider igar Co., of Red Lion, composed of Valter Kaltreider and C. M. Ehehalt, as by mutual consent dissolved. Mr. altreider will retain the present place business and continue the same firm ame. It has not been learned where Ir. Ehehalt will start in business.

The Cadet Airplane

The airplane of the Manchester Cigar o., Lieutenant Karl S. Ort, the local rman, in charge, left today for Lanster, Reading, Easton, Wilkes-Barre nd Scranton, in which cities he is conucting advertising campaigns for the avana Cadet, the popular 5 cent cigar made in York and Dallastown by the Manchester Co. On May 30 the airplane will go to the Memorial Day aviation meet to be held at Logan Field, Dundalk, near Baltimore, and at which 60 airplanes will fly and a crowd of 20,000 people is expected.

Small Sales at Richmond

Richmond, Va., May 19.—There was a small sale of tobacco at Butler's Warehouse yesterday. Some six or eight lots were disposed of. Prices ranged from 2 to 25 cents a pound. All came from Caroline, except one lot from Louisa. There were 5,105 pounds sold and the average was about 14 cents.

W. S. Hart, the only Louisa man represented, got 7¾ and 10¼ cents for his offering. Joe Beasley, of Caroline, got 12¾, 12, 18, 21 and 25; C. V. Pitts, from 10¼ to 20; Mrs. Carrie Howard, 9¾ to 12¾; C. R. Lewis, 8¼ to 17½ and Raymon Beasley, 10 to 22½.

GUM TRAGACANTH

Special Grades for Cigar Manufacturers

PERFECT CIGAR GUM (Powder)
GENUINE SPANISH LICORICE (Powder & Extract)
RICHO POWDERED GUM (3 Grades)
RICHO LABEL PASTE (Powdered)

E. RICHARDSON & CO., 114 JOHN ST., NEW YORK, N.Y.

ENGLISH OVALS

CIGARETTES

Blended in the Good Old English Way



Keep a carton on the counter

ENGLISH OVALS are rolling up a record in sales, satisfaction and profit for the retail merchant.

A carton on your counter is like an extra salesman in the store. They literally sell themselves.

Ask your jobber for more ENGLISH OVALS *today.*

Made by the makers of

Philip Morris

BOND STREET CIGARETTES

In the Little Brown Box

"The Ultimate in Cigarette Luxury"

MANHATTANS

Havana Filler—Sumatra Wrapped

The Cigar You Have Been Looking For

Made in four popular shapes and sizes.
Retails at 10c and 2 for 25c

Liberal Factory Inducements to the Right Jobbers

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Quality Queen of the 5c Field

Your house needs these two big sellers. Write today for full information

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SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Tobacco Exports from Port of New York

Custom House Figures for March, 1923

Bright Flue Cured Tobacco

Destination	Dollars	Pounds
Belgium	1,551	9,012
Denmark	700	10,097
France	225	350
Germany	550	855
England	79,070	99,706
Scotland	2,292	7,216
Costa Rica	771	1,976
Panama	56	96
Newfoundland	1,393	1,863
Jamaica	1,311	3,121
Haiti	1,127	4,905
Argentina	748	4,153
Brazil	315	935
Chile	474	1,065
British India	75,709	196,995
Australia	450	1,956
	166,742	344,301

Burley Tobacco

Destination	Dollars	Pounds
Belgium	4,292	43,530
Denmark	5,592	44,320
	9,884	87,850

Dark Fired Kentuckey Tobacco

Destination	Dollars	Pounds
Belgium	6,208	82,150
Germany	334	1,260
Netherlands	4,562	32,043
Switzerland	135	385
England	2,690	8,193
British West Indies	3,054	14,657
Dutch West Indies	462	2,200
French West Indies	1,667	10,120
Haiti	39,889	179,929
Virgin Islands	167	890
Argentina	4,602	14,380
Colombia	939	1,625
British Guiana	250	1,330
Dutch Guiana	457	2,380
British West Africa	14,281	49,220
Algeria	784	7,855
Other French Africa	2,309	9,045
Liberia	4,871	18,962
Other Portugal Africa	3,406	11,932
Spanish Africa	430	1,592
	91,497	450,148

Dark Virginia Tobacco

Destination	Dollars	Pounds
Belgium	1,427	14,805
Denmark	18,682	106,453
Norway	22,974	59,071
England	14,567	17,709
British West Indies	155	1,186
Dutch West Indies	145	750
Haiti	1,210	7,902
Argentina	3,424	8,567
Colombia	187	300
British Guiana	265	1,061
Dutch Guiana	1,887	9,397
British India	504	1,400
British West Africa	2,312	11,014
Algeria	11,488	62,820
Other French Africa	143	550
	79,370	302,979

Other Leaf Tobacco

Destination	Dollars	Pounds
Azores	2,482	9,397
Belgium	2,480	27,860
Denmark	2,516	18,157
France	100	143
Germany	8,184	14,610
Malta	1,902	12,979
Norway	22,298	54,573
Sweden	1,074	1,026
England	62,300	94,883
Panama	175	500
New Foundland	261	2,611
Barbados	65	239
Jamaica	1,419	3,379
Trinidad	24,587	76,806
Other British West Indies	2,931	16,718
Dutch West Indies	276	1,450
French West Indies	1,074	6,985
Haiti	10,804	55,310
Virgin Islands	442	2,929
Argentina	7,178	23,188
Brazil	1,708	2,826
Colombia	3,645	7,194
British Guiana	6,934	44,279
Dutch Guiana	357	1,824
French Guiana	1,717	6,074
British West Africa	263,432	817,756
British South Africa	53	200
Canary Islands	3,961	14,032
French Africa	11,365	38,277
Liberia	2,379	8,933
Spanish Africa	1,148	4,624
	449,247	1,369,764

Stems and Scraps

Destination	Dollars	Pound
Canary Islands	116	3,55
	116	3,55

Cigars and Cheroots

Destination	Dollars	Thousand
Italy	60	
Netherlands	50	
New Foundland	90	
Uruquay	1,300	5
New Zealand	492	3
Egypt	107	
	2,099	9

Cigarettes

Destination	Dollars	Thousand
Azores	83	2
Belgium	218	2
Denmark	33	
Germany	4,900	3,00
Netherlands	125	
Norway	718	20
Sweden	275	2
England	7,416	3,62
Costa Rica	1,713	58
Honduras	64	
Nicaragua	1,343	56
Panama	36,336	13,63
Mexico	2,147	4
Miquelon	358	1
Bermuda	1,286	3
Barbados	985	2
Jamaica	25	
Trinidad	198	
Other British West Indies	1,338	6
Cuba	1,053	3
Dominican Republic	325	1
Dutch West Indies	1,544	5
French West Indies	244	
Haiti	6,879	2,1
Virgin Islands	1,710	6
Argentina	2,592	8
Colombia	3,173	1,0
Dutch Guiana	1,354	4
Peru	1,611	5
Uruquay	1,800	4

SELGAS & COMPANY
IMPORTERS & PACKERS
Havana & Porto Rico Tobacco
Warehouses:
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Porto Rico—Manati
128 Water St.
NEW YORK

HINSDALE SMITH & CO.
Established 1840
Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane SPRINGFIELD, MASS. New York
Cable Address "Nargil" Telephone 901 John

British India	25,019	9,758
Straits Settlements	107	30
China	3,735	435
Japan	5,499	5,000
Philippine Islands	794	251
Australia	500	150
New Zealand	200	100
British East Africa	4,000	2,000
Egypt	24	6
	121,724	48,467

Cigarette Paper

Destination	Dollars	Pounds
Costa Rica	330	804
Guatamala	155	1,103
Honduras	265	1,066
Panama	111	150
Salvador	560	1,734
Mexico	37	31
New Foundland	48	499
Cuba	91	152
China	18,900	47,367
	20,497	52,906

Plug Tobacco

Destination	Dollars	Pounds
Belgium	316	1,056
Gibraltar	870	1,640
Sweden	3,285	4,386
England	422	880
Scotland	79	80
British Columbia	307	975
Nicaragua	9	10
Panama	4,434	19,004
Miquelon	4,221	48,980
New Foundland	56	56
Bermuda	684	1,770
Barbados	1,348	3,002
Other British West Indies	1,359	3,024
Cuba	14,995	44,880
Dominican Republic	189	314
Dutch West Indies	1,037	2,400
Haiti	127	228
Virgin Islands	10	18
Argentina	2,000	4,000
China	206	480
Hong Kong	403	1,008
Philippine Islands	5,713	12,630
Australia	2,296	8,611
New Zealand	28,765	35,742
British East Africa	369	880
Canary Islands	222	207
Egypt	191	187
	73,913	196,437

Smoking Tobacco

Destination	Dollars	Pounds
Azores	142	144
Denmark	1,842	3,745
Netherlands	45	48
Norway	428	481
Sweden	1,332	1,532
England	2,319	2,515
Costa Rica	116	158
Panama	4,622	11,401
Mexico	893	1,716
New Foundland	1,157	1,383
Bermuda	170	346
Barbados	789	1,635
Jamaica	6	10
Trinidad	164	122
Other British West Indies	175	333
Cuba	4,750	4,965
Dominican Republic	339	336
Dutch West Indies	109	152
Haiti	269	328
Virgin Islands	32	56
Argentina	910	932
Colombia	270	260
Uruguay	830	1,215
British India	296	430
Straits Settlements	228	159
China	548	523
Java	2,150	3,100
Hong Kong	278	350
Philippine Islands	1,058	1,080
Siam	145	132
New Zealand	4,530	7,000
British South Africa	107	102
British East Africa	2,177	5,500
Egypt	53	54
	33,270	52,237

Other Tobacco Manufacturers

Destination	Dollars	Pounds
Belgium	560	2,546
Denmark	90	68
Norway	620	225
Panama	256	533
New Foundland	78	130
Barbados	360	600
Cuba	1,874	5,862
Dominican Republic	22	36
Haiti	22	36
	3,882	10,036

Re-Exports

Cigar Wrapper Leaf Tobacco

Destination	Dollars	Pounds
Germany	8,153	10,300
Netherlands	12,769	10,769
Mexico	2,832	1,637
Jamaica	6,681	2,835
Cuba	1,293	845
	31,728	26,386

Other Leaf Tobacco

Destination	Dollars	Pounds
Belgium	2,095	2,972
France	150	570
Germany	26,561	77,380
Poland	934,875	560,925
England	55,228	58,863
British West Indies	150	170
Cuba	1,221	2,378
Argentina	2,488	6,518
Brazil	100	385
Colombia	1,258	4,874
Hejaz	998	3,748
Philippine Islands	3,120	6,240
Australia	1,815	3,043
Canary Islands	347	529
Egypt	7,316	10,347
	1,037,722	738,942

Cigars and Cheroots

Destination	Dollars	Thousands
England	1,830	187
Argentina	740	112
Venezuela	250	30
	2,820	329

Cigarettes

Destination	Dollars	Thousands
Guatamala	18	5
Other British West Indies	18	5
	36	10

Other Tobacco Manufacturers

Destination	Dollars	Thousands
Mexico	108	300
Trinidad	70	190
Cuba	1,753	2,028
	1,931	2,518

In Motor City

John Riorden, of Grosvenor Nicholas & Co., Inc., is in Detroit this week and from there is to gradually work his way back to the home office. Like other Western explorers, he finds conditions in that territory highly satisfactory.

ROBERT E. LANE
Representing CIFUENTES, PEGO & CO., of Havana, Cuba
"PARTAGAS"
107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

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MAKERS
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PACKER AND LEAF DEALER IN
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S. en C.
COMMISSION EXPORTERS **LEAF TOBACCO**
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HERMANN DIEHL
GERVASIO 182, HABANA, CUBA
Diehl's Havana Tobacco Cable Code, $15.00
Commission Dealer and Exporter
Havana Leaf Tobacco of all kinds
Special attention given to American and Foreign Accounts
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MENENDEZ, MENDEZ & CO.
Dealers in All Kinds of Havana Tobacco
Specialty—Remedios & Vuelta Abajo Tobaccos
SITIOS 11, HAVANA, CUBA

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FERNANDEZ GRAU Y HERMANO
Leaf Tobacco Dealers
Monte 116, Havana, Cuba
Large Stripping Plant, 199 Manrique St.
Telephone M. 7643.
General Offices, 199 Manrique St.

HAVANA LEAF DEALERS

SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

CIGAR FACTORY UTILITIES

GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers — Cigar Gauges — Cuban Blades — Molds, etc.
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H. UPMANN & CO.
ESTABLISHED 1844
H. UPMANN HABANA
Bankers and Cigar Manufacturers
HAVANA, CUBA
CHAS. LANDAU, Agent, 35 Wall St. New York

Read Tobacco and Keep Up-to-Date

A NEW PARK & TILFORD PRODUCT

"TILFORD CIGARS"

THESE CIGARS ARE MADE BY OURSELVES IN OUR NEW YORK FACTORY. In every respect they embody the PARK and TILFORD standard of quality and value.

This new departure has been made for the man who wants a FRAGRANT, VERY MILD AND FULL-FLAVORED CIGAR.

MADE IN SEVEN SIZES:

Tuxedos	10c	Perfectos	2 for 25c
Deliciosos	10c	Invincible Finos	2 for 25c
Londres	10c		
Club House	15c		
Invincibles	15c		

PARK & TILFORD

"Sooner or Later—Why Not Now?"

JOSE HERMANOS

"The Cigar that speaks for itself."

We invite correspondence with good jobbers who are interested in a live wire proposition.

TERRITORY STILL OPEN

Josephson Bros., Makers

65 W. Houston St. New York

D. J. Keith, General Representative

B. WASSERMAN CO., Inc.

Established 1870—Incorporated 1902

77 Chambers St., New York

IMPORTERS OF HAVANA CIGARS

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JOBBERS OF DOMESTIC CIGARS

Distributors of OPTIMO Cigars in Metropolitan Territory and the State of New Jersey

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ROCHE & GALVAN

Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

San Francisco Feels Effects of "Early Spring"

Smokers Hitting Trail to Tall Timber Unusually Early—No Buying in Large Volume for Outing Trips—Unemployment a Discouraging Element—Early Improvement Expected—Trade News and Notes.

SAN FRANCISCO, Cal., May 15.—An unusually early spring has awakened the call of the trail in California much earlier than common. And while not a few buy their box of cigars to take along, there are more who risk going without so many smokes or who cut the cigar allowance to help pay the outing expense. Another thing affecting the cigar trade all over the state is either the voluntary or enforced idleness of more workers than for some time past. The change seems rather sudden, but the causes have been slowly gathering, and the quiet spell will not last.

Watching for Coming Events

One of the largest distributors with branches all over the state, reports that they find a temporary quiet in all sections, San Francisco trade being the best. It is partly perhaps, but the usual pre-summer retrenchment of the retailer, holding his breath as it were to see what will happen.

The strike among the cigar workers of the city has been seemingly settled. The workers of the Potri Cigar Co., have returned to work, after conference with the company. Some others are still out, but more because of slowness of orders, rather than from any strike troubles. The Industrial Relations Association has called a meeting of all the cigar producers, and is seeking to unite on some common basis for mutual protection and for the purpose of avoiding future troubles of the same sort.

Progressing with Production

The factory of Camina, Cortini & Co. has been running continuously, getting out local orders, and the proprietors have enough of their own brand made up, to begin making placements. The few they have made have begun to repeat. They have had no labor difficulties, as they have been paying for their best workers the Union scale, and have not asked whether a worker was Union or not. Being anxious to crowd a first-class article on the market, they are seeking to get the best of help.

Mr. Montgomery, who has been making the North-west for the Golden State Leaf House, reports that the tie-up of the lumber camps has given that country a hard blow, just as it w coming back to old time prosperit David Horn has just returned from t Sacramento and Nevada, and repor trade a little quiet through that territor The big advertised brands he says a proving too strong for the little produce

Blue Boar Getting Good Start

Sam Israel is one of the local jo bers who continues as busy as can b He has built a class of trade that mov right along, strike or no strike; hi prices or low, one season or anothe He reports candies going up. O brand, the Golden Pheasant has rais all along the line. And bulk candi have all been forced to raise. He h had good call for the Blue Boar ciga ette, which has but recently been i troduced. He reports also an advan to $1.53 of the 15-cent sizes of Tuxe 111.

H. L. Judell & Co. are looking qu at home in their new quarters. En Judell is at present making the trade the San Joaquin Valley.

I. Danziger, the representative of t Manila Commercial Co., passed away a local hospital, after a long illness.

The Lucky Strike sky-writing attract considerable curiosity. It was accom anied with much newspaper notice a publicity.

The Don Julian is being given a l advertising stunt in the local dailies.

A New Invention

M. Horn tells of a new invention t is being put over to some extent in city. It is an apparatus that can attached to a taxicab and hands you a cigarette already lighted whenever y want one. No time lost lighting cig ettes in the wind. All that is nee now is a patent smoker, and Dave H says he is going to bring one in to as a tobacco tester.

Anthony's Cigar Store reports a v satisfactory run on the J. M. Marti cigar. The beauty of these are, he s that they give us the margins that oth spend for advertising, so we can aff to push them. He is an advocate of retailer insisting on a part of the mo now spent in pushing brands, or refus to give space of effort to the selling any brand.

Joseph F. Cullman, Jr., President Milton Samuels, Joseph Mendelsohn, Vice-Pres.
Chas. W. Duignan, Treas. Harry S. Rothschild, Sec'y

STERN-MENDELSOHN CO., Inc.

HAVANA & PORTO RICO TOBACCO

165 Front Street, New York

PACKING HOUSES: HAVANA, CUBA; CATANO, PORTO RICO

For Gentlemen of Good Taste

SAN FELICE

2 for 15c

Two Good CIGARS

EL VERSO

10c — 2 for 25c — 15c

The Deisel-Wemmer Co., Mfrs. :: :: Lima, O.

Tampa Tidings

TAMPA, Fla., May. 19.—Fernandez Brothers & Co., who have been temporarly located at the corner of Henderson and Tampa streets, have moved into permanent quarters northwest of 14th avenue and 17th street. When necessary remodeling is completed they will have one of the most commodious, up-to-date factory buildings in Tampa.

Morris Scadron, whose headquarters is in New York, notwithstanding our recent item locating him in Brooklyn, left this week for New York. He returns to Tampa in about two weeks to complete the settling of his factory in the new quarters.

M. J. Bloom of M. J. Bloom & Son, prominent leaf dealers of New York City, is making the rounds in Tampa with Frank Rodriquez who represents his firm locally. Mr. Bloom returns to New York this week.

Frank Rodriquez, well known leaf dealer, and local representative of M. J. Bloom & Son of New York, continues to maintain his offices at 2005 Mitchell street. This to correct our report that he had removed to Corner Henderson and Nebraska avenues.

The Pacific Coast continues to be kind to the Henrique Cigar Co., and Meyer Abraham keeps the orders coming across. Riese Bros., 611 Sansom street, San Francisco, has contracted for Caruso in tins. And Peter N. Jocoy, 3 Washington street, Spokane, Wash., is to distribute a full line of Don Casa and Unison. The Caruso is put up especially for Riese Bros.

Making Good Showing

Garcia & Vega are not suffering from the prevailing clear Havana trade depression. S. Humbird states that sales to date this year considerably exceeds the same period of 1922, and he believes the year will show a gain over any previous year.

Jorge Leon sailed last Sunday for Havana to pick out a supply of leaf. His absence will be brief. Secretary Rollins reports rapidly increasing sales "all over," and especially in Atlanta where they far exceed their previous expectation.

Geo. W. Shuey of the Tobacco Bug Exterminator Service, is in Cincinnati, called there through illness in his family. In the meantime Secretary Kindrell is looking after their Tampa Service. Salvadore V. M. Ybor, their representative in Cuba, is expected in Tampa soon.

The Miami Maid Cigar Co. is to apply for a charter shortly. The charter sought provides that they may not only manufacture, but buy, sell and trade in tobacco products and accessories. The authorized capital stock is fixed at $10,000. fully paid. The officers are to be W. C. Neal, President and Treasurer; A. W. Neal, Vice-President; A. Aurelio Torres, Secretary. These also to compose the Board of Directors. The principal office of this corporation is to be located in the city of Miami, Fla.

Hav-a-Tampa Cigars at Southern Products Dinner Today

Tampa's contribution to the "Southern Products," dinner to be served at the annual convention of the Southern Commercial Secretaries' Association to be held in Memphis next week, will be Hav-a-Tampa cigars, manufactured by the Hav-a-Tampa cigar factory here.

The dinner will be held on May 24, and Secretary L. P. Dickie of the local board of trade will attend.

That "Good Nickel Cigar"

WASHINGTON, D. C., May 16.—Laid end to end, the cigarettes manufactured in the United States during the first three months of this year would encircle the earth about twenty-six times, or 650,000 miles, the third national convention of the Tobacco Merchants' Association in session here was told today. Within the last decade the consumption of cigarettes has increased by 40,000,000,000. The annual cigar production is more than 7,000,000,000.

Former Vice-President Marshall's search for a "good nickel cigar" is soon to be rewarded, said Jesse A. Bloch, president of the association, provided the next Congress receives favorably the movement for a reduction in tobacco taxes. Before the war, it was stated, 60 per cent of the cigar sales were of the five-cent variety.

Rohlin's Pipe Cases Popular

Grosvenor, Nicholas & Co., Inc., are experiencing a great demand for Rohlin's Patent Pipe cases, and are now receiving regular shipments of this useful article, which they are able to supply in any size, shape, or quantity.

To Visit Quaker City

Herbert Holzman, of Strouse & Holzman, is planning a short trip to Philadelphia next week.

CIGAR MANUFACTURERS ASSOCIATION OF TAMPA

Comprises All of the Leading and Representative Cigar Manufacturers in Tampa, Uniting in the Three-Fold Effort of:—

1st—Benefiting our members.

2nd—Maintaining the high standard of "Tampa" workmanship by seeing that our labor is justly treated.

3rd—Protecting the *dealer* and the *consumer* against unscrupulous methods of others by issuing to our Members the following "Identification" stamp:—



This stamp, on each box, is your guarantee that the goods are manufactured in Tampa—of "Tampa" Quality and Workmanship.

DEMAND IT

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.

Established 1873 Manufacturers New York

F. LOZANO, SON & CO.

U. S. BONDED MANUFACTURERS

HAVANA CIGARS

F. LOZANO
FLOR DE NARVEZ
VICLO

TRADE MARK

WALLS COURT
EL LESSERO
CALATRAVA

REG. U. S. PAT. OFF:

OFFICE & FACTORY TAMPA, FLA.

N. Y. OFFICE, 437 FIFTH AVE., N. Y.

R. LOPEZ TRUJILLO

Manufacturers of Clear Havana Cigars Exclusively

KEY WEST, FLORIDA

La Mas Fermosa—Comal—Magnetica

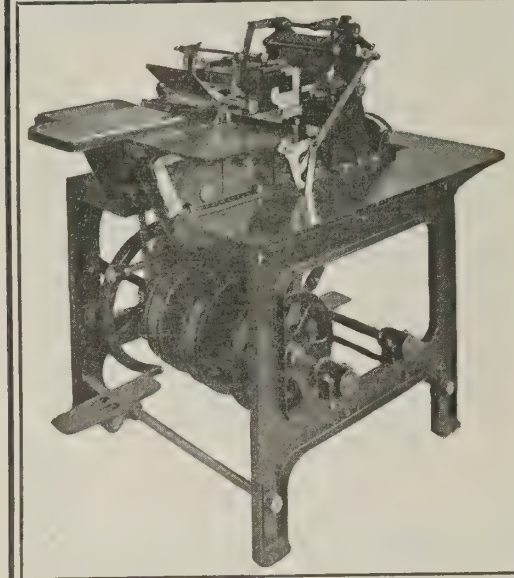
PERFECTO GARCIA & BROS.

Manufacturers of

World's Finest Havana Cigars

Office
208 N. Wells St.
Chicago, Ill.

Factory
TAMPA, FLA.



Why not make your bunches with this

AUTOMATIC LONG FILLER BUNCH MACHINE

Two inexperienced girls can soon learn to operate this machine. One feeds the filler, the other the binders and the machine does the rest.

Gives you uniform work with unskilled labor.
Greater production and attractive savings in cost.
Easily adjusted to make light or full bunches.
Substantial construction gives long life.
Easy and inexpensive to operate.

Catalogues and any particulars upon request

COLWELL CIGAR MACHINE CO., Inc.
131 Washington Street, Providence, R. I.

Eduardo H. Gato's

1871 GATO 1871

Mild Clear Havana Cigars

For

Fifty Years

Our line has been the standard by which all **Clear Havana** cigars have been judged.

Write for open Territory

E. H. GATO CIGAR COMPANY
FACTORY: KEY WEST, FLORIDA
OFFICES: 16-22 HUDSON STREET, NEW YORK
E. P. Oakes — ***Western Representative*** — **153 North Clark St. Chicago, Ill.**

HEYWOOD, STRASSER & VOIGT LITHO. CO.
Manufacturers of High Grade
CIGAR BOX LABELS, BANDS and TRIMMINGS
Selling Representatives
ADOLPH FRANKAU & CO., INC. 129 Fifth Avenue, New York | **B. B. B. CO. (CANADA), LTD.** Montreal, Canada
Western Representatives
PAUL PIERSON 139 North Clark St., Chicago | **ALBERT ABENHEIMER** Windsor Hotel, Denver, Colo.

Key West Key Notes

KEY WEST, Fla., May 19.—The E. H. Gato Cigar Co. is working the same number of workmen as reported last week.

Mi Favorita experiences a shortage of high-class workmen. This might be also stated of several of the factories. The Cortez Cigar Co. continues to keep up with the orders received, and the concensus of opinion is that the tobacco trade will receive a new impetus within a month. Then it is expected that the orders will be larger in anticipation of the Fall trade.

The Manufacturers' Association met in the E. H. Gato Cigar Co.'s office recently to confer with the cigarmakers' regulating committee on the sizes of new cigars to be placed on the market in the near future. The matter was settled to the satisfaction of both the manufacturers and the cigarmakers' representatives.

Factories Keeping Busy

The Consolidated is another of our factories working the same number of men as when reported last. Thompson & Co. continue to make large shipments twice weekly. The R. Lopez Trujillo factory has been kept busy since the first of the year handling the orders received by the firm. The Havana American is another factory which keeps a number of high-class workmen constantly engaged.

The first anniversary of the John Wardlow factory was celebrated this week when the management served light refreshments to the force. This factory has kept a number of cigarmakers employed since the factory opened a year ago, and has steadily increased the force until there are at present employed about five times the original number of workmen.

For many years the greatest amount of revenue received by the Treasury Department from this port was that received from the importations of tobacco, but at present the greatest amount of revenue comes to the government from the pineapples received here from Cuba.

William Gandolfo, well known to the cigar trade, has been appointed by Chief of Police Gardner to succeed William Richardson as a policeman of this city.

The Peninsular and Occidental steamship company offered excursion rates to Cuba, for the celebration of Cuban liberty, May 20. Many Key Westers took advantage of the low rates and crossed the gulf.

Watson's British Quotations and Market Review

LIVERPOOL, Eng., May 7.—The subjoined tobacco price quotations and brief market review are culled from the regular monthly report made by Frank Watson & Co., Limited:

Quotations, Western Leaf

Dry Filler	8d. to 14d.
Medium to Good	15d. to 20d.
Good to Fine	21d. to 24d.
Burley	— to —

Virginia Leaf

Dark.

Dry Filler	— to —
Wrapper	— to —

Bright.

Semi	8d. to 20d.
Medium	21d. to 33d.
Good	34d. to 39d.
Fine	40d. to 42d.
Fancy	43d. to 48d.

Western Strips

Common to Good Filler	9d. to 15d.
Short Medium	16d. to 21d.
Medium	22d. to 26d.
Good to fine	27d. to 28d.
Burley	— to —

Virginia Strips

Dark.

Common to Good Filler	— to —
Medium to Good and Fine	— to —

Bright.

Semi to Good Semi	15d. to 30d.
Medium	31d. to 42d.
Good to Fine	43d. to 52d.

Market Review

As generally anticipated, no change was made in existing rates of duty.

A serious outbreak of fire at the London Tobacco warehouse tends to increase interest in all growths, and will no doubt have an effect when official details of losses are published.

Business during April has been transacted on fair sized parcels of Westerns and Virginias, and increased activity was noticed on Empire and Oriental growths.

Reports from U. S. A. indicate good conditions for planting, but a large crop is not anticipated owing to labour conditions and the high price ruling for cotton. The American markets continue strong and dealers are bare of old stocks.

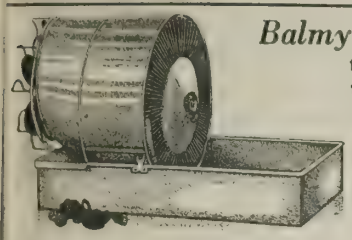
Big Transaction Reported

Antonio Allones, the Havana cigar manufacturer, was recently in New York, and is reported to have transacted considerable business with local interests.



All "CHARLES DENBY" and "LA FENDRICH" cigars, strictly hand made, are manufactured in this ONE factory, under ONE management—under ONE supervision thus always insuring that ONE dependable quality.

H. FENDRICH (Incorporated)
Evansville, Ind. — **Established 1850**



Balmy Moist Atmosphere
to prevent the leaf from drying out
to keep cigars fresh—

The American Portable Humidifier

For Eight Years
used by the leading Cigar MANUFACTURERS in all departments where humidity helps production.
CIGAR JOBBERS AND RETAILERS find it THE humidifier best suited for use in humidors and stock rooms, large or small.
No mist, no spray, no noise.
Humidity evenly distributed and regulated.
40% of total sales are repeat orders
AMERICAN AIR PURIFIER CORPORATION
165 East 35th Street New York City

The Irish Free State Customs Duties

The new Customs arrangement of the ish Free State are working smoothly. Manufacturers, traders, exporters and imorters have come to have such a knowlge of the requirements of the new situaon that matters are now easily managed. first there was uneasiness, anxiety confusion, but everyone now knows ere he stands. It is evident by now t the new duties will prejudice the itish trade and help the Irish trade. An Irish tobacco manufacturers' agent oks that the Customs duties should be means of giving increased employnt in the Free State. Of late years had become the habit, especially of men smokers, to send to English shopers for cigarettes and other goods. Vith the Customs tariff it would now ost more to buy in England than it ould to buy at home, as they would be liged to go to the inconvenience and ense of clearing the goods at the Customs port of entry and pay the regua clearing charge. There was no doubt t this practice would now largely be ontinued.

Effect of the New Duty

The immediate effect of the new duty s been a substantial increase in the and for Irish brands of cigarettes. J. Kelly, tobacconist, Dublin, thinks there great future in the Free State for sh-made cigarettes, if only the manufacturers avail themselves of the opportunity. The public (he said) were rather displussed by the increase being put on quickly on imported brands, but the remained that in circulars dated rch 31 manufacturers who were members of the Imperial Tobacco Company, notified retailers in the Free State he advance in prices, and intimated any order they had on hand would cancelled unless confirmed at the new es. He believed that within five s tobacco would be marketed from cured in Ireland, grown from the saved in this country, and that it ld be equal to the best imported ish or Virginian leaves.

Extra Workers Required

The managers of two Dublin firms of cco manufacturers have intimated they have arranged to increase their s and enlarge their plants to deal with the additional business which they anticipate. They point out that the business done by British firms run into something between £2,000,000 and £3,000,000 per annum. To hold their trade they would be obliged to build and equip factories in Ireland. Their presence here could scarcely place the home manufacturer in a less advantageous position than he holds at present. They assert that the new order will be a benefit to the industry, the worker employed in it, and to the smoking public. Increased skill must go hand in hand with increased production. The popular British cigarette now selling at 1s. will probably go up in price to 1s. 3d. or 1s. 4d., and competition with the 1s. production of equal quality in Ireland will be difficult, if not impossible. Four or five thousand extra workers will be required by tobacco manufacturers alone, while engineering firms, paper manufacturers and other industries would similarly benefit by increased trade.—*London Tobacco Trade Review.*

Optimo Cigar Popular

The B. Wasserman Co., of 77 Chambers street, distributors of Optimo cigars, manufactured by A. Santaella & Co., of Tampa, Florida, are experiencing a big demand for this popular high-grade brand.

"At Your Sumatra Service"

C. H. Solliday is interviewing the trade in the Middle West on behalf of Charles J. Waxelbaum, and is showing choice samples of new Sumatra wrappers.

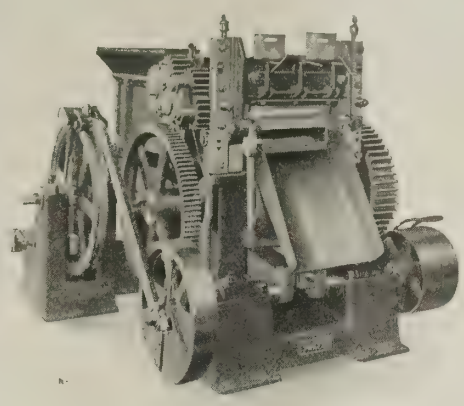
Have-A-Tampa Going Strong

Grosvenor, Nicholas & Co., Inc., distributors for the Have-A-Tampa cigar in New York, New Jersey and New England, report a steadily increasing demand for this famous brand.

Returns from Holland

Louis Schramm, of Morris Rosenberg & Co., leaf dealers, who has been attending the inscriptions at Amsterdam and Rotterdam arrived in New York last Friday on the Cunard steamer *Aquitania.*

"ADT" Tobacco Machinery



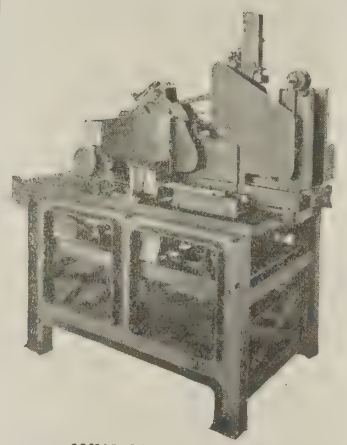
The "ADT" Tobacco Cutter
Class B—Model No. 1
for cutting all kinds
of Tobacco

Large Capacity Precision Cutting

The Machine with the Crankshaft below the Knife

Our Catalog No. 50 contains full details and illustrations of 88 Tobacco Machines. We will be pleased to send you a copy.

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Established 1865



COMAS PACKING MACHINE,
Three Models, 25,000 Packages of Cigarettes in Ten Hours. American Form Pouch Package.

Machines for The Cigarette Industry
The Comas Cigarette Machine Company
manufactures cigarette machinery of unsurpassed design and construction, including the following:

COMAS STANDARD CIGARETTE MACHINE, for Spanish form of cigarettes; capacity 90,000 a day.
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COMAS AMERICAN CIGARETTE MACHINE, for American form of cigarettes; capacity 250,000 a day.
COMAS MONARCH CIGARETTE TIPPING MACHINE, 70,000 to 80,000 a day.
COMAS IMPROVED AUTOMATIC FEEDERS, adapted to any standard style of cigarette machine.
COMAS IMPROVED CIRCULAR KNIFE GRINDER.

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Tel. John 2821
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144 WATER ST., NEW YORK
CONNECTICUT TOBACCO

Connecticut Notes

HARTFORD, Conn., May 19.—The tobacco plants are making very slow progress, although occasionally we hear of a lucky grower whose plants are nearly ready to transplant. Next week, some setting will likely be done, but setting in general will not start for another week or two.

Growers have been crowding their plowing, and in many cases the land is ready for fertilizing, so that when the plants do get big enough, the work of transplanting will not be held up. A few growers are still assorting, and this work seriously handicaps them.

The Connecticut Valley Tobacco Association is still receiving stray crops to pack, and this work will probably drag along for some time to come. They have practically cleaned up the sale of the Havana seed tobacco, and are now offering Broadleaf broken seconds to the trade, as this grade was put into the sweat rooms and a large portion of it is now ready for the market. Primed Havana seed and some shade is also ready. Notices have been sent out to members that the annual election of a Board of Directors for the Association will be completed in June, and an election committee consisting of N. D. Prince of Hartford; H. M. Alcorn of Suffield and E. C. Hills of Southwick, Mass., has sent out a list of all the members in each district to the members, as an official primary ballot, asking each member to make a proper return of this ballot, with the name of the member who is his choice for the office of director, to represent his district during the coming year. The names of the three candidates named in this primary, receiving the highest vote will be sent to the members to make the choice of one. E. E. King of East Hartford, has been asked to co-operate with the election committee, and the first ballots are to be returned to him by mail.

E. C. Meyers & Son of Broad Brook, Conn., are to grow about 90 acres this season for the American Sumatra Tobacco Co.. The type will be Broadleaf and setting will be started within the next few days.

E. Wever of West Suffield, will raise a large acreage of Broadleaf for Keiser & Boasberg, of Buffalo, N. Y.—X. Y. Z.

Big Cigar Stand Chain

It is reported, on reliable authority, that Faber, Coe & Gregg will, in the near future, control or operate approximately five hundred cigar stands. One of the most recent acquisitions to the chain is that of the cigar stand at the Wisconsin Club, Milwaukee. This up-to-date organization is also operating more than twenty National Drug Store cigar stands.

Salesmen Indorse Fair Trade League Work

The Tobacco Salesmen's Association of America, New York Branch, has officially gone on record as favoring fair trade practices. Leo Rieders, secretary, has just forwarded to the American Fair Trade League, the following note and accompanying resolutions:

"It might interest you to know that at the last meeting of the Tobacco Salesmen's Association of America, Inc., New York Branch, held at the Hotel Pennsylvania, May 11, 1923, the following resolution was unanimously adopted:

Resolution Concerning True Representation of Merchandise

"Whereas, it has been brought to the attention of the Tobacco Salesmen's Association of America, Inc., that the trade interpretation and the legal interpretation of trade terms, like mild Havana, differ; and

"Whereas, it is common knowledge that cigars have in many cases been either intentionally or otherwise improperly marked on the labels; and

"Whereas, the American Fair Trade League is rendering both a public service as well as helping clean this industry from abuses due to improper representation by its unerring effort toward compelling cigar manufacturers to properly label merchandise, be it, therefore

"Resolved, that the Tobacco Salesmen's Association of America, New York Branch, heartily endorse the splendid work being rendered by the American Fair Trade League in making the cigar industry truly represent merchandise, and also be it

"Resolved, that the members of this organization co-operate with the American Fair Trade League in helping disseminate the legal interpretation of trade terms and sell merchandise in accordance with this latter point in mind, and also be it further

"Resolved, that a copy of this resolution be sent to the American Fair Trade League."

A Change of Owners

HOWARD CITY, Mich., May 12.—James Sicklesteel has sold his cigar business, etc., to Anthony Krentz.

Dispose of Business

HILLSDALE, Mich., May. 12.—Woodruff Bros. have disposed of their cigar and restaurant business to George Day.

W. S. PINNEY & CO.
INCORPORATED
GROWERS PACKERS
UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S
CONNECTICUT SHADE
QUALITY TO BURN
SUFFIELD CONNECTICUT

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Connecticut, Havana and Broad Leaf Tobaccos
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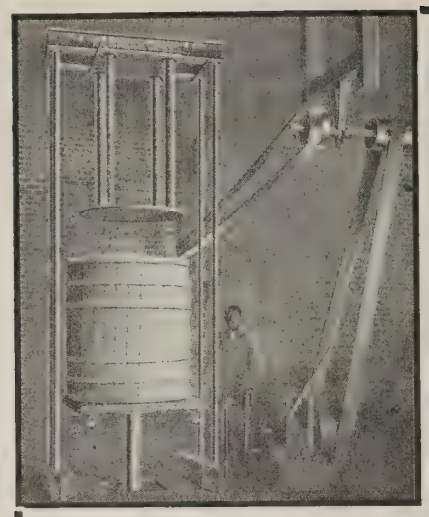
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HIGHEST QUALITY SPECIAL PROCESS
Sole Distributors for
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Hydraulic Tobacco Press and Belt-Driven Duplex Pump

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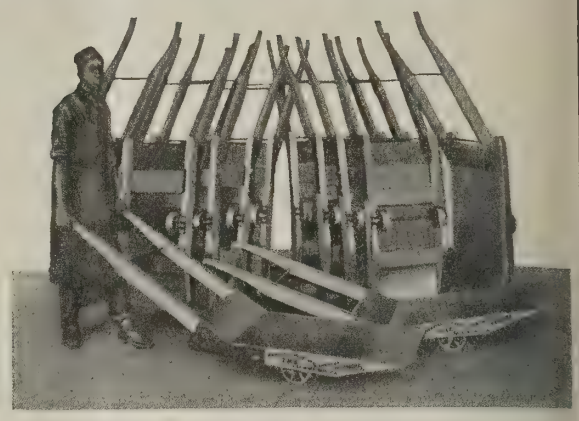
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Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips
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Ample for Redrying by Steam or Natural Season
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Bright and Dark Virginia
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Strips—Scraps—Stems—Cuttings

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"OLD BELT" SMOKING TOBACCO a Specialty

DANVILLE, VA.

Virginia Tobacco Sales

LYNCHBURG, Va., May 19.—The 1922 tobacco crop brought Virginia growers approximately $42,000,000 according to the final report for the season of the Virginia Crop Reporting Service, which is based upon the warehouse reports to the Commissioner of Agriculture. The amount received for the 1922 tobacco has only been surpassed three times during the history of tobacco growing in the state, and these years came during and immediately following the recent war when prices were highest. The 1921 crop was valued at $19,000,000.

There were 52,118,564 pounds of bright and 27,017,453 pounds of dark tobacco sold on the open markets during the past season. The average price for the season was $29.31 per hundred for bright which compared with $20.14 for the 1921-22 season and $23.11 for the 1920-21 season. Dark tobacco average was $18.81 per hundred against $18.66 last year and $9.88 two years ago.

There were 43 warehouses operating during the past season compared with 82 during the previous season. The warehousemen estimated that the tobacco graded 36 per cent good, 36 per cent medium and 28 per cent common, while last year the grades were 22 per cent good, 35 per cent medium and 43 per cent common.

Sales in April were very light as only 327,624 pounds were sold, all of which was dark tobacco. All markets have closed except Richmond.

No accurate figures of tobacco sold through the Tobacco Growers Co-operative Association have yet become available, so far as the report shows.

First hand sales of dark tobacco, by warehouses, was as follows up to May 1 with average price for the season:

	Pounds	Aver.
Lynchburg	9,017,606	$20.87
Amelia	789,199	19.14
Bedford	2,243,003	21.18
Blackstone	2,202,235	16.39
Brookneal	136,454	19.02
Dillwyn	1,133,352	18.36
Drakes Branch	1,408,655	23.67
Farmville	3,662,545	19.59
Petersburg	1,706,494	14.80
Richmond	4,717,910	14.27
Total	27,017,453	$18.81

It will be seen from the above figures that Lynchburg sold more than a third of the dark crop handled by the open warehouses of the state. It will also be noted that the seasonal average price was only exceeded by two warehouses, Bedford and Drakes Branch. The average price paid here was above the seasonal average for the state. Richmond paid the lowest price.

Total sales and price averages for the bright crop follow:

	Pounds	Aver
Abingdon	1,322,440	$26.5
Brookneal	493,925	30.7
Chase City	3,636,195	27.5
Clarksville	1,192,531	26.8
Danville	22,305,647	31.8
Kendridge	2,190,044	27.2
Lawrenceville	900,488	26.9
Lynchburg	15,400	32.0
Martinsville	2,351,276	23.9
Petersburg	4,105,563	26.8
Rocky Mount	819,687	21.9
South Boston	7,351,723	30.5
South Hill	5,433,645	25.7
Total	52,118,564	$29.3

Resales of the dark crop totaled 1,010,656 pounds and of the bright crop 7,089,518 pounds.

Co-ops Win Jury Cases

RALEIGH, N. C., May 21.—The Tobacco Growers' Co-operative Association within a period of ten days recently won two important legal victories in its first cases before Virginia juries.

The first case of the tobacco co-operative to be tried before a jury resulted in a victory only second in importance to the recent decision of the North Carolina Supreme Court upholding the contract of the association. In this case before Judge Hundley at Charlotte C. H., the association was awarded liquidated damages at 5c per pound, attorneys' fees and court costs for tobacco grown by a non-member minor son of a member of the association which was delivered on the auction floors.

In holding a member of the association liable for tobacco grown by a non-member, the court, in this first jury trial this month, strengthened the position taken by association officials that every pound of tobacco grown upon a member's land, whether he has tenants or share croppers, or whether he makes his own crop in 1923, shall be delivered to the association.

A still more striking victory was won by the tobacco co-operative before a Virginia jury last week at Rustburg, Campbell County, Va., in its case against V. W. Martin, when Judge Barksdale ruled that the taking of the defendant tobacco by a sheriff on levy was no defense against his obligation to deliver

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Rubberized Cloth and Blankets for Covering and Wrapping Tobacco
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the association. Judge Barksdale also ruled that the defendant was liable for damages on tobacco grown by his wife and minor children when it was delivered outside the co-operative association, in violation of the contract. The jury rendered a verdict for the association of $70 in liquidated damages and $75 in counsels' fees.

Major W. T. Joyner, Assistant Counsel of the association, from Raleigh, N. C., represented it in both of these important cases, which give legal backing to the announcement made last year by directors of the tobacco co-operative that they would expect delivery to the association of all tobacco grown upon the lands of its members in 1923.

New Members in South Carolina

Many new members from South Carolina are joining the Tobacco Growers' Co-operative Association, according to E. C. Epps, director at large for that State and C. O. Dixon, manager of warehouses for the South Carolina belt. Over a hundred contracts were signed in Williamsburg and Horry Counties, alone during a recent membership drive.

Deliveries to the co-operative floors of more than half the crop from the Palmetto State are looked for in 1923 by association officials.

The case of the association against G. R. Bowen of Lake City is expected to come to trial in the Florence County Court this week. W. T. Joyner of Raleigh and F. M. Wilcox of Florence will represent the co-operative in this, its first case in a South Carolina Court.—S. D. RISSELL.

Season Practically Over

RICHMOND, Va., May 19.—Only one warehouse had a single sale this week; and that only one day, when 5,105 pounds were sold at average of $13.76 per hundred. We shall discontinue reports of weekly sales until next season, unless something of interest to the trade occurs.

A general comment on this crop of sun-cured tobacco might be summarized in saying that there has always been a steady demand for all grades of sound tobacco regardless of quality; and, although about one-third of the crop was damaged, the prices held up very well.

We do not know either the quantity or the grades of the tobacco held by The Farmer's Co-operative Association.—R. L. MORTON & Co.

Plant Shortage Still Acute

DANVILLE, Va., May 21.—The scarcity of tobacco plants continues to be complained of by the tobacco growers of this section and it is now apparent that the crop will be below anticipations and a good deal later than usual, owing to the prevalence of cold nights and high winds which have had a tendency to hunt the growth of the plants.

An incident which gives color to this reported plant shortage comes from the northern part of the county, a Baptist minister being authority for the story. A large landowner who has had better success in raising plants than some of his neighbors has been offered the sum of $1,000 cash by a group of farmers for one of his larger plantbeds. It has been invariably the custom for farmers blessed with abundance of plants to give them to farmers who suffered from a shortage, with never a thought to pecuniary recompense for them.

A large area of land has been prepared for planting but little has yet been done as the plants appear still to be too fragile, though warmer weather recently has helped them. Tobacco flies are reported to have done considerable damage.—TETLEY.

Reynolds Tobacco Stocks Holding Well

Action of R. J. Reynolds B shares, which hold within less than three points of their record high despite general reactionary tendency in the stock market, indicates they are discounting expectations of some favorable developments when the directors meet for dividend action within the next two weeks.

Business and earnings furnish the basis for such expectations. Reynolds is doing a tremendous business, and with production at peak, earning power shows even greater expansion. It is only natural that with volume operations earnings should show a relatively larger increase because with increased turnover there is no change in overhead. It is estimated current earnings are running well ahead of 1922, when net after taxes and charges amounted to $20,479,234, the largest shown by any domestic company in the history of the tobacco industry, which was equivalent after preferred dividends to $5.96 a share on the 3,200,000 shares of common and common B.

At present rate of $3 a share, common dividends call for the distribution of $9,600,000 annually. It has always been the policy of the Reynolds management to put back into property from earnings an amount equivalent to that distributed in common dividends. At the rate earnings are increasing, it is felt the management could be more generous with the holders of the junior shares without relinquishing this policy.

At current levels, the shares are selling to yield approximately 4½%, plainly indicating that the investment community expects that increased return to shareholders is not far distant. The strong financial position strengthens such expectation.

Net working capital, as of December 31, 1922, was $88,161,628, compared with $74,874,069 in 1921. Cash was $11,292,332. Investments in non-competitive companies of $2,311,701 and other accounts and notes receivable of $3,696,789 are excluded from current assets.—*Wall Street Journal.*

Fertilizer Companies May Merge

A merger of leading fertilizer companies, involving a total capitalization of

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LEAF, STRIPS, SCRAPS AND STEMS
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RANDOLPH MEADE & COMPANY
INCORPORATED
Leaf Tobacco Dealers
We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.
Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.
DANVILLE VIRGINIA

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DIXON-BUCHAN TOBACCO COMPANY
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TOBACCO SEED
Slate Seed Company
The Largest Tobacco Seed Growers in the World
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WHITEHEAD & ANDERSON
LEAF TOBACCOS
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Packed by Steam or Natural Season. Special Attention Given to Packing. Latest Proctor System.
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Cable "Winleaf" Winston Salem, N C—Codes A B C 4th & 5th Editions Western Union
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Strips, Scrap and Stems. Complete Facilities
Order or Contract Samples Submitted on Request
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OUR OWN DOMESTIC AND FOREIGN PACKING PLANTS ENABLE US TO MEET ALL REQUIREMENTS.
Universal Leaf Tobacco Co.
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CABLE ADDRESS: ULTOCO~NEW YORK

The Celebrated Dill's Best
Long Cool Smoke
Dealers CAN NOW GET DILL'S BEST SMOKING TOBACCO THROUGH ANY REGULAR JOBBER
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Manufacturers of HIGH GRADE SMOKING TOBACCO.

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Long experience. Specialize on bright and mahogany wrappers, fine cutters, export leaf and strips. Samples sent on application.
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Leaf tobacco, strips, scraps, stems, siftings
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To Manufacturers of Scrap and Fine Cut Tobacco
To protect your goods, you ought to pack it in our paraffine lined, weatherproof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
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Codes Used: Liebers, A. B. C. 4th & 5th Editions, Arnolds Cipher No. 5
W. P. HENRY COMPANY
Commission Merchants
For the Purchase of Leaf Tobacco for Home and Export Trade
To manufacturers using the rich, sweet "Old Belt" tobaccos sold at Durham, we tender our facilities for buying and packing. Correspondence and enquiries solicited.
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CABLE ADDRESS: "HENRY" All Classes of Bright Tobaccos

PINETOPS TOBACCO COMPANY
PINETOPS, NORTH CAROLINA, U. S. A.
We have latest improved systems for handling tobacco either in leaf or strip form on order or contract, and are located in one of the best tobacco belts of the Carolinas. We carry good size stock on hand at all times suitable for domestic and export requirements. All correspondence solicited and samples submitted promptly upon inquiry.
Cable Address: PITCO, Pinetops, N. C.

approximately $50,000,000, is pending. John W. Watson, Jr., vice-president of the International Agricultural Corporation, which, with the Davison Chemical Co. is expected to form the nucleus of the consolidation, said recently that plans for bringing other companies into the combine are being discussed in the belief that present conditions in the industry afford an excellent opportunity to bring them together under one management.

It was stated that neither the American Agricultural Chemical Co. nor the Virginia-Carolina Chemical will be included in the projected amalgamation. The independents named as likely to enter the merger along with International Agricultural and Davison Chemical are the Phosphate Mining Co., the Standard Acid Phosphate Co., of Baltimore; the Federal Chemical Co., Louisville, and the Reed interests, of that city. It also was reported in the financial district that the fertilizer department of Swift & Co. has been approached.

The purpose of the proposed merger, according to the promoters, is to stabilize the fertilizer industry, which, despite prosperity in other lines of business, is not operating on a profitable basis. This has been reflected in recent weakness of the securities of the fertilizer companies.

The International Agricultural Chemical Corporation owns extensive deposits of phosphate rock in Florida, while the Davison Chemical is an important producer of sulphuric acid. These are the two chief ingredients of artificial fertilizer.

The former company has outstanding $13,055,500 preferred stock and $7,260,000 common. Out of a total authorized capital of 235,000 shares, no par, Davison Chemical has 218,700 shares outstanding.

To Study Cultivation and Train Specialists

WASHINGTON, D. C., May 19.—The following report has been received by the Department of Commerce from Athens in connection with the proposal of American tobacco interests in Greece for the establishment of an industrial institute for the training of tobacco specialists:

"A group of American tobacco m chants, in conjunction with certain of tobacco producers' associations, has s mitted to the Ministry of Agricultu proposition regarding the establishm of an Industrial Institute for the st of tobacco cultivation and for the tr ing of tobacco specialists. The Am can group proposes to expend 3,000 drachmas on this venture, and requ that the government turn over to it stremmata (1 stremma equals .247 ac upon which the Institute may be structed. It proposes to locate the stitute at Drama in Macedonia, and devote its attention to the study of v ous grades and qualities of tobacco, m ods of imitating Macedonian tobacc the higher grade, the problem of incr ing Greek tobacco production, and training of experts in tobacco grow The tobacco trade, as well as var methods of manufacturing tobacco p ucts, will also be studied according the proposed project.

"The Ministry of Agriculture has yet given its consent to the proposal regard to the granting by the gov ment of 300 stremmata for the foun of the desired Institute, but has pressed its approval of the principle gested."—LAMM.

Leaf Tobacco Export

Annual exports of domestic leaf bacco for five years, 1918-1922, inclu have been 42 per cent of production. partment of Commerce says this exp tion can be increased, and less need through the hands of foreign i mediaries. Exporters have devel valuable direct connections in S dinavia, Czechoslovakia and Poland, the new Irish tariff is likely to c large exports of leaf directly to country instead of through En agents, as formerly. Tobacco comp 8 per cent of exports in recent y and is expected to show an increase.

Importation of cigarettes by C since prohibition of opium has beer creasing. American tobacco is very ular in South America, particularl

(Continued on page 40)

GEO. C. SWAIN F. W. BROWN
GEO. C. SWAIN & CO.
Dealers in all kinds of Leaf Tobacco
Buys on Virginia, Carolina and Georgia Markets. Samples cheerfully submitted upon request
DANVILLE, VA., U. S. A.

Cable Address: "CLARK" Code: "ARNOLDS NO. 5"
Largest Loose Leaf Tobacco Market in the World
W. T. CLARK & COMPANY
Established 1887
Dealers in All Grade Bright Leaf, Strips Stems and Scraps
Packed for Export and Domestic Trade
We operate in North Carolina, South Carolina, Virginia and Georgia
Head Office: WILSON, NORTH CAROLINA, U. S. A.
Packing guaranteed. Samples submitted on application.

IMPORTERS AND EXPORTERS
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136 Front St., New York
European Branch Office
103 Place de Meir
Antwerp, Belgium
Cable Address
"Theysco," New York
All Codes Used

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY
111 FIFTH AVENUE, NEW YORK

Trebor Pipes Booming

J. J. Warner, of Grosvenor, Nicholas & Co., Inc., is now in the West en route to the Pacific Coast. He is booking some good orders for Trebor pipes and other Nicholas specialties.

Trade-Marks Filed

In U. S. Patent Office

The following trade-marks were published in compliance with section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

Ser. No. 176,725. Delacour Bros. Ltd., London, England. Filed Feb. 28, 1923.

CHUM

176,725

The particular description of goods.—Tobacco Pipes. *Claims use* since Jan. 1 1922.

* * *

Ser. No. 176,726. Delacour Bros. Ltd., London, England. Filed Feb. 28, 1923.

DURAX

176,726

The particular description of goods.—Tobacco Pipes. *Claims use* since Jan. 1 1922.

* * *

Ser. No. 176,727. Delacour Bros. Ltd., London, England. Filed Feb. 28, 1923.

ESQUIRE

176,727

The particular description of goods.—Tobacco Pipes. *Claims use* since Jan. 1 1922.

* * *

Ser. No. 176,728. Delacour Bros. Ltd., London, England. Filed Feb. 28, 1923.

LOTUS

176,728

The particular description of goods.—Tobacco Pipes. *Claims use* since July 1922.

* * *

Ser. No. 156,100. MITSUI BUSSAN KAISHA, LTD., Tokyo, Japan. Filed Nov. 30, 1921.



156,100

The word "Brand" is disclaimed apart from the mark as shown in the drawing. *The particular description of goods.*—Matches. *Claims use* since Aug. 4, 1921.

* * *

Ser. No. 167,245. VESS JONES, doing business as Whistle Company, New York, N. Y. Filed July 22, 1922.



167,245

The particular description of goods.—Cigarettes, Cigars, Smoking Tobacco, Chewing Tobacco, Leaf Tobacco and Smoking Tobacco Mixtures. *Claims use* since July 1, 1922.

* * *

Ser. No. 169,516. MAX STERN, Charleroi, Pa. Filed Sept. 15, 1922.

SILVER CAP

169,516

The particular description of goods.—Cigars. *Claims use* since Apr. 15, 1922.

* * *

Ser. No. 173,413. ROBERT FLETCHER & SON, LIMITED, Stoneclough, Manchester, England. Filed Dec. 16, 1922.



173,413

Without waiving any rights at common

(Continued on page 40)

Cable: Monk
Codes: Arnold's Nos. 5 & 15, Western Union

A. C. MONK & CO., Farmville, N. C.

A Large Supply of Leaf Tobacco Always on Hand.

We buy all grades Bright Tobaccos, Virginias, Darks and Burleys, Steam and Natural Season. Samples Furnished.

Branch Factories: Wilson, N. C.; Wendell, N. C.; New Bern, N. C.

Cable Address "NOELL," Danville, Va. Code ABC—4th & 5th Edition

W. Y. NOELL & SON

LEAF TOBACCO DEALERS

Unexcelled Facilities for Handling All Grades of Leaf Strips, Scraps and Stems

WRAPPERS A SPECIALTY CORRESPONDENCE SOLICITED

Samples on application **DANVILLE, VIRGINIA, U. S. A.**

A Man's Smoke

Patterson's



At all good dealers

Q for Queed Quality Quantity

Tobacco Growers Cooperative Association

of

VIRGINIA, NORTH CAROLINA and SOUTH CAROLINA

Composed of 85,000 Members

All types of bright flue cured, sun cured and dark fired Virginia Tobaccos.

We sell to the trade either in green warehouse order, or redried.

PRICES SUBMITTED ON APPLICATION

LEAF DEPARTMENT AND SAMPLE ROOMS

PRESBYTERIAN PUBLISHING COMPANY BUILDING
SIXTH STREET

RICHMOND, VA.

We buy on order, or contract, all grades of

BURLEY
AIR CURED
FIRED DARK
GREEN RIVER
VIRGINIA
CAROLINAS
MARYLAND
SEED LEAF

Steam or Air Drying; also handle in Continental Order.

Samples sent on request.

HAIL & COTTON

Dealers, Packers and Brokers

LEAF TOBACCO

LOUISVILLE, KY.

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Cable Address
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Sumatra-Brussels

Codes { **A. B. C. 5th Edition Imp.** / **Arnolds 5th & 15th** / **Bentley's Phrase Code with Appendix**

Operating on Principal Markets

Kentucky Tennessee
Virginia Maryland
North Carolina South Carolina
Pennsylvania Connecticut
Ohio

EUROPEAN CONNECTION

Van Leer & Hartog

146 Rue du Midi

Brussels, Belgium

Cable Address: "HODGE, HENDERSON"

Hodge Tobacco Co.

of KENTUCKY, Inc.

Packers of

Leaf, Strips, Scraps and Stems

Natural or Artificial Seasons

Head Office: HENDERSON, KENTUCKY

Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky. Louisville, Ky.
Paducah, Ky. Madisonville, Ky. Clarksville, Tenn.
Lexington, Ky. Slaughtersville, Ky. Sebree, Ky.

BUYERS ON ALL WESTERN MARKETS

Cable: "Barker," Carrollton **Codes: "Arnolds, No. 15"**

R. M. Barker Tobacco Co.

INC.

CARROLLTON, KENTUCKY, U. S. A.

Buyers and Dealers in Burley Leaf Tobacco

We have our own factory located in the heart of the Kentucky Burley Districts and *buy* on all the *loose leaf markets.*

We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*

We solicit your orders and will give same prompt and efficient attention

SEND FOR OUR WEEKLY REPORTS

Rudolph, Hach & Co., Inc.

REHANDLERS, DEALERS AND BROKERS IN

LEAF TOBACCO AND STEMS

Main Office and Sample Rooms

CLARKSVILLE, TENNESSEE

OPERATING IN

Clarksville, Tennessee, and Springfield, Tennessee, Districts
Western Kentucky Districts,
Upper Cumberland and Air-Cured Districts

Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage at Low Rates.

Correspondence Solicited.

Louisville Tobacco Market Reports

LOUISVILLE, Ky., May 19.—The Louisville Tobacco Board of Trade makes report on the hogshead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to May 18

Warehouses	Week: Auction sales	Week: Private sales	Week: Total for week	Year Jan. 1, to date
Turner	....	....	....	792
Kentucky	111	2	113	5,863
Main Street	11	....	11	2.560
Planters-Farmers.	86	4	90	6,927
New Tenth Street	72	1	73	2,723
Louisville	....	....	....	4,102
	280	7	287	22,967
Year 1922			1,472	38,386
Year 1921			416	34,668
Year 1920			189	31,066

Classifications of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	233	19	252
Dark	33	2	35
	266	21	287

Classifications of Sales Jan. 1 to Da

	Old Crops	1922 Crop	To
Burley	6,279	14,639	20,9
Dark	1,513	536	2,0
	7,792	15,175	22,9

Classification of Sales to same Date

	1922	1921	19
Burley	36,813	32,237	29,8
Dark	1,573	2,341	1,5
	38,386	34,668	31,0

Comparisons with Previous Years

	1923	1922	19
Total sales of new crop to date	19,697	14,690	28,2
Sales of new crop to date. Original inspection	15,983	12,195	23,3
Rejections—			
Rejections this Week:			
Burley	51	....	.
Dark	3	....	.
Total	54	218	
Percentage of Rejections to Auction Sales:			
Burley	21	....	.
Dark	9	....	.
Total	19	18	
Rejections Jan. 1 to date:			
Burley	4,564	....	.
Dark	325	....	.
Total	4,889	8,122	6,
Receipts—			
Receipts this week	202	694	
Receipts Jan. 1 to date	16,044	23,905	26,

Official Quotations at Louisville, May 18, 1923

	Burley, Old: Dark Red	Bright Red	Colory	Dark Manufacturi
Trash (green or mixed)	6 to 7	to 7	7 to 8	to 4
Trash (sound)	7 to 9	8 to 10	8 to 10	4 to 5
Common Lugs	9 to 12	10 to 14	12 to 15	4½ to 5
Medium Lugs	12 to 16	15 to 17	15 to 20	5½ to 6
Good Lugs	16 to 18	18 to 20	20 to 24	6½ to 8
Common Leaf (short)	12 to 14	12 to 16	20 to 22	8 to 10
Common Leaf	14 to 18	16 to 18	22 to 26	10 to 14
Medium Leaf	18 to 24	18 to 24	28 to 35	14 to 16
Good Leaf	25 to 30	25 to 30	40 to 45	18 to 20
Fine and Selections	30 to 35	35 to 40	50 to 55	22 to 25

	Burley, 1922 Crop: Dark Red	Bright Red	Colory
Trash (green or mixed)	10 to 12	12 to 14	13 to 15
Trash (sound)	12 to 14	14 to 16	16 to 18
Common Lugs	14 to 16	15 to 17	18 to 20
Medium Lugs	16 to 18	18 to 20	20 to 23
Good Lugs	19 to 21	20 to 22	23 to 27
Common Leaf (short)	10 to 12	14 to 17	18 to 22
Common Leaf	14 to 18	18 to 20	22 to 25
Medium Leaf	22 to 26	24 to 28	27 to 30
Good Leaf	26 to 35	28 to 35	30 to 35
Fine and Selections	35 to 42	38 to 42	40 to 45

N. B.—Unsound or defective in condition, length or color, or mixed packag from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

Paducah Prospects

PADUCAH, Ky., May 19.—There has been a steady movement of loose tobacco all the week to the association receiving houses, and while deliveries have not been as heavy as previously they have kept up well. Weather conditions being favorable has given farmers good opportunity to get their tobacco ready for delivery, and indications are that the greater part of the crop will be delivered by June 1. condition of the tobacco generally is g the greater part of it running on the side.

The sales on the loose floors and wa markets have amounted to very little, the auction sales will close after n week. This means that all the indepe ent stocks have been disposed of.

The association have been busy deliv ing on contracts also with prizing th

CABLE ADDRESS: "OBRIENCO." } LOUISVILLE BALTIMORE

We Use Arnold's Codes No. 5 and 15, Also Improved A. B. C. Fifth Edition.

EDWARD J. O'BRIEN & CO.
LEAF TOBACCO BROKERS
815-817 West Main St., LOUISVILLE, KY. 18-20 E. Pratt St., BALTIMORE, MD.
— WE ARE BUYERS OF —
Burley, Aircured, Green River, Fired Dark, Maryland, Virginia and Seed Leaf Tobaccos.
On all markets. We air dry and steam dry on most of the loose markets, and have the latest improved Philadelphia Textile Steam Dryer in our Louisville Factory for handling Leaf and Strips. Orders and correspondence respectfully solicited.

nsold stocks and getting them ready for ie hogshead market. They will be busy r sometime to come with this work, ft no doubt they will be through with is by mid-summer or earlier. Just what eir policies will be in selling their hogsad tobacco remains to be seen.

The weather for the past two weeks ls been unfavorable for doing farm ork, and farmers are very much behind. ery little tobacco land has been gotten ady for planting. Plants are growing pidly. No doubt with a few days of ying weather the greater part of the ound intended for tobacco will be prered and planted, but farmers are not rough with corn planting and will have e hay and wheat harvest on them all at ce, and make it difficult for them to tch up with all of their work. This ndition will have a tendency to curtail e tobacco acreage, but with favorable nditions from now on no doubt a full reage will be gotten out.—W. B. KENDY.

New Lovell-Buffington Corporation

COVINGTON, Ky., May 19.—Articles of corporation have been filed with the Kenton County Clerk, by the Lovell-Buffington Tobacco Co. A firm with this name was established in Covington in 1865. Although neither the Lovell or Buffington interests are connected with the new company, that company has decided to revive all their old brands of smoking tobacco.

The company is incorporated at $500,000, for which 5,000 shares of preferred stock at $100 a share have been issued.

The incorporators are: J. A. Bownard and B. F. Davidson of Covington, Walter J. Friedlander of Cincinnati and Charles E. Beury of Philadelphia. They and Attorney Herbert Jackson will form the Board of Directors.

The original Lovell-Buffington Company sold out to the Frischmuth Bros. Company last August for $600,000 and received stock in the new company. When the Frischmuth Company went into bankruptcy recently they sold out to the new company for $250,000.

Hopkinsville Sales Slacken

HOPKINSVILLE, Ky., May 20.—The loose floor tobacco market for the selling of unpooled tobacco, was very quiet the last week. Receipts have dwindled to a low point and will not show much improvement. Receipts by the Dark Tobacco Growers Co-operative association have also showed a big decline.

Sales on the loose floors for the past week were 68,030 pounds, which brought an average of $13.40, or 74c better than the preceding week. For the same week a year ago, the average was $11.96.

For the season to date, loose floor sales total 13,816,760 pounds, with the average $14.56. For the same period last year, sales were 19,892,845 pounds and the average was $14.60.

Prices for the week were easy at following range: Trash, $3 to $5. Lugs, common, $5 to $7; medium, $7 to $9; good, $9 to $12; fine, $12 to $16. Leaf, low, $10 to $12; common, $12 to $20; medium, $20 to $25. No good or fine leaf offered.

Transplanting Started

The pitching of the new crop has gotten under way and considerable planting has been done. Many farmers haven't yet been able to prepare their land fully, but wherever a field was ready and the plants were large enough, the farmers have taken full advantage of the recent favorable season for transplanting. At least one man reports he has his entire crop of eighteen acres now on the hill. The cool weather, with frequent showers, have made a fine planting season.

All sorts of urging has been done by dealers, warehousemen, the Dark Tobacco Growers Co-operative association and the state agricultural bureau and departments of markets in the effort to get the farmers to reduce their acreage this year, and certainly not to increase it. These arguments have presented to the farmer the absolute certainty that an increased acreage this year meant lower prices. Instead the growers are being besought to plant only what acreage they are sure they can adequately take care of, and to strive for quality and not quantity. It yet remains to be seen whether they heed this advice or not.—M. E. BACON.

Clarksville Average, $14.31

CLARKSVILLE, Tenn., May 19.—Sales on the Clarksville loose leaf tobacco market this week aggregated 127,100 pounds. Sales for the season total 8,647,735 pounds. Sales to same date last season, 12,328,735 pounds. Average price this week, $14.31. Average for this season, $14.58. Average price to same period last season, $15.88.—J. F. SMITH, Supervisor.

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Manufactured by
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Incorporated
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(Incorporated)
Manufacturers of Plug, Twist and Smoking.
SILVER TIP · TURKEY TWIST · BLACK WAXIE · PRIDE OF DIXIE
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Leaf Tobacco Brokers and Dealers
Export types, spinners, wrappers, binders, fillers, cutters, and Italian Manufacturing types
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Dark Fired Kentucky Leaf Tobacco
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We operate in all principal markets of Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

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(Formerly called ROSS-VAUGHAN TOBACCO CO.)
BUYERS, REHANDLERS AND REDRYERS OF
LEAF TOBACCO and STRIPS ON ORDER
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Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
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Buyers on all Hogshead and Loose Leaf Markets in Burley and Dark Sections

G. F. VAUGHAN TOBACCO CO.
BUYERS, REHANDLERS, REDRYERS OF
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FOR HOME AND EXPORT TRADE
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Leaf Tobacco Broker
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to green Rivers and Burleys.
Stemmery and Air Drying Factory
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Ninth & Wing Avenues
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BURLEY BRIGHTS STRIPS SCRAP
LEAF TOBACCO
THE AUSTIN CO., Inc.
GREENEVILLE, TENN.
Latest Proctor System

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Burley, Kentucky, Tennessee, Virginia
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All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf. We respectfully request your inquiries and Orders.
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KENTUCKY & VIRGINIA LEAF TOBACCO CO.
(INCORPORATED)
BUYERS, REHANDLERS AND REDRYERS ON
Leaf, Strips, Stems and Scraps
FOR DOMESTIC AND EXPORT TRADE
Green Rivers, Burleys, Darks, Virginia and Carolina Tobaccos
Improved Stick and Apron Drying Machines.
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LOUISVILLE OFFICE: 1120 West Main St., LOUISVILLE, KY.

Women Show Considerable Enthusiasm

LEXINGTON, Ky., May 19.—Fifteen hundred women of the Burley tobacco district have joined with their husbands and brothers in community locals or have become members of the women's auxiliaries, with the purpose of promoting the strength of the Burley Tobacco Growers' Co-operative Associations and for the development of activities for community improvement, according to a statement made today by Miss Verna Elsinger, director of social service of the Burley co-operative.

As a result of the work of these women and their local meetings many new members of the burley association have been secured, after the men had failed to obtain their signatures to the association contract. Work of organizing the women so far has been confined to the counties of Carroll and Harrison, where community locals of both women and men, or women's auxiliaries alone, have been organized. Miss Elsinger declared that she was greatly pleased with the interest manifested by the women and their zeal for the continued success of the burley co-operative.

As an example of the interest manifested by the women 350 of them attended a meeting at Easterday, Carroll County, the past week and 150 were present at a meeting in Breckinridge, Harrison County.

Features of these meetings are entertainment and refreshments provided by the women of the community.

At a meeting at Carrollton today plans were made for a Fourth of July rally at which each of the country locals will put on a "stunt" and a prize will be given to the local which puts on the best stunt, in the opinion of the judges.

Carroll County also is to have a Baby Welfare Week, with baby clinics, for which the State Board of Health will furnish the physicians, co-operating with the women's locals, the week beginning June 4.

Harrison County men and women will stage a pageant July 5, in which the history and development of the tobacco plant and the tobacco industry will be depicted, from the times of the early colonists to the present day period, including the operations of the co-operative marketing.

Henry County women will begin their organization of women's auxiliaries Saturday, June 2, with a meeting at New Castle, which will be addressed by Miss Elsinger and Director H. K. Bourne. Henry County is one of the strongest association counties in the district and there are not to exceed a hundred growers outside the association in that county.

Every home in the burley district is to be visited by the women's organizers before the end of the campaign and officials of the burley co-operative expect the most valuable results from the work of the women. Each family made welcome at the local meetings and the county meetings to be held once a month or oftener are expected to maintain the interest at the topmost point throughout the year.

Hopkinsville Average, $13.4

HOPKINSVILLE, Ky., May 19.—To sales for the week, 68,030 pounds; average price per 100 pounds, $13.40. S to date of 1922 crop, 13,816,760 pound average price per 100 pounds, $14. Sold to same time last year, 19,892,8 pounds; average price per 100 poun $14.60. J. W. HANCOCK, President H kinsville Tobacco Board of Trade.

Sue More Burley Member

LEXINGTON, Ky., May 21.—Su against eight tobacco growers for a t of more than $2,000, besides expenses court costs were filed today by the B ley Tobacco Growers' Co-operative A

The petition of the co-operative sta in each case, that the defendant has vi ted his contract to market his crop w the association by selling it over lo leaf floors.

EDGEWORTH



Ready Rubbe
EDGEWORTH
and
EDGEWORTH
Plug-Slice

TWO STANDARDS
for dealers
Send us a trial order. We guarantee satisfaction.
LARUS & BRO. CO.
Richmond, Va.

CHAMBERLAYNE LEAF TOBACCO CO.
RICHMOND, VIRGINIA

VIRGINIA
CAROLINA
SEED LEAF

KENTUCKY
CLARKSVILLE
SPRINGFIELD
HOPKINSVILLE
WESTERN DIST.

BURLEY
OHIO
MARYLAN

Cable Address "Venable"

Arnold's Code 5
Commercial Telegraph & Cable Code

The Venable Tobacco Co., Inc.

LEAF TOBACCO BROKERS

Durham, N. C., U. S. A.

ALL GRADES OF LEAF TOBACCO AND STRIPS

SAMPLES UPON APPLICATION

Ires. Wm. F. Bradshaw Reviews Co-operative

Bowling Green, Ky., May 15.— In aspeech at a "Pay Day" meeting here tlay, William F. Bradshaw, president n the Dark Tobacco Growers Co-opeutive Association of Kentucky and Innessee, said in part:

'The first and organization meeting o directors of the Dark Tobacco Grows' Co-operative Association was held a Hopkinsville, Ky., on the 22nd day of Nvember, 1922. The membership camgn and census of acreage disclosed t we had nearly 57,000 members; an eage of about 258,000 and an expected p at that time of approximately 200,-0,000 pounds, figuring an average of 0 pounds to the acre. As it was aldy late in the season it was necessary build up the organization with great ed in order to meet the spirit of imience that was already becoming evint among the members. It was nned to make an advance of from 40 50 per cent on the grade values of acco as received from members and order to do this it was necessary borrow money as the association no funds and no property except mbership contracts, under the terms of ich each member was to pay a $5 mbership fee to be deducted from his acco as and when delivered. In or- to carry on the preliminary work ing the period between the organizaih meeting and the beginning of reots of tobacco, it was necessary to e money to carry expenditures that to be paid at that time. A temporary nce committee had been appointed ore the organization meeting and this mmittee had corresponded with all ks within the tobacco district and l made numerous visits to banks Louisville and St. Louis outside district. A credit of about $2,-,000 had been obtained from country ks within the district; credit of over million dollars from banks in Louisle; $450,000 from banks in Nashville $500,000 from one bank in St. Louis, that the association had commitments about $4,250,000 direct credits and rtly after obtained from the War ance Corporation a credit of $7,500,- and arranged with various larger ks to re-discount association paper the country banks in the aggregate several million. All of these credits, ever, were to be extended upon to- as and when received; to meet the ense a number of banks agreed to an aggregate of about $250,000 in ll loans on the pledge of the membership contracts; this constituted the financial set-up accomplished during the period before the first receiving station was opened. In the meantime, a survey of warehouse properties disclosed the fact that the association would have to acquire by purchase or by rental 119 properties as receiving stations, hanging houses for air drying, steam re-drying plants, prizeries, storage warehouses and rehandling houses. This the Warehouse Division accomplished and had the first house ready for business on the 8th day of January, 1923; it was necessary for the Warehouse Division also to employ the personnel of the warehouses, including warehousemen, weighers and check-out men, as well as employ assistant warehousemen who are associated with the Warehouse Division in the management of the business of that division. All of this was done within the forty-six-day period stated.

Grading Division

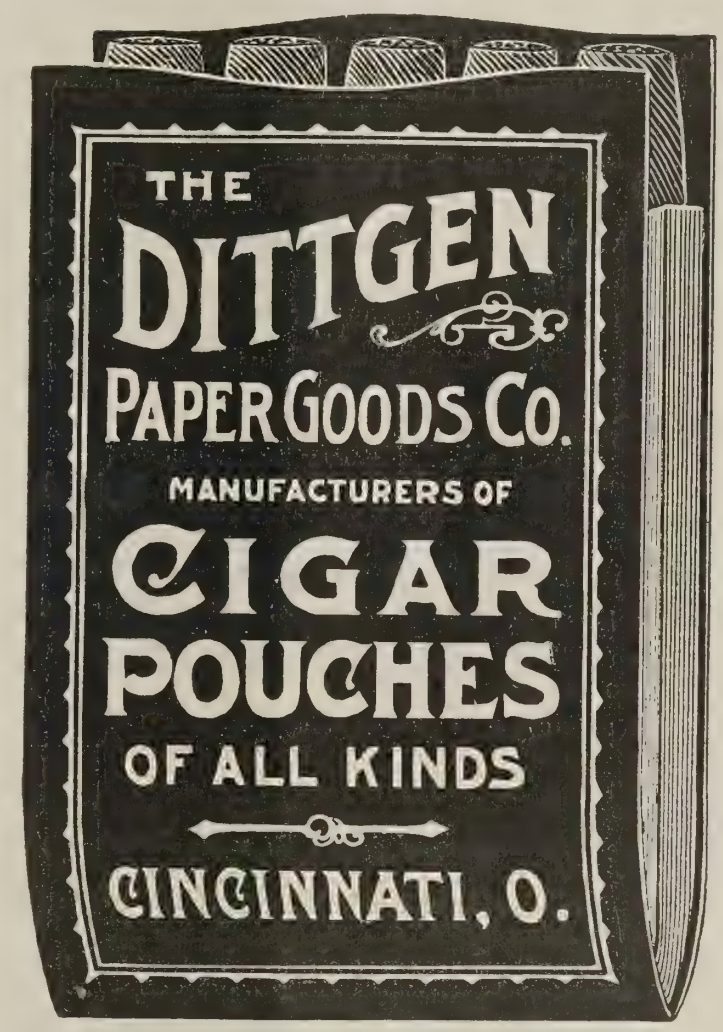
"A Grading Division was created with the Chief Grader and an Associate Grader and it was necessary for them under the direction of the board to employ graders for each of the receiving stations in time for the receipt of the crop; this was done and every house was manned with as competent graders as could be procured.

The Division of Management which had charge of sales was created and assistant managers were employed to supervise the four sub-pools of the organization and assist in the selling of tobaccos.

"An Accounting Division was created, of which the secretary was the head of the division, with an assistant secretary, and it was the duty of that division to devise and install a system adequate for the requirements of the organization; to employ competent accountants and bookkeepers for the executive office in Hopkinsville and competent bookkeepers and accountants in the various stations and to procure supplies and stationery for the executive office and all of the receiving stations; the Accounting Division devised and installed its system, placed contracts with one of the largest printing houses in Kentucky and within three weeks from the time the Accounting Division started on its work had the first carload of forms shipped to the executive offices in Hopkinsville, and this was quickly followed by several other carloads of stationery and supplies, all delivered in time for opening of the warehouses. This large printing establishment turned practically its entire equipment for the expeditious supplying of the requirements of this association. It

(*Continued on page* 40)

ESTABLISHED 1881



Send for Samples and Prices

A Subscription to *TOBACCO*
COSTS $3.00 A YEAR

Advertisements in *TOBACCO*
Pay for Themselves. They Produce Results



SEAL OF LEXINGTON CIGAR

A Genuine 10c Hand Made Product. Blended Havana Filler and Broad Leaf Binder.

Open Territory Assigned to Jobbers Only.

THE JOHN C. GUY CO., Inc., Lexington, Kentucky

PORTO RICAN

—the tobacco inevitable to a good Mild Cigar

Manufacturers who have been the most successful in "getting a run" on certain brands of cigars are those who have produced a cigar that is mild to the taste, free in its burning qualities and at the same time fragrant in aroma.

No tobacco in the world combines all these requisites *to a good mild cigar* in so marked a degree as Porto Rican. In fact, much of the popularity attained by the "Mild Havanas" is attributable to the ideal blending of Porto Rican Tobacco in the filler.

"A WORD TO THE WISE"

Cigar Manufacturer should be sufficient. If you are not using Porto Rican Tobacco at present, try it, and see if your customers are not better satisfied. But—

BE SURE YOU GET PORTO RICAN

There is no excuse for paying for something you do not get. By means of stamps of various colors the Government of Porto Rico CLASSIFIES all Tobacco exported from that Island either in the leaf or as cigars, as follows:

CIGARS:

WHITE—Manufactured in P. R. with Tobacco produced in P. R.

BLUE—Manufactured in P. R. with Porto Rican and other tobacco.

PINK—Manufactured in P. R. with tobacco not a product of P. R.

TOBACCO:

WHITE—Genuine Porto Rican growth.

BLUE—Mixture of tobacco grown in P. R. and other countries.

PINK—Tobacco of foreign growth.

For further information about the Guarantee Stamps or Porto Rican Tobacco, write or call

GOVERNMENT OF PORTO RICO

TOBACCO GUARANTEE AGENCY

W. L. DANNAHOWER, Agent

136 Water Street New York City

Telephone John 1379

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Porto Rico

S. S. Porto Rico —*May 16*

	Cases
I. Lewis Cigar Mfg. Co.	11
Johnson, Winsoo Cales Co.	4
A. Moss	3
United Cigar Stores Co.	213
Porto Rican American Tob. Co.	175
Royal Bank of Canada	3
Villar, Lanza & Co.	3
Infanzon & Rodriguez	9

Tobacco from Porto Rico

S. S. Porto Rico —*May 16*

	Bales
L. Hirsch	19
I. Lewis Cigar Mfg. Co.	10
Industrial Leaf Tobacco Co.	53
	Barrels
Andres Rojas	25
M. A. André	41

Cigars from Manila

S. S. Agamemnon —*May 21*

	Cases
National City Bank	24
Chatham & Phoenix Nat. Bank	20
To Order	256

Tobacco from Manila

S. S. Agamemnon —*May 21*
To Order....340 bales

Tobacco from Piræus

S. S. Themistocles —*May 17*

	Bales
National Bank of Commerce	350
Ionian Bank	80
N. Tsianaklis	112
P. A. Raftes & Co.	264
To Order	1,000

Tobacco from Puerto Plata

S. S. Huron —*May 19*
Universal Tobacco Co....1 bale

Tobacco from Glasgow

S. S. Vindelia —*May 18*
Alfred Dunhill....3 cases
S. S. Cameronia —*May 21*
Alfred Dunhill....8 cases

Tobacco from Leith

S. S. Sahala —*May 15*
J. B. Taylor & Co....7 casks

Tobacco from Belfast

S. S. Eastside —*May 17*
G. A. Henshaw & Sons....315 bags

Tobacco from London

S. S. President Garfield —*May 16*
To Order....1 case
S. S. Maine —*May 19*

	Cases
United Cigar Stores Co.	10
Marine Tobacco Co.	1

Tobacco from Southampton

S. S. Aquitania —*May 18*

	Cases
R. H. Macy & Co.	1
Alfred Dunhill	1

Tobacco and Cigarettes from Liverpool

S. S. Baltic —*May 21*
A. Oppenheimer & Co....3 cases

Cigarettes from London

S. S. President Garfield —*May 16*
Faber, Coe & Gregg....1 case

Cigarette Boxes from Southampton

S. S. Aquitania —*May 18*
L. Rothman & Co....1 case

Cigarette Paper from Le Havre

S. S. West Eldara —*May 15*

	Cases
Rose & Frank	41
H. H. Strauss	2
de Mauduit Paper Corp.	50
S. S. Vincent —*May 18*	
Rose & Frank	36 cases

Cigarette Paper from Bordeaux

S. S. Zarembo —*May 15*
American Tobacco Co....1,200 cases

Cigarette Paper from St. Nazaire

S. S. Zarembo —*May*

	Ca
R. J. Reynolds Tobacco Co.	
de Mauduit Paper Corp.	

Snuff from Liverpool

S. S. Baltic —*May*
A. Oppenheimer & Co....1

Briar Pipes from London

S. S. Port Macquarie —*May*
Grosvenor, Nicholas & Co....1

Briar Pipes from Southampton

S. S. Aquitania —*May*

	C
Alfred Dunhill	
Interocean Forwarding Co.	
R. H. Macy & Co.	

Briar Pipes from Havre

S. S. France —*May*
A. Oppenheimer & Co....7

Briar Pipes from Hamburg

S. S. Mount Clinton —*May*
Koeller, Struss Co....1

Clay Pipes from Glasgow

S. S. Vindelia —*May*
Thomas & Pierson....42

Smokers' Goods from Southampt

S. S. Olympic —*May*
F. Murray Hill Co....4
S. S. Aquitania —*May*

	C
F. Murray Hill Co.	

Gum Tragacanth from Londo

S. S. Port Macquarie —*Ma*
Thurston & Braidich....30
Thurston & Braidich....7

Gum Tragacanth from Constantin

S. S. West Irma —*May*
To Order....20

Meerschaum from Constantinop

S. S. West Irma —*May*
To Order....48

Imports and Exports at N Orleans

The following are the imports and ports through the Port of New Orl for the week ending May 17:

Cigars from Cuba

S. S. Chalmette
U. Koen & Co....1

Filler Tobacco from Cuba

S. S. Chalmette
A. Falk & Son....19 ba

Exports

For Bremen & Hamburg by *S. Evanger*, 134 hhds. tobacco.

For Scandinavian ports by *S. S. canus*, 74 hhds. tobacco.

For Rotterdam and Amsterdam *S. Ryndam*, 10 hhds. tobacco.

For Glasgow and Greenock by *Mombrossa*, 411 tierces tobacco.

For Genoa, Italy, by *S. S. Sori* hhds. tobacco.

For Liverpool by *S. S. Actor*, hhds. tobacco.

For Rotterdam by *S. S. Spaarda* hhds. tobacco.

For Antwerp by *S. S. Danier*, 70 ces tobacco.

Durlach to Return

Milton Durlach, who has bee charge of the interests of Durlach in Porto Rico, for some considerable is expected to return to his New headquarters in the near future.

Selling Tobacco and Cig

Andres Rojas, leaf dealer and manufacturer, of Arecibo, Porto Ri in New York for an indefinite p selling strip tobacco and cigars.

Chicago Seeing "Signs" of Cigar Trade Activity

Smoke Emporiums and Drug Shops Covered With Alluring Announcements Setting Forth Merits of Various Brands—News Notes, Comings and Goings.

CHICAGO, May 12.—All the cigar and drug store fronts are covered with cigar signs these days. Under the bottom of all windows and across the top of the stores are signs featuring San Felice, Robert Bacon, La Palina, El Verso and Carles Denby cigars. Never were so many cigar signs shown as are on display here now. It seems as though the cigar manufacturers are spending all their money for signs. Space is hard to find now, so the dealers will get a rest for a while.

Eli Hammer has arrived for Coral-Modiska Co. He sure is booking some nice orders for Lucius, Bering, La Duse and other brands made by his house.

John Rockpany, of the Trans-Pacific Trading Co., 180 North Market street, stopped in to say that Don Julian cigars are great wherever they are placed. John Greer lets up and has placed the Don Julian kits that sell 4 for 25 cents on all the counters in the Loop.

Don Frame of Stephano Bros. has returned from the Twin Cities, where he had much success in booking orders for Meneses cigarettes.

Muriel Campaign

Haber, Coe & Gregg are about to start a large advertising campaign on the Muriel cigar. Newspapers, window displays and the billboards will be used. The campaign is to last for the balance of the year.

H. P. Oakes is back at Chicago headquarters after a trip to the Northwest for the E. H. Gato Cigar Co. He reports that business is showing considerable improvement.

John Ruskin cigars are in the limelight now more. Large newspaper ads of this "Best and Biggest" cigar are shown in all Chicago newspapers.

Makes Good Report

Frank M. Lopez came in from the Northwest and leaves in a few days for the East. He reports very good orders for the Garcia & Vega brands from all his customers.

General Manager Foley of F. Lozano, Cia & Co., of Tampa, was a business visitor to our city.

A Fendrich in the 10 cent, 2 for 25 cent and 15 cent sizes are proving good business getters for Ruhstrat-Christian to the Lake street jobbers.

Looping the Loop

Billy Waldmann is around the Loop airing Shrine cigars for Many-Blanc Co. Shrine is made in Tampa by the Referred Havana Tobacco Co. He has up the case of Nina E. Baker in the Webster Building with a full run of it.

George Grant, the "Greek" star of the H. J. Seidenberg Corp. sales force, is laid up with a broken wrist. George's large car kicked him the other day and now he can't write orders for Virginia Specialty cigars.

Doing Well with Havana Cadets

The trade is glad to know that Charles Garland is again back in the game. Charlie is now representing the Manchester Cigar Co., with headquarters in Minneapolis, and we hear he is doing well there with Havana Cadets.

Bob Ellis, representing E. P. Cordero Co., was here. C. C. McDonald, his salesman, continues to open accounts for Many-Blanc Co. on Mi Hogar brand. Large advertising campaign is shortly to be started here on Mi Hogar by E. Cordero & Co.

Velvet, "fine flavor aged in wood," sells Cigar all the time.

Melachrinos in Evidence

In the General Cigar Co.'s retail stores, full window displays of Melachrino cigarettes were shown a few days ago.

Clown Cut-Outs

Large new window cut-out signs of Clown cigarettes are seen in many windows. This union-made smoke of the Axton-Fisher Co. is repeating fine locally.

In the Vanguard

Clarence Hirschhorn Co., 217 West Randolph street, is very busy rushing out Mozart cigars to the trade. The demand grows larger each day, due to the heavy advertising campaign that is now on. Other big sellers with the house of Hirschhorn are Optimo, Detroit Hand Made and El Producto. Smokers are bound to find these brands on sale in every store that has a sizable cigar case.

The new Fatima cigarette billboards are very striking. A solid pink background, with the Fatima boy in bright green, can be seen all over the city now.

The summer amusement parks opened this week and White City and Riverview are now in full swing. As in past seasons, large cigar stands are spread throughout the parks, featuring all the popular brands of cigars and cigarettes.

H. L. Ruth is doing fine work here on the Emerson cigar for the Frank P. Lewis Cigar Co. of Peoria.

Sam Mosow, of the Sioux Tobacco Co., wholesale dealers of Sioux City, Ia., spent several days here this week.

Sol Bernstein, of Sol M. Bernstein & Co., has left for West Baden, where he will rest up for 10 days. Joseph Osthimer, the Bernstein manager, has returned from a pleasure trip to points in Indiana and Ohio.

There has been a change in the ownership of the Cowan Grocer Co.

Featuring Seidenberg Brands

Jack Brill is spending the week at the Chicago headquarters of the Wm. J. Seidenberg Corp. He is featuring Pancho-Arango, made in bond, and Virginia Lee, mild Havanas. Savin & Burge, La Salle street restaurant operators, feature a full line of Pancho Arango cigars, as do also the Bismarck Hotel and the Marigold Garden. Gus Le Bolt, jobber of Springfield, O., who recently took on the Frat cigar, has just closed to distribute the Virginia Lee brand in eight sizes from 10 cents to 3 for 50 cents. S. P. V. Havana Blunts, a 4½ inch all Havana smoke to sell at 5 cents, has just reached the trade. The Wm. J. Seidenberg Corp. controls the distribution.—H. L. H.

Match Imports

WASHINGTON, D. C., May 23.—There were 100,500 gross boxes of matches imported into the United States in February, valued at $57,742 according to figures compiled by the Department of Commerce. By far the largest quantity came from Sweden, with the second largest quantity coming from Japan and the third from Norway.—LAMM.

Georgetown Deliveries

GEORGETOWN, O., May 19.—Two and a quarter million pounds of tobacco were delivered to the co-operative warehouses here during the season recently closed. Tobacco pool officials advise growers to plant smaller crops this year and give them more attention.



DONATO VIGIL & CO.
Importers and Exporters of
LEAF TOBACCO
San Juan, Porto Rico

AIXALA & CO.
Dealers in Porto Rican Tobacco
ALSO PACKERS AND DEALERS OF HAVANA TOBACCO
New York Office M. A. André, 169 Front St.
Havana Office Corrales 6, 8 and 10

KOHLBERG GONZALES CO., Inc.
144 WATER ST., NEW YORK
Porto Rican Tobacco—*Stripped*
PLANTATIONS—GURABO, COMERIO & AIBONITO

WILLIAM H. WHITNER
Importer and Packer of
LEAF TOBACCO
24-25 and 26 Wall Street BINGHAMTON, N. Y.

Warehouses: Caguas, P. R.
ISIDORE COHEN
PACKER OF
PORTO RICO TOBACCOS
118 MAIDEN LANE NEW YORK, N. Y.

Cable "Jariesco," San Juan Codes A. B. C. 5th Edition
ALONSO RIERA & CO., Inc.
THE TOBACCO PALACE
58-62 Tetuan St., San Juan, P. R.
Importers and Exporters of Leaf Tobacco
The eldest tobacco house in Porto Rico

Cable "Rodevia" Bayamon, P. R. Code A. B. C. 5th Edition
RODRIGUEZ, HEVIA & CO.
Barrio Nuevo, Bayamon, P. R.
GROWERS, PACKERS and STRIPPERS of PORTO RICAN TOBACCO
Specialty—Comerio and Naranjito Tobacco

HERMANN J. ROSE
Packer of Porto Rican Cigar Leaf Tobacco
Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.
Quality, Not Price SANTURCE, PORTO RICO

RAMON MORAN & COMPANY
Growers, Packers & Strippers of
Porto Rican Leaf Tobacco—Exclusively Inland
MANATI, PORTO RICO

L. SCHMID & CO., Inc.
Importers of Sumatra Tobacco
138 WATER STREET NEW YORK

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF **TOBACCO**
145 WATER STREET, NEW YORK

THE MEADS TOBACCO CO.

If It's TOBACCO *We Have It*

RED LION, PA. U. S. A.

W. K. Gresh & Sons
NORRISTOWN, PA.
Manufacturers of
The MEDITATION Cigar

Write Us if you need
PENNSYLVANIA
Correspondence Solicited
Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

E. L. NISSLY & SONS
Growers and Packers of
CHOICE CIGAR LEAF TOBACCO
Packing Houses, LANCASTER & FLORIN
Main Office, FLORIN, Pa.
Critical Buyers always find it a pleasure to look over our samples
Samples cheerfully submitted upon request

I. H. WEAVER CO.
LEAF TOBACCO
237-39-41-43 N. Prince St., LANCASTER, PA.

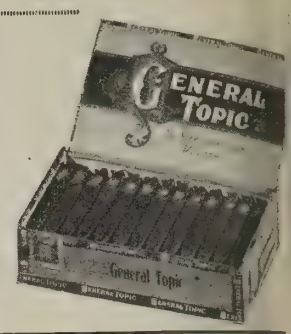
JOHN F. NISSLY & CO.
Packers and Dealers in
Pennsylvania Leaf Tobacco
LANCASTER, PA.

J. U. FEHR & SON
Packers of LEAF TOBACCO
Zimmer, Gebhardt, Dutch & Penna a Speciatty
135-141 Maple St. READING, PA.

ROBERT M. GRANAT & CO.
LANCASTER, PENNA.
GROWERS and PACKERS
Connecticut Shade Grown Wrappers, Connecticut Broad Leaf, Connecticut Havana Seed, Pennsylvania Broad Leaf

It's
TOBACCO
You need every week

GENERAL TOPIC
Selected Long Filler Cigars
Jobbing Territory Open
5c
HERBERT M. SMITH, Red Lion, Pa.



Pennsylvania Tobacco Buying Slows Down Agai

Recent Drive on the Lancaster Market Has Come to a Practica Standstill—Only Scattering Purchases Being Made—Sma Quantity Left in Hands of Independent Packers.

LANCASTER, Pa., May 21.—The drive on the Lancaster market by the representatives of the large manufacturers has practically come to a standstill with only here and there a few belated sputterings of the pyrotechnical avalanche of buying which swept over Lancaster county this spring. The intensive campaign carried on by Bayuk Brothers, the General Cigar Co., and, it is rumored, several other concerns operating through representatives, which continued over the past two or three weeks, has left no more than a mere 10,000 cases of goods still in the hands of the independent packers. This is a bagatelle compared with what is needed in manufacturing circles and will, from present indications of coming prosperity in the cigar business, fall far short of next year's demands for seedleaf filler and binder tobacco.

A Curious Paradox

The apparent shortage in these types of cigar leaf, which seems to feature prominently in the unusual demand and early purchases of Lancaster grown tobacco, presents a curious paradox, or quite possibly, a fallacy—not so curious—born of the lack of any other visible moving force behind the rush on the local market. The paradox is this: While it is freely stated in tobacco circles that an appreciable surplus exists nowhere and while there is every appearance of actual fact to back these statements up, it is no less a fact that government statistics show a greater amount of tobacco on hand than has been stored for many years. Just wherein lies the answer to the inconsistency of these two presumably existing conditions, it is hard to say. Retrospect is an undeniable aid in accurately locating the key to such puzzles as this and the solution may be easier in 1924 or 1925.

Greater Damage Than Anticipated

The damage suffered by many packings of 1922 seedleaf is assuming grave proportions, as thorough examinations show the ravages of "black rot" in the case goods to be more serious than was at first thought. Several packers are refusing to sell their tobacco until after a complete survey to determine just where they stand. The added cost of labor to sort the damaged leaf, together with the loss involved in the tobacco itself are all going to make last year's crop a very expensive one for the packer and further jeopardizes his chances of listing the present packing with his good investments. The higher percentage of damage which is showing up was given by one packer today as the reason for the heavy purchases by the General Cigar Co. who, in the face of their own 29,000 case packing, went into the open market and bought between 10,000 and 15,000 cases additional.

Prices Practically Unchanged

All of the large packings have been bought and at prices which differed very little from those which were offered at the start of the buying activities. Phares W. Baker & Co., J. W. Eshleman & Co. and D. H. Landis & Co., are a trio of country packers who disposed of their holdings during the past week. At Lititz, a tobacco town in the northern end of the county, W. M. Amer. Charles Landis and D. W. Withers have sold their pacl ings, as have practically all of the sma country packers. The Seedleaf Tobac Growers' Co., managed by Charles He have sold their entire packing of 2,2 cases to the General Cigar Company. H. Nolt & Co., North Prince stre Lancaster, sold their packing a week ag Other packers are reported to have so their goods but no further sales cou be positively verified.

United Against the "Luxury" Tax B

The proposed tax on manufactur tobacco goods, which was included in bill recently before the Pennsylva State legislature provoked a veritat hurricane of protest from all corners the state, particularly from those sectio vitally interested in the tobacco indust and effectually swamped the measure b fore the first vote was taken by the low branch of the lawmaking body. Form resolutions of protest had been filed all of the various growers' and tra organizations at the first appearance the bill in the early days of the pres session of the legislature last wint seemingly to no effect. When matt came to a head, however, and the fi draft of the bill was drawn up and p sented at Harrisburg things began happen. Up in arms at the threate blow to the tobacco industry. Grow and tradesmen alike took immediate st to prevent the passage of the m sure. The four State representati from Lancaster county were lined solidly against the bill and together w the forces recruited from other toba centers of Pennsylvania, squelched tax measure before it even had a cha to threaten passage. Lancaster cou would have been especially hard hit any such action as nine-tenths of Penn vania's tobacco crop is grown in this trict.

Many to Attend N. C. T. A. Conv tion

Members of the Lancaster Leaf bacco Board of Trade are looking ward eagerly to the National Cigar L Tobacco Association convention whic to be held in New York, June 4 an Present indications point to about delegates from the local organiza journeying to Gotham in June to at what promises to be the biggest and "get-together" of tobacco men ever st by the N. C. L. T. A.—KEYSTONE.

Tobacco Varieties

DAYTON, O., May 19.—Two varieties of tobacco have been origin by the Ohio Agricultural Experi Station on its southwestern test farr Germantown.

The Montgomery seed leaf is a la late semi-erect type and yields heavily. The second variety has named "Tall Zimmer" because of its semblance to Zimmer Spanish, but taller than the old variety, has r leaves, and under average condit yields about 25 per cent more than parent variety.

These varieties are widely grow the Miami tobacco district and have introduced into other States, S Africa and the Philippines.

York County News

York, Pa., May 21.—The protest of the York County cigar men, who voiced before the Ways and Means Committee of the Pennsylvania Legislature at Harrisburg their objection to the "luxury" tax bill of Representative Alexander, of Delaware County, which as amended taxed only cigarettes, tobacco products and chewing gum, met with gratifying result. The bill was one of three measures designed to produce a revenue during the next two years of $19,000,000. Representative Alexander made a hard fight for the tobacco tax. His pleadings that the bill be put on the postponed calendar were ignored when Representative Robert Spangler of York, a former Speaker of the house, moved that the bill be dropped absolutely. Alexander was so incensed that he offered a resolution in the Ways and Means Committee that it adjourn *sine die*. Chairman Woner, however, ignored his motion. The tobacco interests of York, Lancaster and other counties, as well as the manufacturers and dealers, wholesale and retail, who protested the Alexander bill are jubilant over their victory.

Cigar Man on Bank Depositors' Committee

George L. Stallman, a wholesale cigar and tobacco dealer of York, was selected chairman of the depositors reorganization and protective committee of the City Bank, which was closed on April 24 as the result of a $1,000,000 defalcation of the cashier, Thomas Benton Baird, and the assistant cashier, William H. Boll.

W. C. Frutiger & Co., cigar manufacturers of Red Lion, report their shipments the past week to have been the heaviest of the year.

Back from T. M. A. Convention

J. Frank Strayer, Jacob C. Winter, Morton O. Meads, Thomas E. Brooks, Harry W. McGuigan and Whorley J. Neff, Red Lion; B. M. Hannigan, East Prospect; I. H. Rojahn, Dallastown, and William H. Snyder, of Windsor, who represented the York County Manufacturers' Association at the Tobacco Merchants' Association convention at Washington, D. C., May 16 and 17, have returned to their homes. Mr. McGuigan and Mr. Neff were accompanied on the trip by their wives.

Daniel A. Horn, of the Tampa Cigar Co., Red Lion, returned May 12 from a trip through Michigan and reports the business outlook for the cigar trade very good.

James T. Sentz has accepted a position with the Wolfe Brothers' cigar factory at Seon as foreman.

Grover C. Smith, foreman of the Tampa Cigar Co., Red Lion, has resigned his position.

A party was held May 10 for the benefit of the employees of the William Shy box factory at the home of the proprietor. There were about 250 persons present. The rooms were decorated in orange and gold. Music was furnished by an orchestra.

J. F. Burkholder, cigar manufacturer, Muddy Creek Forks, took all of his employees on Ascension day to Havre de Grace, Md., for an outing.

Cigar Men Discuss Dark and Light Wrappers

There was a long discussion at the meeting at Red Lion of the York County Cigar Manufacturers' Association regarding the recent step of the association to advertise the merits of a dark wrapper tobacco. Harvey A. Waughtel, Lemuel Deller and J. Frank Strayer contended that it was a mistake for the association to do this, as it was an advertisement for other manufacturers outside of the district. It was left to the next meeting to decide whether or not to spend a certain sum for the purpose. The meeting was held in joint session with the Red Lion Board of Trade, as a result of which a committee to take up with manufacturers of the district the question of making a fight for a reduction of the rate on coal hauled over the Maryland and Pennsylvania railroad was appointed. The present rate is based on an arbitrary rate of 98 cents above York. The committee is composed of Robert E. Glenn, Wallace M. Gemmill and Herman A. Elliott. B. M. Hannigan, president of the Cigar Manufacturers Association was in Harrisburg for the purpose of opposing Alexander's "luxury" tax bill, which proposed to place a tax on cigars and tobacco. C. S. La Motte, president of the First National Bank, Red Lion, presided at the joint meeting.

True to Name

The "Cigar Box" is the name which has been selected for the cigar, candy and news stand, which has been opened at 30 North George street, this city, by William H. Knaub. The entrance to the store is little more than an ordinary hallway, and the contracted quarters are well expressed in the name which has been selected. Its location in the heart of the city will no doubt make it a profitable stand.

James W. Kelly, manager of the P. & H. Cigar Co., Red Lion, has returned from a Western trip.

The El Francisco Cigar Co., Wrightsville, closed May 18 for a period of three weeks.

Made Real Flying Trip

Lieutenant Karl S. Ort, of this city, who made flights at the Tobacco Merchants' Association convention, Washington, D. C., advertising the Havana Cadet, made by the Manchester Co., of York, returned to his home by airplane on May 17, and is spending a few days with his parents, Mr. and Mrs. John Ort.

New Light on Smoking

Science and alleged morality again are in conflict. This is but another way of saying that chemistry has ascertained the fact that tobacco is not the wrecker of health it is asserted to be by latter-day reformers. These peculiar people, when they are seized with the impulse to assault a personal habit or indulgence, begin by declaring it to be immoral and opposed to religion. The use of tobacco is being treated after this method.

After exhaustive experiments a French chemist makes the announcement that moderate smoking, far from being unhealthful, should act beneficially on the health. From certain epidemics smokers rarely suffer, among them that of the baleful cerebro-spinal meningitis. The investigator found that from ten grams of ordinary tobacco he could get liquid nicotine that would kill a large dog. A similar amount, burned as it would be in a pipe, produced a liquid, not nicotine, which failed to kill a two-pound guinea pig and had no effect upon a grown dog.

Incineration had transformed the nicotine into other substances which are helpful to prevent the development of microbes that require oxygen to multiply. It will be observed that nothing is said of the deleterious effect of tobacco chewed or snuffed. These practices are never attacked by the reformers, who are centering their attacks upon cigarettes for the greater part, and cigars and pipes thereafter. If they must find immorality and irreligion in the tobacco habit it is suggested that they abandon their present tactics and, redressing their lines, whirl about and go after plug, scrap and snuff. Realities and not vain imaginings should guide them.—*Cincinnati Enquirer.*

Covering Keystone State

Leopold Holzman, of Strouse & Holzman, is covering the Pennsylvania territory this week with satisfactory results.

MANILAS

DIRECT FROM FACTORY TO YOU

ALWAYS FRESH

ABSOLUTE GUARANTEE

C. G. WILSON, Inc.
24 STONE STREET
NEW YORK

FACTORY REPRESENTATIVES

A POPULAR SELLER

PRO PATRIA is a Mild Havana Cigar



PRO PATRIA Is made in 14 Sizes

Exclusive Territory—Samples Submitted
EPICURE CIGAR CO., 707 Fulton St., Brooklyn, N. Y.



A. E. FRALEIGH TOBACCO CO.
GROWERS—PACKERS—DEALERS
Florida Shade Grown Tobacco
MADISON, FLORIDA

J.E HARDEE
HARDEE TOBACCO COMPANY
Growers and Packers
FLORIDA SHADE TOBACCO
MADISON, FLA.

TEL. DRY DOCK 7468
GLASS CIGAR BOX COVERS
Highest Quality. Lowest Prices.
THE SERVICE SHOWCASE CO., 65 Jefferson St., N. Y. C.

Read Tobacco and Keep Up-to-Date

MARSHALL FIELD

NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets ***Philadelphia, Pa.***

Knowledge

Smokers know Girard. Know its unusual quality and its honest price. They know it is America's biggest cigar value.

You, Mr. Dealer, know it too. All you have to do is cash in on Girard's reputation.

Always have a box of Girards on the counter, where those who know may buy. Then watch your sales jump.

Antonio Roig & Langsdorf
Established 52 years PHILADELPHIA



GIRARD
Never gets on your nerves

Philadelphia Plays Host to Convention Visitors

Cigar Manufacturers Return from T. M. A. Meeting in Washington, Accompanied by Distributors—Bring Glowing Accounts of Big National Gathering—Trade Topics.

PHILADELPHIA, May 22.—Echoes of the very successful T. M. A. convention in Washington were heard here at the close of the week when the big factors in the principal enterprises of Philadelphia, who were in attendance at the deliberations, came back with glowing accounts of accomplishment, and brought back with them many of their distributors, who were also in attendance there, for week-end entertainments here. The Congress Cigar Co. played host to many of its distributors, as did Bayuk Bros.; Otto Eisenlohr & Bros.; Bobrow Bros.; the G. H. P. Cigar Co., and the several other big fellows in the ranks. Trade interest, of course, largely was centered during the week outside the city, but there was quite enough to keep the stay-at-homes engaged, actively.

The week added a little to that of its predecessors in increasing the contrast between conditions in the factories of the big producers and the militant advertisers who thereby have worked up a national field of distribution and their smaller brethren whose market is a limited one. Of the latter those who happened to concentrate where selling is good, of course continued production uninterruptedly, but of this class many have restricted fields of outlet where the buying in recent weeks has fallen off decidedly, and, therefore, their business has declined to such an extent that production has been reduced—in one case of a manufacturer of fairly large proportion to almost fifty per cent. Some of the other producers on a limited scale have been compelled to close up-State factories and to concentrate production at central points. However, just as fast as hands thus have been liberated, the qualified ones have been taken up by the big producers in an effort to gain on their oversold production, or where this already had been accomplished, to work up stock against the time of a larger market, and which they believe is only a matter of a little waiting.

Leaf Market Reflection

The leaf market reflects the condition in the manufacturing end, and buying in this is only active where there are especially attractively priced job lots, because the big producers of course have laid up stock sufficient for a long time ahead and are not day to day buyers in the open market. In the round, while there has been a decided decline from the really exaggerated and abnormal activities engaged in during the early months of the year when production ordinarily declines, conditions are not yet by any means of such a character as to evoke complaint. The big concerns with abundant capital are continuously active, and those of smaller finances are proceeding conservatively and in a waiting attitude.

Congress Activities

Although there has been some delay in completing the new home of the Congress Cigar Co., at Third and Spruce streets, the firm is confident of being able to enter the new structure very early in June, and of beginning activities both in a manufacturing and in an administrative way in the largest structure in all Philadelphia devoted solely to the cigar manufacturing business. William S. Paley, of the firm, and Sales Manager Willis A. Andruss represented it at Washington, and were hosts to the Philadelphia visitors who came back with them. All the city sales activities are now centered in the old manufacturing plant at 247 South Third street, with Robert Donnelly as sales manager and Daniel Marks in charge of the office.

From Amsterdam to Washington

Samuel Bayuk, of Bayuk Bros., returned first of last week from the Sumatra inscriptions at Amsterdam, and, accompanied by his brother Meyer, Harvey L. Hirst and L. A. Kramer, journeyed to Washington to attend the convention.

William G. Kimber, credit manager of the firm, has just been appointed chairman of a committee on membership of the Philadelphia Association of Credit Men at the reunion of the association held in the Hotel Adelphia, and which it is proposed to bring up through a team drive to a membership of 1,250.

Convention Visitors

Among those visiting the convention in Washington during the week were Paul Brogan, of the Dusel-Goodloe Co.; Benjamin L. Loeb, of the Morris B. Newman Co.; Jacob L. Langsdorf, Leo Weiss, of Roig & Langsdorf, who represented the various companies with which they are connected.

All Optics Centered on New Enterprise

Production was begun during the week by that novel aggregation of old-timers in cigar production, all of whom have won their spurs by long services, some extending over twoscore of years, who have banded themselves together as the Associated Cigar Manufacturers, and have opened headquarters at 1037 Race street. Of this unique organization which the trade looks on as being possessed of great possibilities, Thomas H. Coll is president. He has been associated with the H. C. Nolan Co. for the last twenty three years and still retains his financial interest in that concern. The vice-president is G. F. M. Smith, of the Smith Cigar Manufacturing Co. of Reading, Pa., whose record of service is close on to forty years. The treasurer is George H. Watson, who previous to this new venture was for twenty-five years associated with Sig. C. Mayer Co., from which he brought to the new organization its leader, the old Rey Oma brand. The Smith contribution was the Deperdo brand, whose record equals or exceeds that of Rey Oma. The purpose of the combination was to produce under the exceptional possibilities existing the very highest grade of cigars featuring the Independo and the Rey Oma and through the combination making economical manufacture possible. In addition to the Philadelphia headquarters, it is on the program of the company to take over the Smith factory at Reading, and, in addition, to open a series of factories throughout the State with Hanover, Pa., and other points in Lancaster and other cigar manufacturing counties. The firm reports a large volume of advance orders and is busily engaged in bringing production up to the point of requirements.

Proprietor Max Lipshitz, of the Progressive Cigar Corporation, 12th and Race streets, whose leader is the Mad Butterfly, returned during the week from an extensive Western trip. Production is running at full capacity, the firm enjoying a particularly active market for the ten-cent size of Oriental and Blunt. Abe Blanc is completing a ten weeks' missionary campaign with the Potts Tobacco Co., and has developed a large outlet in that territory.

Production in the plant of the P. Fulweiler Co., at 927 Sansom street, on its leader Ivanhoe, is reported as being full, demand for this new brand having far exceeded anticipations. Large sales are reported from this city and particularly from the newly appointed Atlantic City distributor, W. S. Chew, 1311 Atlantic avenue.

Morris D. Neumann, of the Morris D. Neumann Co., spent the week in Reading featuring his leader, El Tello.

To Continue Atlantic City Demonstration

Growth of the sales of the Wanamaker Bond Blackstone brand in the Philadelphia territory has made rapid strides under the distribution activities of D. Goodloe & Co. The boardwalk demonstration in Atlantic City which has been conducted for the past year will be continued another season. A new booth, the Engagement, a two-for-fifteen-size, made by the Davis, Sherk & M

J. of Baltimore, has been added to the bing line of the Dusel-Goodloe Co. Son Dietz, sales manager for Girard, H leader of Roig & Langsdorf, visited h State territory during the week.

A big newspaper campaign is now oig featured by the Roig & Langsdorf on the Girard new size which is oig introduced as the "Needles." For ers this shape was one of the most ular cigars on the Pacific Coast, and s ntirely new to Philadelphia. It has same mild, mature Havana blend and inished workmanship of the other Gard sizes, and has taken instantly with iriminating smokers at two for a rter.

n celebration of its 22nd anniversary, h United chain stores on May 18 and offered special premiums to buyers.

Harry Huntley, who for many years connected with the sales force of h Piermont Cigar Co., has severed his nections with that firm and is now on h staff of the John Middleton Co., 2nd Walnut streets.

. C. Adair, cigar manufacturer of Lion, Pa., was a visitor to the local le during the week.

he L. P. Kimmig Co. leaf house, ch for many years occupied offices warehouses on Third street, is now nducting business at 1209 West Berks et. L. P. Kimmig and his son Wil- S. Kimmig are proprietors. Only offices and sample rooms are located this address, the warehouses being ated in Lancaster, Pa., where the 's stock of Pennsylvania leaf is ed.

Maryland Tobacco

ALTIMORE, Md., May 19.—"For years acco growers in Maryland have been ducing a finer leaf tobacco than is wn in Kentucky, and getting one-third much for the weed as the Kentucky wer receives for an inferior product." his is the opinion expressed by rge T. Barnes, director of the cam- n to enroll every tobacco grower in State as a member of the Maryland acco Growers' Association.

"There are about 5,500 growers of to- o in this State," he said. "By early e, when the campaign will close, we ect to have 85 per cent of the tobacco ners of Maryland in the organiza- ."

he plan of the association, according Mr. Barnes, is co-operative marketing, h eliminates the middle man and re- s to the producer almost three times much for his tobacco as he now re- es.

"At present," Mr. Barnes explained, acco growing in Maryland is not a ng proposition, due to the low prices red the producer. Most of the to- o raised in Southern Maryland is ped to Baltimore markets. Increased duction, which is bound to follow er prices, will make Baltimore an rtant tobacco market."

nder the plans of the Maryland To- o Growers' Association, the tobacco be graded into standard lots, which improve the quality. Marketing the cco then will be simpler than it is , it is claimed.

Copley Cigar Co., Inc.

OSTON, Mass., May 19.—The Copley ar Co. has been incorporated; capital, 000; incorporators, Joseph Nagel- k of Kendal Green, and Max Rubin, ph L. Frank and Louis Abrahans of bury.

Tidying Market Conditions

M. Dawson, of the Brandfass To- o Co., Wheeling, West Virginia, has studying conditions in the New c and Connecticut markets during the week.

Baltimore Market

BALTIMORE, Md., May 18.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND—We have to report for the last week, receipts of 115 hogsheads, with sales of 86 hogsheads. The market is quiet.

OHIO—Receipts of 3 hogsheads. Sales of 212 hogsheads reported.

Association Data

The Leaf Tobacco Association of Baltimore City, issues these statistics for the week ending May 17:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date	Same 1922
Maryland ..	133	2,586	2,719	2,111	1,880
Ohio	4	267	271	225	82
Total	137	2,853	2,990	2,336	1,962

Reinspections this week: Maryland, 18; Ohio, 1; to date, Maryland, 608; Ohio, 46.

Deliveries

	Maryland				
	Coastwise and Domestic	Foreign	Total	Ohio	Total
This week...	242	322	564	32	596
Previously ..	1,643	6,659	8,302	875	9,177
	1,885	6,981	8,866	907	9,773

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1.....	9,590	3,025	12,615
Receipts since.....	2,111	225	2,336
	11,701	3,250	14.951
Delivered since.....	8,866	907	9,773
Stocks today.....	2,835	2,343	5,178

Sales

	Maryland	Ohio	Total
This week.....	86	212	298
Previously	2,179	550	2.729
	2.265	762	3.027

Groundleaves to date, 334 hogsheads.

Ohio Growers to Co-operate

DAYTON, Ohio, May 19.—Contracts, constitution and by-laws were adopted yesterday by representatives of the Miami Valley Tobacco Growers' Co-operative Association, in session in the Y. M. C. A. auditorium.

These steps are preliminary to incorporation as an active concern, under the new state law, passed by the last legislature and which will become effective July 17.

It is planned to have the organization sufficiently established to apply for incorporation articles immediately after the law is effective. The local association will be the first in the state to take advantage of this law and incorporate.

The purpose of the organization is to establish the price of tobacco and to market it so the cost of production will be obtained plus a profit.

Representatives of six counties in the vicinity of Dayton met yesterday and accepted the contract for five years, the constitution and by-laws as drawn by Murray D. Lincoln, secretary of the state farm bureau federation, and H. S. Ballard, attorney for the bureau, both of Columbus.

The agreement will not be binding until 75 per cent of tobacco growers in the six counties accept it. No difficulty is expected to be experienced in obtaining sufficient growers to complete the organization.

A Big Savin'

Tobacco Growing in Howell County would be a success if we raised only our own Chewin' and Spittin' no counting what we could sell.—*West Plains (Mo.) Journal.*



Bouquet
10c straight

mild! and Distinctive

El Producto is mild, yet with a character all its own — a character that grows on you. Once an El Producto smoker, you are likely to remain one. And this is only one reason why El Producto is the fastest selling high grade cigar in America.

G. H. P. CIGAR CO., Inc.
Philadelphia

New York Branch, 131-135 Prince St.
Indianapolis Branch, 235 E. Ohio Ave.

Puritano Fino
13c or 2 for 25c

for real enjoyment

EL PRODUCTO

Protect that Delicate Aroma

Safeguard your cigars, cigarettes and tobacco by packing them with Diamond F Protective Papers. Good both as an inside or an outside wrapping.

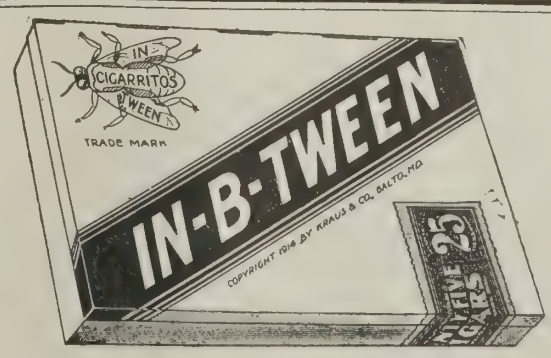
Diamond-F
PROTECTIVE PAPERS

GLASSINE—is noted for its fine transparency and grease proof qualities. This paper is free from wax and is particularly adapted for the tobacco trade. It can be had in either plain or beautiful embossed sheets of various designs. Write today for samples and a quotation on an attractive protective paper that will safeguard your goods and save you spoilage losses.

Diamond-F

Diamond State Fibre Company
Bridgeport (Near Philadelphia) Pa.
In Canada: Diamond State Fibre Co. of Canada, Limited
245 Carlaw Ave., Toronto, Ont.

Five in Foil 25c.



Ten in Tin 50c.

Tins of 25 and 50 as well. Four inches of a 25c. cigar

ALSO MANUFACTURERS OF
FLOR DE MOSS LA TERESA SAY-SO

KRAUS & CO., Inc.
BALTIMORE, MD.

AMERICA'S FINEST LABELS
GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request.
H. J. FLEISCHHAUER
68 No. Fourth St., Phila., Pa.
Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N. Y.

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

Officers and Executive Committee.

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, Secretary.

Trade-Marks

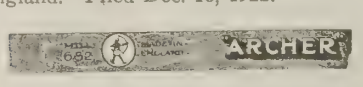
(Continued from page 29)

law applicant disclaims any right to the exclusive use of the words "Mill" or "Made in England" apart from the mark as shown.

The particular description of goods.—Paper Treated, Cut to Size, and Ready for Use in Making Cigarettes. *Claims use* since on or about June 6, 1922.

* * *

Ser. No. 173,414. Robert Fletcher & Son, Limited, Stoneclough, Manchester, England. Filed Dec. 16, 1922.



173,414

Without waving any rights at common law applicant disclaims any right to the exclusive use of the words "Mill" and "Made in England" apart from the mark as shown.

The particular description of goods.—Paper Treated, Cut to Size, and Ready for Use in Making Cigarettes. *Claims use* since on or about May 10, 1922.

* * *

Ser. No. 173,415. Robert Fletcher & Son, Limited, Stoneclough, Manchester, England. Filed Dec. 16, 1922.



173,415

Without waiving any rights at common law applicant disclaims any right to the exclusive use of the following wording apart from the mark as shown: "Mill Number, Paper Label, Cigarette Paper."

The particular description of goods.—Paper Treated, Cut to Size, and Ready for Use in Making Cigarettes. *Claims use* since on or about Mar. 25, 1916.

* * *

Ser. No. 174,639. J. H. C. Schoettker Sons, Springfield, Ill. Filed Jan. 15, 1923. Under ten-year proviso.



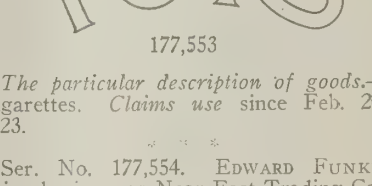
174,639

The drawing is lined for the color red; but no claim is made to exclusive rights for a label colored red.

The particular description of goods.—Cigars. *Claims use* since Feb. 25, 1886.

* * *

Ser. No. 177,553. Edward Funke, doing business as Near East Trading Co., New York, N. Y. Filed Mar. 16, 1923.

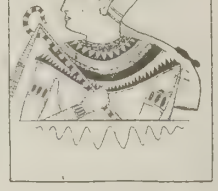


177,553

The particular description of goods.—Cigarettes. *Claims use* since Feb. 20, 1923.

* * *

Ser. No. 177,554. Edward Funke, doing business as Near East Trading Co., New York, N. Y. Filed Mar. 16, 1923.



177,554

The particular description of goods.—Cigarettes. *Claims use* since Feb. 20, 1923.

* * *

Ser. No. 178,360. Salvador Rodriguez, New York, N. Y. Filed Mar. 30, 1923.



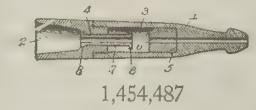
178,360

The particular description of goods.—Cigars. *Claims use* since about 1890.

Patents Recently Granted

By U. S. Patent Office

No. 1,454,487. Cigarette Holder. August R. Rieger, Chicago, Ill. Filed May 25, 1922. Serial No. 563,470. Four claims.

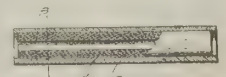


1,454,487

A holder for cigarettes and the like, comprising a main shell formed with a longitudinal bore the forward end of which is enlarged to receive a cigarette end, said bore being enlarged intermediate its length to provide a piston chamber, a piston head having movement in said piston chamber, and means intermediate of said piston head and the forward end of the longitudinal bore for receiving the impact of said piston and transferring the same to the end of a cigarette in said forward end of the holder.

* * *

No. 1,454,236. Moistener for Cigars. George H. Gunnell, Morristown, N. J. Filed Aug. 29, 1921. Serial No. 496,401. Two claims.



1,454,236

A cigar moistener comprising an open ended moisture container through which air is intended to circulate, and a shield in which said container is arranged to prevent direct contact of the cigars with the container.

Leaf Tobacco Exports

(Continued from page 28)

Argentina and Uruguay and some parts of Brazil.

Cigarettes made in America in the first three months of this year total 15,000,000,000, compared with 10,000,000,000 in same period year ago. This 5 per cent increase in cigarette production is partly responsible for the fact that the greater part of the 1922 crop of Burley and Bright flue-cured tobacco has passed from the hands of growers at prices approximately 5 cents a pound greater than those that prevailed in the sale of the 1921 crop, despite increased production of both of these types of tobacco.

Better demand for American-made cigarettes abroad during the last three years is attributed to improved economic condition of Continental Europe and appreciation of the pound sterling. Destruction of vast stocks of tobacco during the Græco-Turkish war is reflected in our markets for these tobaccos as our imports of Turkish tobacco are much smaller than in former years, and will be replaced to a great extent by domestic tobacco. A 10 per cent increase in domestic tobacco production is predicted by crop experts.

Exports of cigarettes last year totaled 11,470,179,000, compared with 8,543,676,000 in 1921.—*Wall Street Journal.*

Chicago Cigar Dealers

(Continued from page 7)

was a visitor. He states he is no longer distributing the Perfecto Garcia brand, which has been placed with the Lewis-Leidersdorf Co.

A. Schulte, Inc., is opening a retail cigar store at the northeast corner of Clark and Lake streets.

Along with the merry crowd that left to watch the ponies run in the Louisville Derby was Al Spellman, of the San Telmo Cigar Manufacturing Co., Detroit. Al never passes up this classy event.

Leo Weiss was a recent visitor and spent quite some time with Iwan Ries & Co., the Chicago distributers of Girard cigars.

Succeed to Gowan Business

Keffer & Co. are the successors to the Gowan Grocery Co., 30 West Washington street. Edward Johnson, Hiram Bugg and Clayton Keffer are the members of the new firm. They operate a large restaurant and candy shop, cigar department and soda fountain. Clayton Keffer is widely known as a high grade cigar man. They feature brands from Garcia & Vega, Cuesta, Rey & Co., Perfecto Garcia, the Preferred Havana Tobacco Co. and Eduardo Gonzalez & Co., of Tampa.—H. L. H.

President Wm. F. Bradshaw Reviews Co-Operative

(Continued from page 33)

was necessary to obtain adequate headquarters in Hopkinsville and a large three-story building was bought for the sum of $55,000 that had cost approximately $20,000 more than the price paid for it and was ideally adapted to the necessities of the organization. After the first receiving station was opened, others were opened in rapid succession and within sixty days 108 receiving stations were in operation.

Necessary to Employ Experienced Men

"In procuring warehousemen, graders, assistant sales managers and others making up the personnel of the organization, it was necessary to employ men who had had previous experience and who were versed in the tobacco trade, and it was necessary to secure these men from other organizations with whom they were then connected. All of this was done and with only minor interruptions the functioning of the 108 houses started from the day they were opened and proceeded with an efficiency that surpassed the expectations of those responsible for th organization.

"Owing to the drought of the pa Summer it developed as tobacco was r ceived that the leaf was shorter in leng and lighter in body than the average f many years; that the crop as a whc was inferior in quality and that the a erage would run below 750 pounds the acre. It appears that the total cr would not exceed 165,000,000 pounds if reaches that figure. Up to May 9, 19 the association has received upwards 145,000,000 pounds, of which appro mately 110,000,000 pounds has been so

Closing of Receiving Stations

"Of the four sub-divisions the C Sucker District is the only one whi has closed all of its receiving stati and has sold approximately its ent crop, there being on hand only 317,(pounds of one sucker tobacco hanging air drying houses in one of the Tenness districts. The average price received t the 1921 crop of the upper Cumberla one sucker district was 6¼ cents a the average for the 1922 crop recei has been 14.16. In this district they ceived 2 cents more per pound this y than they received last year for a cr of better quality and half the size of one we have just sold. The 1921 cr was marketed last year for 11½ cer This crop brought 13½ cents. The m agement of the One Sucker District is be congratulated upon the efficiency w which the affairs of that district w handled throughout the season; in gr ing, in expeditious sale and delivery the crop and in the satisfaction w which it has served the members.

"Under the plan of financing it is practical to consider a second paym of as much as 40 per cent, the amo of the first advance, until at least 75 cent of the crop has been sold and livered to buyers. The percentage s and delivered to buyers in the other tricts has not quite reached this figu but deliveries seem to indicate that t minimum will be reached in the n future and that second payments can made during the course of the Summ It is the policy of the association make second payments as speedily possible and to wind up the year's w at the earliest date.

Field Service Division

"There is much more to the operative Association's work than mere receiving, handling and sale of bacco, one of the most useful phases its work will emanate from the F Service Division. This division is engaged in setting up locals through the district which will afford the m bers a medium of contact with each ot and with the executive organization will be the means through which educational work can be done, which embrace the selection of seed, the sta ardization of types of tobacco in various districts of the organization; campaign for the improvement of qua at the expense, if necessary, of quar and in general the raising of the stanc of tobacco culture. This work will continued throughout the Summer Fall, and as receiving stations and w houses are closed, employees will be tailed from work in other division temporary service in the Field Ser Division, so that the intensive and haps most efficient services to be dered by this division will be done a the pressure of the tobacco season removed and in time to reflect its res in the next crop."

CLASSIFIED ADVERTISING

A WONDERFUL OPPORTUNITY FO MANUFACTURER—A cigar plant compl equipped, four Universal Stripping Machines Borgfeldt Bunch Machines, and a general plete equipment to be sold at a sacrifice gether with labels, and manufacturing 350,000 cigars per month. Labor costs in Angeles less than any other city in the U States. Write for particulars to M. W. S 517 So. Rampart St., Los Angeles.

HUMIDOR FOR SALE—14' x 7'. SECTIO CAPACITY 175,000 CIGARS. PRACTICA NEW. HARDWOOD. DOUBLE WALL WINDOWS. 18 BINS. ALSO NEW ELEC HUMIDIFIER. CAN BE BOUGHT REA ABLE. JOS. GARTNER & SON, 346 HA ST., NEWARK, N. J.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXVI. No. 5 NEW YORK, MAY 31, 1923 Per Annum, $3.00 This Issue, Per Copy, 25 Cents

PENNSYLVANIA NUMBER

York County Holds the Premiership in the Production of Cigars

More Than One-Eighth of All Cigars Made in United States Fabricated in That County—"Plug, Pigtail, &c., &c., &c.," Advertised in 1796—Cigars and Tobacco Manufactured at Hanover in 1800—Government Cognizant of Industry in 1842.

By JAMES W. SHETTEL

YORK COUNTY holds the premiership in the production of cigars. More than one-eighth of all the cigars manufactured in the United States come from the factories of York county, Pennsylvania, whose owners pay in internal revenue taxes into the United States Treasury over $2,500,000 a year.

York county lies in the southeastern part of the Keystone state and is an irregular quadrangle in shape, with Mason and Dixon's line on the south for its base. It is separated from Lancaster and Dauphin counties on the east by the Susquehanna river, while its neighbors on the north are Cumberland and Dauphin counties, and on the west, Adams county. The county covers 921 square miles, most of it fertile farm land. Here cigar factories—almost 400 in number—give employment to nearly 8,000 men and women, representing an invested capital of $4,976,790, and produce annually a half billion cigars, valued at nearly $18,000,000.

Recognized for Great Diversity of Manufacture

Of the great diversity of manufacture for which the county is recognized, the manufacture of cigars ranks second in importance, being led only by metal and metal products.

Just how and when this industry originated in the county, it cannot be stated authoritatively. An advertisement, copied from the *Pennsylvania Herald and General Advertiser* of January 26, 1796, published at York, Pa., the county seat, shows the field already occupied by manufacturers of "plug, pigtail, etc., etc., etc.," and it would require no stretch of imagination to believe that the "etc., etc., etc.," included the making of the crude cigars which the earliest inhabitants were accustomed to smoke. The following is a copy of the advertisement alluded to:

Tobacco

"WHOLESALE and retail, manufactured and sold by the subscribers living opposite to the German Presbyterian Church, Main street, in the borough of York, such as Plug, Pigtail, etc., etc., etc. Those who will favor them with their custom may depend on their exertions to merit their favors.

"FORSYTH & EICHELBERGER."

Pioneers in the Business

The making of cigars and the manufacture of tobacco, which is a matter of historical record, started in Hanover as early as 1800. John Danner and John Emig were the pioneers in this business. George Young carried on a prosperous business there in making cigars and selling tobacco before 1830. During the year 1831 the manufacture of cigars in Newberrytown was introduced by Jacob B. Wolf. He came from Shrinestown and brought with him a number of workmen who had learned the trade. Later Christian Shelley, who married a daughter of Wolf, embarked in the business on an extensive scale.

The manufacture of cigars known as "tobies" and "commons" was begun in the town and neighborhood of Dallastown before the Civil War. They were a crude sort of cigar rolled and twisted by hand.

Old Timers

William Roth, of Hellam township, made cigars in 1841. He presented five of them to the late John E. Weitzel, Wrightsville, in 1879, in whose family they have been preserved and are now in possession of J. L. Weitzel, senior member of the firm of J. L. Weitzel & Co., Wrightsville. The cigars are in a good state of preservation, having been kept these many years in a glass case. In appearance, they are rough and bear a close resemblance to the present-day stogies.

It was not until 1840 that the government paid any attention to the cultivation of tobacco which was at first carried on in a small way by the farmers. The market for the product was small. There was no special license required to deal in the article. The levy of an internal revenue tax was unknown. The grower made up the tobacco into cigars for his own use and the surplus, if any, was sold to the local cigar dealers. The cigars were of two kinds, common and half Spanish. The former sold four for a cent and the latter, smoked by the better class of the community, retailed at two for a cent. The former sold at wholesale for 16 to 20 cents a hundred and the latter at twice as much.

"Shoe String Tobacco"

The tobacco raised at this early period of the county's history was of an inferior quality, familiarly known to the common populace as the "shoe string tobacco," a hybrid of the Kentucky seed. It was a heavy, black, gummy product and narrow in leaf, hence the origin of the nick-name given to it. The climate here did not seem to be suited to the growth of the pure Kentucky tobacco. The inferior tobacco, after being cured and sold at low figures ranging from one to three dollars a hundred pounds, was manufactured by unskilled workmen into cigars commonly called "tobies." They were sold at an average price of $1.25 a thousand. These were the "common" variety which sold at retail at four for one cent.

Old timers say that persons who indulged in the weed were usually accommodated with one of the "fragrant tobies" free of charge at many of the taverns, after partaking of a meal and paying for the same. It is amusing to hear old citizens tell how rudely constructed those cigars were. They contained a vast amount of nicotine, the stimulating element in tobacco, and were doubtless very injurious to the smoker.

First History of the Industry

The 1840 census gives the first real information regarding the cigar and tobacco industry in York county. According to Rupp's "History of York County," the value of tobacco manufactured that year was $22,400. The number of people then employed in the industry was 57. At that time York county was the greatest tobacco producing county in the state, the crop, according to the United States census, being



1—Digging and manuring tobacco seed beds. 2—Applying fertilizers to experimental plots. This work is usually watched by the farmers, who pr by the experience. 3—Chopping corn for the silo. 4—Hauling tobacco laths to the curing barn. 5—Topping Havana seed tobacco. 6—Filling the s with corn. The resulting feed is used to fatten the steers. 7—Cutting seedleaf tobacco. 8—Disc harrowing demonstration on experiment field. 9—Spe ing Havana seed tobacco. 10—Plants ready for transplanting. 11—View of Clinton county, where Havana seed tobacco, used for binder purposes, is gro on the sandy river bottoms. 12—Occasionally tobacco is placed on racks in the field, and left there for several days, so that it will wilt down, wh it may be spaced closer in the curing barn, thus saving space.

62,748 pounds in 1839. In 1849 there were 18,555 pounds of tobacco raised in the county. Lancaster county following with 378,050 pounds. Ten years later York county surrendered the supremacy in the raising of tobacco when Lancaster produced a crop of 2,001,547 pounds and York only 695,405.

York County's Cigar Output

The immense output of the York county factories goes all over the United States and to foreign countries as well. With very few exceptions the cigarmakers are native Pennsylvanians, descendants of the early German settlers. Men and women, boys and girls, do the stripping and rolling of the cigars. Practically all of the work is done by the piece.

Much of the tobacco is stripped in the homes by men and women who do not want to go to the factories to work. These women do the tobacco stripping at odd moments; never, however, neglecting their immaculate Dutch housekeeping. In the small town most of the cigar factories are found directly behind the home of the proprietor of the factory. Some of these factories so located employ but a single cigar maker, while other factories have as many as 200 men and women employed steadily throughout the year.

Everybody Works, Even Father

In the county so thriving has been the industry that each monthly report of the collector of internal revenue for the district, who has his office at York, contains the names of new factories which have been opened since the report of the previous month was made. In these towns in which cigarmaking is the principal industry, it is no unusual thing to find a whole family, constituting a father and mother, sons and daughters, toiling together for the financial advancement of the family.

Virtually all of the factories are built in the interest of the health of their operatives, a strong point being made of proper ventilation. The girls employed in them are a fine type of robust womanhood. Well fed, well housed and properly clothed as they are, these young women of the county, who make more cigars than any other women in the world, illustrate the benefits accruing from industrial content.

A Glowing Description

A description as given by a newspaper man of Red Lion 10 years ago applies as well today to the cigar industry in that thriving cigar center and in others of the county.

"Why, everybody in this town knows how to make cigars," said he. "You could comb this town with a fine-tooth comb and you wouldn't find in it an idle man or woman, boy or girl, able legally or physically to work. Comb the town again and you wouldn't be able to find a destitute family. Again go over it with a searchlight and you couldn't for the life of you find a working girl who can't afford to have fine clothes.

"Red Lion has the reputation of having the best dressed young women of any town in Pennsylvania and all the young women, save a very few, make the money for their fine clothes in the cigar factories. These young women not only make enough to clothe themselves in first class taste, but they have enough left over to accumulate substantial bank accounts. Moreover they make a point of having innocently good times in life. They run over to York to the theaters, often take long trips to the big cities and have their jolly clubs here at home. They are independent young working girls who are members of independent families and their life is to be envied by many girls struggling for living in larger places. Yes, the man who doesn't know cigarmaking in this town is rather proud of it.

"Cigar manufacturing has built up this place. Before 1878 there was a general store and two or three houses near it. We are now building new homes and more are to be started. The more cigar factories open up here the more houses we need. The cigar industry is permanent here and we build houses as fast as the factories start in order to properly house the operatives, many of whom come from the country districts to take up the congenial work. Stand at the highest point in the town and throw a stone in any direction and you'll hit a cigar factory. This town, without a doubt, is the greatest cigar town in the world. There is none other like it."

Apprentices Then and Now

Years ago in York county cigarmakers had a different method of "breaking in" apprentices than that which is in use today. Mrs. Nathaniel Neiman, of Red Lion, recalls how 50 years ago her husband taught apprentices to make cigars. In those days the apprentices paid the cigarmaker for the teaching instead of being paid for their work as learners as they are today. Then novices paid for their schooling in the industry and many were anxious to learn and they paid money for their instruction. There are many men now living who recall how in their boyhood days they saved their money to pay for a "course" in rolling "smokers." Five dollars was the average cost paid by the novice for the services of an instructor, who was usually the proprietor of the factory in which the novice was learning his trade.

Women Own and Operate Factories

In York county today are perhaps a score of cigar factories which are owned, operated and managed by women. Some of them are unusually prosperous and reflect favorably upon the ability of their fair proprietors as executives. Some of them were started by women who were not satisfied to work for others and who were ambitious to establish a business of their own. A number of them have already shown their capabilities as factory owners and operators. Other women at the head of local factories have inherited the factories from their parents or perhaps from their husbands and rather than sell out the institutions established by their relatives decided to operate them themselves.

Receipts from Cigar Stamps Sales

In 1922 receipts from cigar stamp sales in the York office of the Department of Internal Revenue totaled $2,506,448.13. Owing, it is said, to the depression in the industry during the early months of the year, these figures are not up to those of 1921, when the year's receipts totaled $2,553,688.02. About July cigar production seemed to once more assume its normal pace and with the closing quarter of the year had been so accelerated that October, November and December surpassed the corresponding months of 1921.

Cigar stamp sales during 1922 are shown by months as follows: January, $157,746.64; February, $170,423.09; March, $192,663.79; April, $157,635.35; May, $179,972.23; June, $218,905.86; July, $223,584.29; August, $229,593.16; September, $256,159.36; October, $265,716.86; November, 271,961.71; December, $182,354.89; total, $2,506,448.13.

According to statistics compiled by the state a total of 356 factories in York county in 1921 employed 7,881 men and women. The invested capital in that year, according to the statistics, was $4,976,790. Cigars produced numbered 475,501,312 and their total value was fixed by state statisticians at $17,474,370. In 1922, according to statistics from the same source, the value of the manufactured product was $18,698,700, an increase of more than a million dollars over the valuation of the previous 12 months.

Cigar Factory Statistics

The towns of the county in which there are cigar factories and the extent to which the cigar making industry is carried on in them, is shown by the list below, which was furnished to the writer by the Bureau of Statistics and Information, Industrial Division, of the Department of Internal Affairs of Pennsylvania, of which M. Hoke Gottschall is the efficient director:

BITTERSVILLE—Eleven factories; 64 employes; capital invested, $28,300; quantity produced, 4,641,885; value of product, $75,744.

CODORUS—Two factories; 43 employes; capital invested, $6,019; quantity produced, 2,291,450; value of product, $61,956.

CRALEY—Six factories; 103 employes; capital invested, $56,823; quantity produced, 8,055,500; value of product, $281,260.

CROSS ROADS—One factory; 15 employes; capital invested, $3,327; quantity produced, 1,001,200; value of product, $18,323.

DALLASTOWN—Twenty-eight factories; 723 employes; capital invested, $403,305; quantity produced, 41,168,060; value of product, $1,488,732.

DELTA—One factory; 20 employes; capital invested, $16,000; quantity produced, 500,000; value of product, $7,500.

DILLSBURG—One factory; 21 employes; capital invested, $10,000; quantity produced, 989,600; value of product, $29,640.

DOVER—Three factories; 33 employes; capital invested, $22,946; quantity produced, 1,241,350; value of product, $44,634.

EAST PROSPECT—Four factories; 190 employes; capital invested, $150,634; quantity produced, 16,200,200; value of product, $436,592.

FAWN GROVE—One factory; 22 employes; capital invested, $5,000; quantity produced, 1,582,500; value of product, $11,371.

FELTON—Thirteen factories; 168 employes; capital invested, $52,900; quantity produced, 9,582,850; value of product, $568,231.

FRANKLINTOWN—One factory; 12 employes; capital invested, $1,000; quantity produced, 350,000; value of product, $14,000.

GOLDSBORO—Two factories; 72 employes; capital invested, $138,688; quantity produced, 3,815,522; value of product, $200,236.

HANOVER—Twenty-one factories; 546 employes; capital invested, $322,286; quantity produced, 26,674,677; value of product, $1,573,677.

HIGH ROCK—One factory; seven employes; capital invested, $150; quantity produced, 243,300; value of product, $7,299.

HELLAM—Fifteen factories; 187 employes; capital invested, $81,924; quantity produced, 10,062,100; value of product, $304,645.

JACOBUS—Three factories; 44 employes; capital invested, $21,500; quantity produced, 2,271,150; value of product, $54,737.

LAUREL—One factory; 1 employe; capital invested, $100; quantity produced, 50,000; value of product, $2,500.

LEWISBERRY—One factory; 4 employes; capital invested, $1,500; quantity produced, 129,100; value of product, $3,357.

LOGANVILLE—One factory; 52 employes; capital invested, $15,474; quantity produced, 2,956,200; value of product, $50,319.

MANCHESTER—Three factories; 54 employes; capital invested, $27,281; quantity produced, 2,602,750; value of product, $89,416.

MT. WOLF—One factory; 21 employes; capital invested, $7,800; quantity produced, 1,561,750; value of product, $42,005.

MARTINVILLE—One factory; 5 employes; capital invested, $3,500; quantity produced, 400,000; value of product, $8,000.

NEWBERRYTOWN—Two factories; 49 employes; capital invested, $39,359; quantity produced, 1,332,900; value of product, $70,437.

PLEASUREVILLE—One factory; 13 employes; capital invested, $10,000; quantity produced, 753,600; value of product, $30,978.

RED LION—Ninety-nine factories; 1,402 employes; capital invested, $1,237,199; quantity produced, 100,564,755; value of product, $2,689,595.

SEVEN VALLEYS—One factory; 108 employes; capital invested, $30,820; quantity produced, 4,939,000; value of product, $275,249.

SPRING GROVE—Three factories; 95 em-



1—Hoeing tobacco plants. 2—Tobacco seed beds covered with muslin or glass. 3—Tobacco transplanting machine. 4—Rustica tobacco, containing 10% nicotine. This type has been bred at the experiment station for nicotine extraction. Nicotine is used increasingly as an insecticide. 5-6-7-8-Seedleaf tobacco fields in Lancaster county. 10—Preparing tobacco field for transplanting by means of a Ford tractor. 11—Experimental tobacco barn Ephrata station.

oyes; capital invested, $27,518; quantity pro-ced, 4,080,948; value of product, $203,177.

SPRINGVALE—Three factories; 38 employes; pital invested, $104,100; quantity produced, 34,430; value of product, $235,014.

SPRY—One factory; 19 employes; capital in-sted, $6,553; quantity produced, 540,000; lue of product, $25,246.

STEWARTSTOWN—One factory; 37 employes; pital invested, $76,112; quantity produced, 345,600; value of product, $94,320.

STONY BROOK—One factory; 1 employe; cap-al invested, $100; quantity produced, 50,000; lue of product, $2,500.

STRINESTOWN—Two factories; 89 employes; pital invested, $18,076; quantity produced, 4,-20,000; value of product, $163,793.

WINDSOR—Sixteen factories; 459 employes; pital invested, $204,800; quantity produced, 3,230,400; value of product, $1,002,895.

WINTERSTOWN—One factory; 11 employes; pital invested, $2,000; quantity produced, 1,-09,800; value of product, $17,200.

WRIGHTSVILLE—Seventeen factories; 345 em-oyes; capital invested, $205,547; quantity pro-ced, 15,916,745; value of product, $479,220.

YOCUMTOWN—One factory; 1 employe; capi-l invested, $100; quantity produced, 6,900; lue of product, $1,380.

YOE—Twenty-one factories; 281 employes; pital invested, $169,773; quantity produced, 19,962,125; value of product, $442,381.

YORK—Fifty-four factories; 2,304 employes; capital invested, $1,373,988; quantity produced, 130,528,450; value of product, $5,934,973.

YORKANA—Six factories; 162 employes; capital invested, $68,388; quantity produced, 10,-130,675; value of product, $381,190.

YORK NEW SALEM—Two factories; 20 employes; capital invested, $12,400; quantity produced, 430,140; value of product, $29,660.

YORK HAVEN—One factory; 33 employes; capital invested, $10,500; quantity produced, 828,000; value of product, $21,875.

ZION'S VIEW—One factory; 7 employes; capital invested, $3,000; quantity produced, 135,-700; value of product, $1,113.

Cigar Box Factories

The big cigar production of the county proves a feeder for another industry which furnishes employment for residents of the county. Where there are cigars there must be something to put them in. The increasing use of tin cans for use as containers has of course in a measure hurt the cigar box industry, but these factories are still an important business asset in many of the important cigar manufacturing centers of the county.

According to the Bureau of Statistics and Information, Industrial Division, of the Department of Internal Affairs of Pennsylvania, there are 13 box factories in York county, which turned out in 1921 a total of 9,183,821 boxes valued at $1,228,228. These factories have an invested capital of $651,327 and give employment to 493 persons.

The cigar box factories and the towns in which they are located follow:

DALLASTOWN—Two factories; 114 employes; capital invested, $90,007; quantity produced, 2,-006,328; value of product, $282,981.

FELTON—One factory; employes and capital invested not given; quantity produced, 132,053 boxes; value of product, $13,205.

HANOVER—Two factories; 114 employes; capital invested, $262,000; quantity produced, 2,804,767 boxes; value of product, $370,084.

HELLAM—One factory; 9 employes; capital invested, $1,800; quantity produced, 147,229; value of product, $14,000.

JACOBUS—One factory; 3 employes; capital invested, $1,000; quantity produced, 10,000 boxes; value of product, $1,200.

RED LION—Two factories; 61 employes; capital invested, $78,200; quantity produced, 1,-332,915 boxes; value of product, $135,974.

WINDSOR—One factory; 33 employes; capital invested, $20,000; quantity produced, 568,716; value of product, $88,022.

YORK—Three factories; 159 employes; capital invested, $198,320; quantity produced, 2,181,-813 boxes; value of product, $322,762.

The Great Economic Value of Tobacco Production in Pennsylvania

"Weed" Introduced Into Territory Now the Keystone State in 1689—Has Brought and Continues to Bring Employment and Wealth—In Pioneer Days Tobacco Was Grown in Nearly Every part of the State—Interesting Facts About the Industry.

By DAVID D. LONG

Soil Specialist, Soil Improvement Committee, Southern Fertilizer Association, Atlanta, Ga.

AFTER TREATING in a brotherly manner with the Indians and ceding all territorial rights to the people of his colony, "Billy" Penn, as he is so lovingly known, in 1683, blazed the chestnut, walnut and ash trees t mark the streets of what is now the city Philadelphia. Thus Penn laid the foun-tion of a city and state which was to be dowed with brother love, prosperity, ace and contentment for its inhabitants.

It was just six years later, in 1689, that bacco was introduced in that territory hich as a crop assisted the founder of the eystone State in the attainment of his en-rprise far more than he then realized or any of the citizens of the state at the pres-t time appreciate. Tobacco brought and ntinues to bring to its people employment d wealth; it has aided and continues to sist in the ease of mind, which, to taut rves, is so vital a necessity for that state being necessary for peace and the mani-station of brotherly love.

As in all the youthful colonies bordering e Atlantic in those early days, tobacco as crop was of economic importance. As the otch and Irish settlers proceeded westward rough the fertile valleys of the southeast-n part of the state and settled in the more mote portions of the Alleghanies, tobacco s carried with them until its production in er years reached practically every county the state. Then with the development of nsportation facilities, and for other eco-mic reasons, the production of tobacco in nnsylvania became more localized.

In those regions where tobacco today is duced to its greatest extent it is impos-ble to think alone of the wealth which mply the production of tobacco brings, as ere must be also considered the employ-nt which it offers to the people of this ction. Impressed as one might be with the beauty of the agricultural development of Southeastern Pennsylvania, particularly Lancaster and York Counties, the region which represents the highest type of agricultural development of the United States, one cannot help but be impressed with the allied branches of agriculture, particularly the many tobacco warehouses and cigar factories. A stranger traveling in any direction from the cities of York and Lancaster, and he may travel by railroad, trolley or fine macadam state highways, will see all along the way legalized factories manufacturing cigars. These places of tobacco industry may range from the upper story of an humble house to the most modern cigar factory. Not so many years ago it was possible to see children with their express wagons loaded with tobacco to be taken home to be stripped during the night, after their other labor had been done. To those thrifty "Pennsylvania Dutch" tobacco is not only a source of profit in production but in preparing the same as a finished product.

Characteristics of Pennsylvania Tobacco

The character of tobacco produced in Pennsylvania is dark and rather heavy which makes it particularly useful chiefly as a cigar filler. Dr. William Frear (now deceased) and Professor E. K. Hibshman, of Pennsylvania State College of Agriculture, made this statement: "When properly fertilized, matured, cured and sweated, Pennsylvania tobacco is characterized by the mild, agreeable aroma and freedom from bitter, resinous, metallic and rank flavors and it burns well, leaving in most cases a coherent white ash." Pennsylvania producing this character of tobacco so suited for the production of cigars, follows closely in the production of tobacco the consumption of cigars in the United States. In 1849 Pennsylvania produced 912,651 pounds of tobacco; in 1909, 46,164,800 pounds; in 1919, the production increased to 55,965,851 pounds.

In the same census year of 1919, 42,799 acres were devoted to the crop, while the value of tobacco produced on this acreage was $10,073,852. The number of farms contributing to this production was 10,961 or 5.4 per cent of the total number of farms of the state. According to the crop estimate of the Bureau of Agricultural Economics, the acreage and production in 1922 increased slightly while the total value of the crop decreased to a small extent. Plate 1 graphically shows the distribution of the acreage of the state. The concentration of acreage, first, in Lancaster County and, secondly, in York County is quite striking.

Table No. 1—Tobacco Acreage. Production and Yield Per Acre Leading Tobacco Counties of Pennsylvania

	Average		Production		Yield per acre	
County	*1919	**1922	*1919	**1922	*1919	**1922
Lancaster.	37,301	38,500	49,335,407	51,012,500	1,323	1,323
York	3,432	2,500	4,252,101	3,125,000	1,240	1,250
Chester ..	785	800	941,217	1,120,000	1,200	1,400
Lebanon ..	466	390	521,232	448,000	1,120	1,150
Berks ...	206	200	170,699	340,000	828	1,700
All other Countries	609	610	745,195	714,500	.....	.....
State	42,799	43,000	55,965,851	56,760,000	1,304	1,320

*From U. S. Census, 1920.
**From U. S. Department of Agriculture, Bureau of Agricultural Economics.

In Table No. 1 the acreage, production and yield per acre is given for the counties of the state which have over 200 acres of tobacco. These statistics are taken from the Census of 1920 and from the crop estimates, Bureau of Agricultural Economics for 1922. It will be observed from this table that in 1922 Lancaster County had 89.5 per cent of tobacco acreage of the state; that it pro-



1—Improved type of Havana seed tobacco. 2—Initial wildfire spots appearing on seedleaf tobacco. 3—Tobacco worm at work. 4—Plants large enoug to set out in the field. The plant on the left has good roots, but the plant on the right has a very inferior root system. 5—Pennsylvania seedleaf tobacc 6—A type of seedleaf which is used in breeding a strain of tobacco comparatively free from suckers. Suckers grow at the junction of leaf and stalk, ar appear as soon as the plant is topped. They must be removed, or the quality of the tobacco will be impaired. Suckers represent the efforts of the plant t propagate itself. 7-9-10-12—Different types of seedleaf tobacco, grown in Lancaster county. 8—On the right, sound seedleaf tobacco; in the center, blac rot, and on the left mouldy, musty seedleaf tobacco. 11—Johnson tobacco curing furnace, manufactured by the Southern Iron & Steel Corporation, Winston-Salem, N. C., used in experiments to prevent the loss from pole-burn of tobacco.

fluces 88.2 per cent of the total production of the state and that the value of the production in this county was 95.5 per cent of the total value of the tobacco crop for Pennsylvania. York County, the second county of importance in tobacco production, had 5.5 per cent of the acreage, 5.5 per cent of the production and 4.1 per cent of the value.

In yields per acre Lancaster County is first with an average yield of 1,323 pounds per acre according to the Census of 1920; York County, second, with a yield of 1,240 pounds per acre, and Chester County, third, with a yield of 1,200 pounds. Lebanon and Berks Counties follow in order, the former averaging 1.120 and the latter 828 pounds per acre. The average of the state at large for the census year of 1920 was 1,304 pounds per acre. The relative production for the different countries is shown in Plate II.

Tobacco occupies but .5 of 1 per cent of the crop acreage of the state and from this small per cent of acreage there is produced 2.8 per cent of the crop value of the cultivated acreage of the state. For every 1 per cent of acreage which tobacco occupies it brings to the state 5.6 per cent of the gross crop value of the state, exclusive of fruits, nuts and crops reported without acreage. Table No. 2 shows how the crop acreage is taken up by the different crops of the state and also the relative value which each crop produces. There is also shown the percentage of value of each per cent of acreage which each crop returns. Plate III represents the division of the crop acreage and the division of the value of these crops in a graphic form.

Table No. 2—Tobacco Relative Acreage and Value Compared With Other Crops of Pennsylvania, Census 1920

Crop	Per Cent of Acreage	Per Cent of Value	Per Cent of Value for 1% of Acreage
Tobacco	0.5	2.8	5.60
Corn	17.1	26.4	1.54
Oats	14.9	7.3	.49
Wheat	18.1	14.6	.81
Rye	3.1	1.5	.48
Buckwheat	3.2	2.0	.62
Timothy	12.3	8.8	.65
Timothy and clover	21.6	15.1	.70
Alfalfa	0.4	0.6	1.50
Potatoes	3.0	13.1	4.36
Other crops	5.8	7.8	...
	100.0	100.0	...

Tobacco Has High Producing Power

Just why tobacco in Pennsylvania on such a relatively small acreage can produce a relatively large per cent of value lies in the fact that tobacco has a high producing power per acre. Therein is its great economic value as a crop to the agriculture of the state. Plate IV graphically illustrates the relative wealth producing power of tobacco as compared to the other crops which make up the greater part of the agriculture of the state.

According to the Census of 1920, tobacco produced a value of $234 for each acre on which it was grown. This value decreased to $211 per acre for the crop year of 1922, as reported in the crop estimates of the Bureau of Agricultural Economics. This decrease from $234 to $211 per acre is but a relatively small decrease as compared to the decrease in value per acre of all other crops. Corn, for instance, decreased in 1919 from a value of $70.75 to $32 per acre in 1922. Similarly wheat decreased in acre value from $37 in 1919 to $20.35 in 1922. The relative value of other crops for 1919 and 1922 is shown in Table No. 3. It is a credit and honor to tobacco as a crop that in the face of decreasing crop values, this crop alone decreased to but a small extent.

Table No. 3—Tobacco Value Per Acre Compared With Other Crops of Pennsylvania

Crop	Value Per Acre 1919*	Value Per Acre 1922**	Acres Required to Equal the Value of 1 Acre of Tobacco 1919*	Acres Required to Equal the Value of 1 Acre of Tobacco 1922**
Tobacco	$234.00	$211.00	....	....
Corn	70.75	32.00	3.3	6.6
Oats	21.48	16.30	10.8	12.9
Wheat	37.00	20.35	6.3	10.4
Rye	21.75	14.80	10.7	14.2
Buckwheat	28.50	16.70	8.2	12.6
Timothy	32.58	.....	7.2	....
Timothy & Clover	32.18	.....	7.2	....
Alfalfa	64.80	.....	3.6	....
All Hay Crops	.....	23.20	....	9.1
Potatoes	207.00	80.80	1.1	2.6

*Combiled from U. S. Census 1920.
**Compiled from Crop Estimate, 1922, U. S. Department of Agriculture, Bureau of Agricultural Economics.

Wealth Producing Power

The great wealth producing power of tobacco can best be observed by comparison to the other important crops of the state.

Basing the comparison on the crop statistics supplied by the Bureau of Agricultural Economics, the corn crop of Pennsylvania had an acreage value of $32 per acre in comparison to an average value of $211 per acre for tobacco. It would thus require 6.6 acres of corn to equal the value of one acre of to-

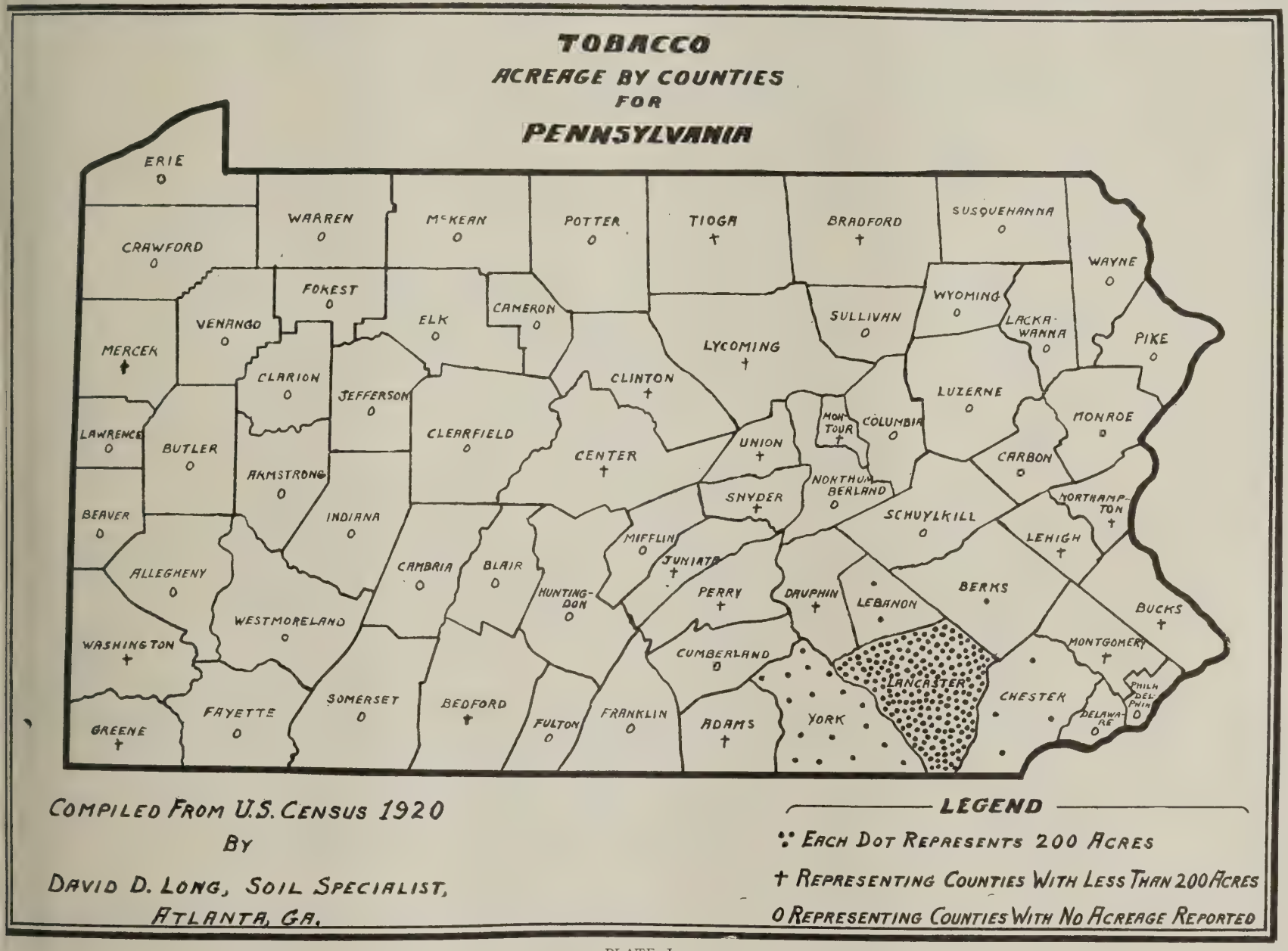


PLATE I

WARNING

To Cigar and Tobacco Manufacturers

It has come to our attention that a spurious imitation of the well known "ROSE OF LATAKIA" casing wine and flavor for cigars, cigarettes and smoking tobaccos, is being offered to the trade as "the same article at a cheaper price" by persons who falsely represent themselves as having been in our employ.

Genuine "ROSE OF LATAKIA" can be obtained only from us. For fifty-one years we have manufactured "ROSE OF LATAKIA" and are the sole proprietors and manufacturers of this flavor. The formula and process by which "ROSE OF LATAKIA" is made are both patented and secret, and cannot be imitated.

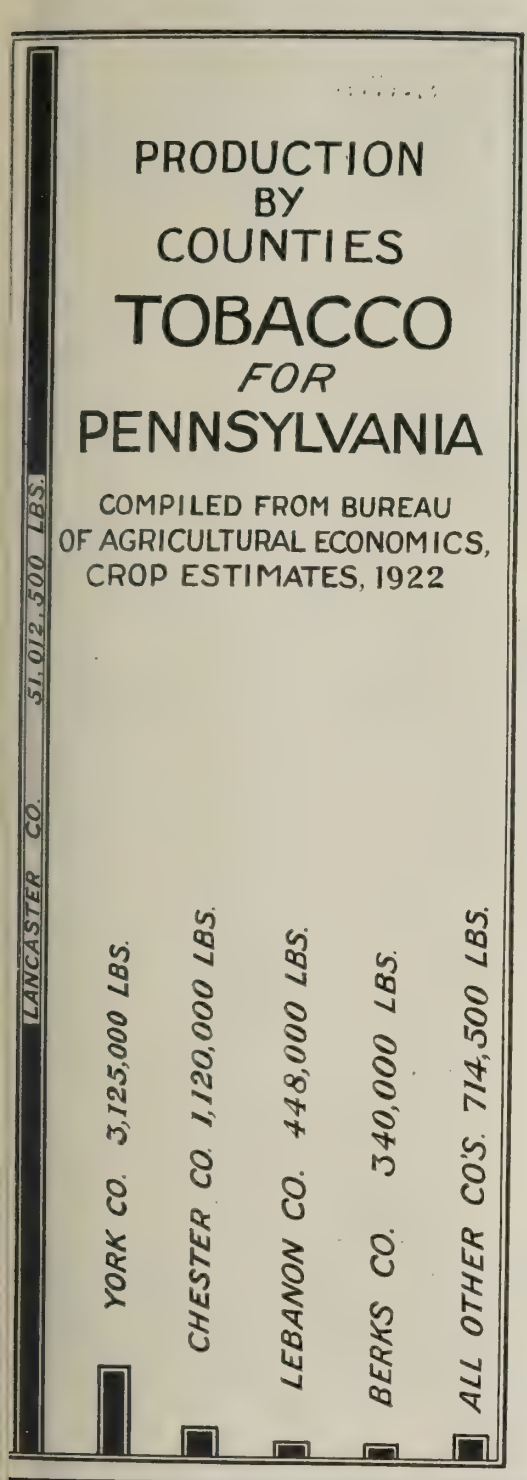
"ROSE OF LATAKIA" is a heavy fruit wine, mellowed and aged in the wood, and guaranteed to impart a lasting aroma to the tobacco, eliminating all harshness and "bite." Cheap imitations containing chemicals, synthetic flavors and fruit ethers are not only fraudulent but injurious to the tobacco, and the results which they produce quickly evaporate.

R. of L. Mfg. Co. — *MANUFACTURERS*

Baldwin Bros. & Co. — *AGENTS*

36 FRONT STREET

NEW YORK



bacco. For corn to produce an equal wealth as that produced by tobacco on 43,000 acres there would be required of corn an acreage of 273,500 acres.

The wheat crop of 1922 brought to the state an average value of $20.35 per acre. It would take 10.4 acres of wheat to produce a value equal to that which one acre of tobacco brought. It requires 445,500 acres of wheat to produce the wealth which tobacco produced on 43,000 acres.

The oat crop of Pennsylvania produced a value of only $16.30 for each acre planted in 1922. As 12.9 acres of oats are required to produce the money value equal to one acre of tobacco there would be required 556,000 acres of oats to produce the wealth which the small acreage of tobacco produced in 1922.

The rye crop for 1922 had a low producing power per acre. Consequently 14.2 acres are necessary to equal in value one acre of tobacco and it would require to produce the wealth equal to that obtained on 43,000 acres of tobacco, 614,200 acres of rye.

The value of all hay crops of the state was $23.20 per acre which necessitates 9.1 acres to equal the value of one acre of tobacco. There would, therefore, be required 391,800 acres of hay crops to produce the value which tobacco produced on 43,000 acres.

The potato crop is more highly specialized and consequently has a greater value per acre than the general farm crops. The value of the potato crop per acre in 1922 was $80.80 and 2.6 acres would be required to equal one of tobacco. At this average value 112,400 acres of potatoes would produce the same money value as was produced on 43,000 acres of tobacco during the same year.

The value of tobacco may be emphasized in another manner. In the tobacco growing region of Pennsylvania a common rotation consists of wheat, followed by a hay crop the second year. The third year the land is planted in corn, which in turn is followed by tobacco. Under average conditions for the state at large in such a rotation the value of the tobacco crop per acre would exceed the combined value of the other three crops by $135.45 an acre.

In a cost of production survey by Dr. William Frear and Professor E. K. Hibshman, of the Pennsylvania State College of Agriculture, it was found that the cost per acre of tobacco production ranged from $90.07 to $126.74 with an average of $112.42 per acre. This was in 1908. The cost included "the rental of the lands and buildings, the depreciation of equipment, the expense of preparing the land in its manured state, of planting, cultivating, harvesting, curing, stripping, preparing the crop for markets and of delivering it to the railroad."

Later information reveals equally striking facts in regard to the cost of producing tobacco. It was found by the Pennsylvania State College that for the crop year of 1921-22 on 43 farms producing tobacco in Lancaster County that the cost of production per acre was $143.29. It will be recalled that the value of tobacco in Pennsylvania for 1922 averaged $211 per acre. This leaves an average profit of $68.71. This $68.71 profit is just 6 cents more than the combined average acreage values of corn, oats and wheat. In other words, the profit of tobacco per acre, based on these average values, was just 6 cents more than the combined amount which corn, oats and wheat brought to each acre on which they were planted.

***Table No. 4—Tobacco Relative Acreage and Value Compared With Other Crops for Lancaster County Pennsylvania**

Crop	Per Cent of Acreage	Per Cent of Value	Per Cent of Value for 1% of Acreage
Tobacco	9.4	42.7	4.59
Corn	25.0	19.8	.79
Oats	5.7	2.1	.37
Wheat	27.0	13.5	.50
Hay crops	27.7	16.0	.58
Potatoes	3.3	4.9	1.48
Other crops	1.9	1.0	...
	100.0	100.0	...

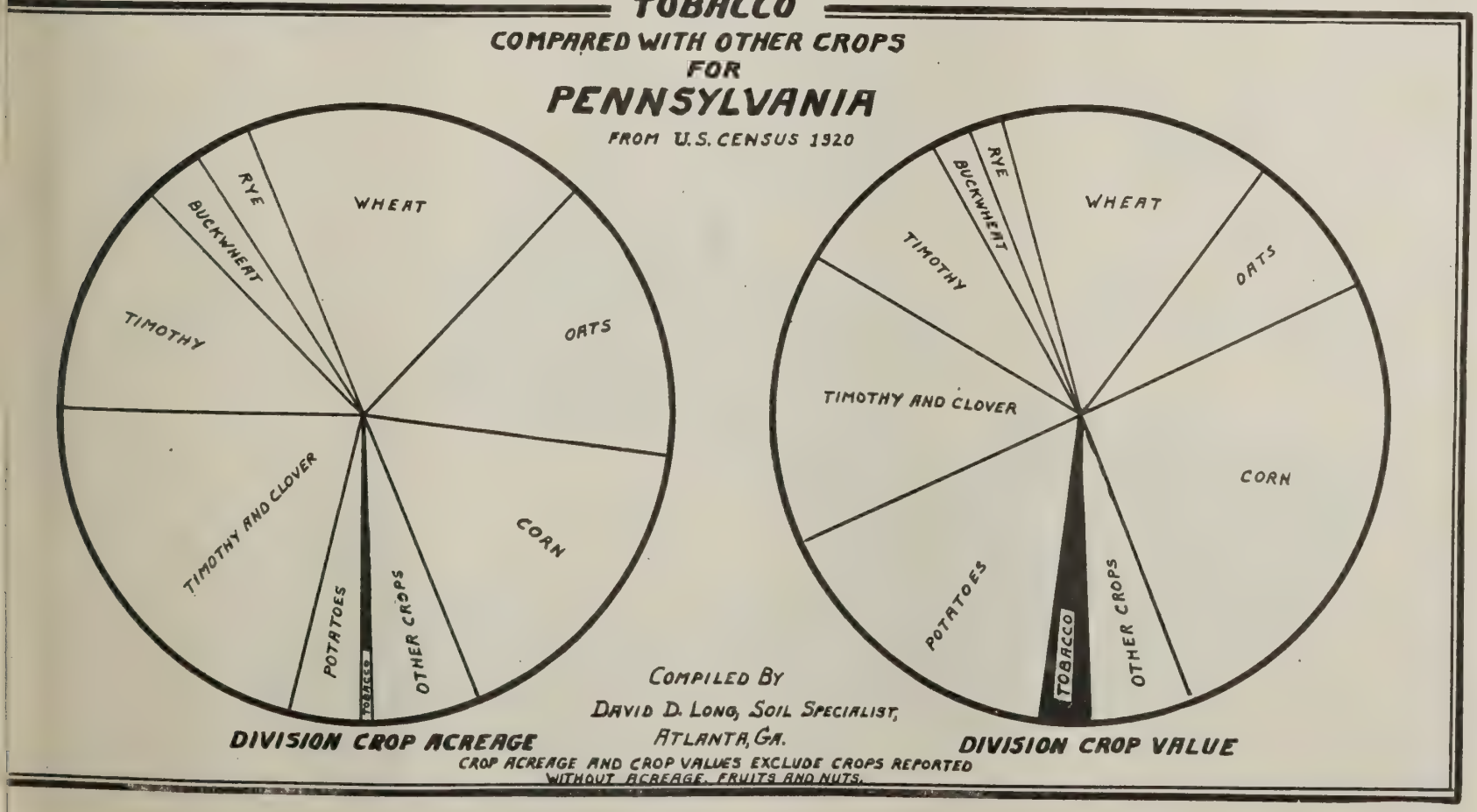
*Compiled from Crop Estimates, 1922, U. S. Department of Agriculture, Bureau of Agricultural Economics.

Production in Lancaster County

Inasmuch as the tobacco crop in Lancaster

PLATE II AT LEFT
PLATE III BELOW

CROP ACREAGE AND CROP VALUE



This Letter and Drawing Speaks for Itself



WAR DEPARTMENT
GETTYSBURG NATIONAL PARK [redacted]
GETTYSBURG, PA. April 30, 1923

C. E. Miller & Sons
Gentlemen:

On friday night last I took one of your "Pure Grit" Cigars and Smoked it up to less than ½ inch of the stub end.
It held the ash intact the whole length and burned evenly.
I made a sketch of it which I inclose it shows, what I consider are, proofs of a perfect Cigar.
I inclose my Check for $6 00/100 for which Send me by parcel post two boxes of Pure Grit Cigars, of 50 Cigars each.

Very respectfully
E. B. Cope
U.S. Public building
Gettysburg Pa.

PURE GRIT

The choicest old tobacco is used in the blend of this cigar and a Genuine Imported Sumatra Wrapper. Made to Burn Right, Smoke Right and Taste Right.

Retail at 2 for 15c



FOUR SHAPES

Panatelas
Londres
Perfecto
Perfecto Grande

WE SOLICIT CORRESPONDENCE FROM LIVE JOBBERS

C. E. Miller & Sons

Mc SHERRYSTOWN, PA.

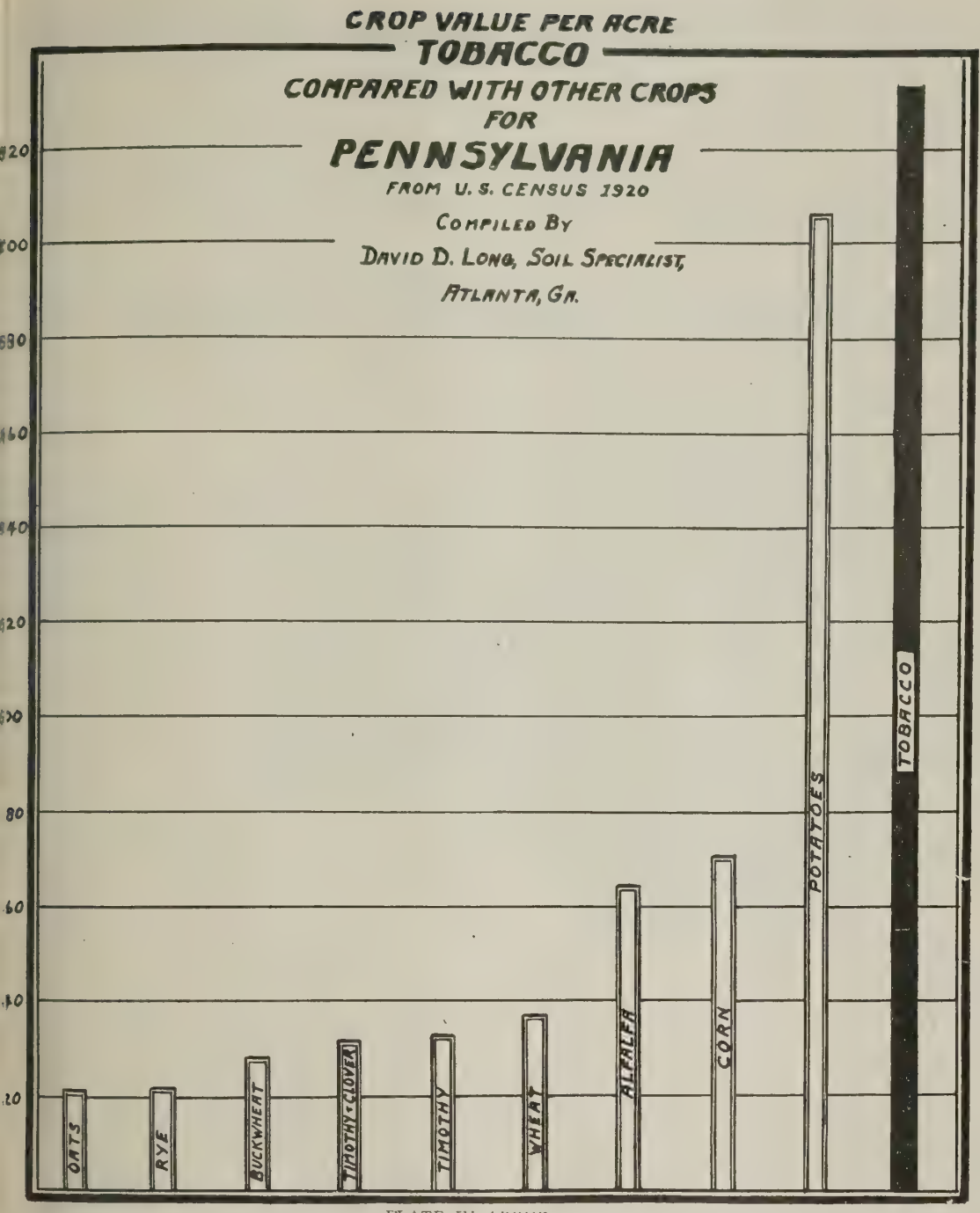
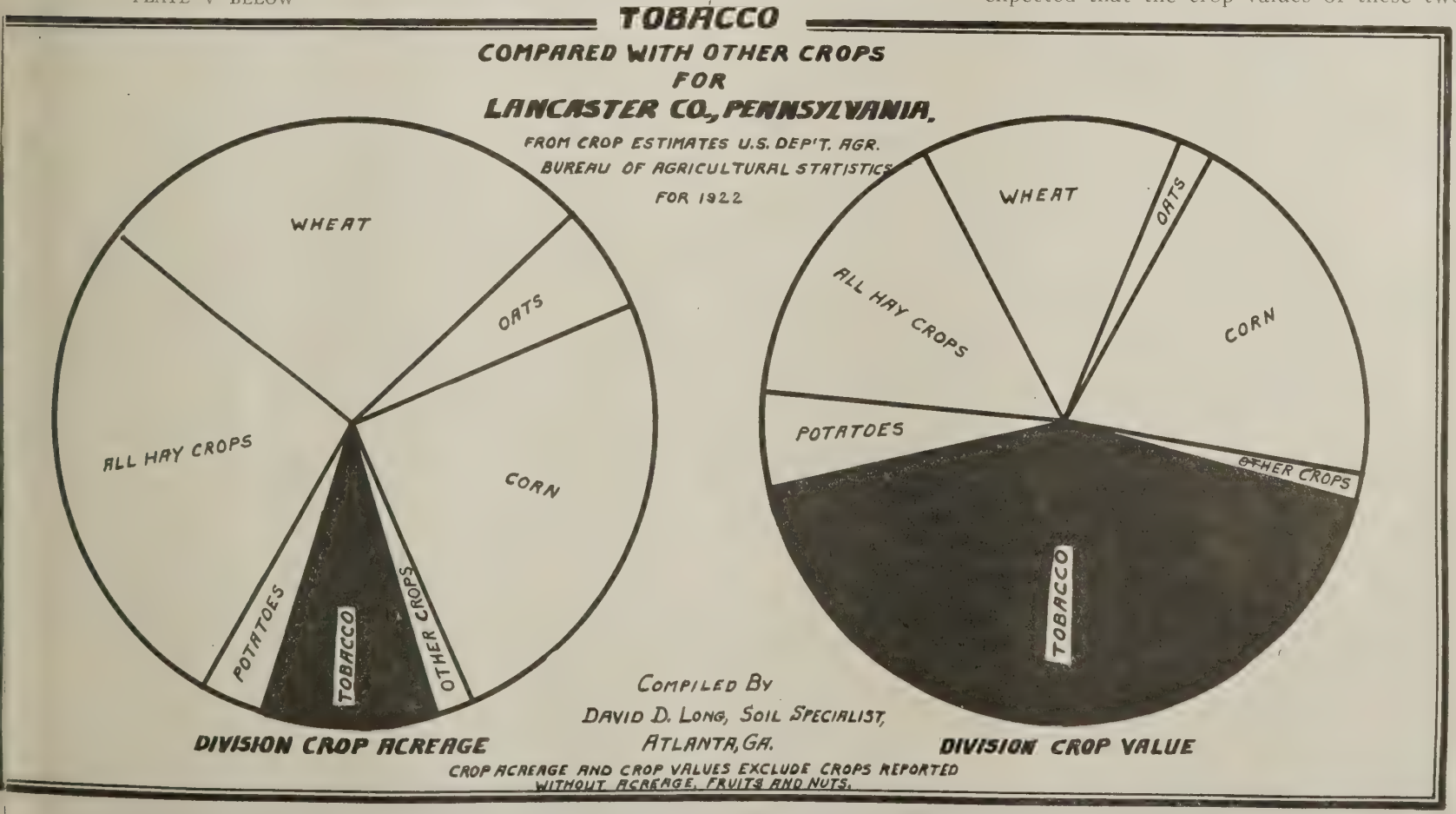


PLATE IV ABOVE

PLATE V BELOW



County produces the bulk of tobacco in the state of Pennsylvania, it may be well to glance at some of the economic points of tobacco production in this country. Table No. 4 shows how the crop acreage of the county is divided between the common cultivated crops of this county. It is found here that tobacco in Lancaster County occupies only 9.4 per cent of the crop acreage. It is also found that tobacco on this 9.4 per cent crop acreage brings in 42.7 per cent of the value which this acreage produces. Plate V graphically represents the division of the crop acreage, exclusive of fruits and nuts, and also the division of the total crop value produced from this acreage. The total acreage for Lancaster County in 1922 was 409,945 acres and the crops from this acreage had a value of $20,306,687. Tobacco was planted on 38,500 acres and produced a value of $8,672,125. This 38,500 acres produced 42.6 per cent of the total crop value harvested from 409,945 acres. This is possible because tobacco in Lancaster County in 1922 returned an average of $225 per acre.

The wealth producing power of tobacco at $225 per acre may be more vividly realized when compared to the value produced by other crops in this county. The same year corn produced an average value of $39.20; oats, $18.60; wheat, $23.90; hay crops, $28.62, and potatoes, $71.25 an acre. Tobacco, in fact, produced an excess of $43.43 per acre more than the combined acreage values of all of the above crops. No other farm crop of Pennsylvania has the producing power to compare with that of Pennsylvania's tobacco crop.

Great Economic Value

The great economic value of tobacco in the agricultural system in Pennsylvania, and particularly Lancaster County, becomes apparent when York and Lancaster Counties are compared from a productive standpoint. For the purpose of comparison eliminate tobacco for the time being, both from the acreage and value standpoint. Then according to the Bureau of Agricultural Economics the crop acreage of York County would be 352,305, while that of Lancaster County would be 371,445 acres. The acreage in both counties is comparatively close and likewise it can be expected that the crop values of these two

To the Retailers and Consumers of

New York Hand Made Quality 5c Cigars



New York Hand Made is registered at the U. S. Patent Office in Washington, D. C.

Retailers It is our aim to place on the market a 5c Cigar which will stand the test and bring customers into your stores for years to come. We realize that you must have a fair profit so that you can pay a just interest on your investment. New York Hand-Made is worth 5c straight of any man's money and you will please sell them at this price and when they desire cheaper cigars give them some other cheaper brand of less quality.

Consumers New York Hand-Made is manufactured in 10 New York Hand-Made Factories for the American Consumers under the supervision of the World's Greatest Experts in blending Tobaccos together; in fact it is impossible for the human brain combined with ample capital to make a better cigar to be sold at 5c straight. The filler of the New York Hand-Made is small pieces of tobacco purchased from manufacturers of high price cigars in Cuba, Porto Rico and America. Scientifically blended together by blenders who know their business and if the same tobaccos were long filler the New York Hand-Made would sell for 15 or 20c each (The New York Hand-Made will remain short filler indefinitely), all of the filler used in the New York Hand-Made is from 5 to 7 years old. Rich, aromatic, mild, pleasant and pleasing to the taste. The Binder is of the best burning domestic tobaccos, mild and fragrant, properly cured and resweated, in fact just the binder for the cigar. The wrapper is grown in Florida and is of the best quality, what they term as prime lights. We believe that based on Quality, Justice for the Growers, Workmen, Jobbers, Retailers, Consumers and a fair manufacturing profit that we are honestly giving to the smokers the best cigar in America for 5c straight.

We will be pleased to hear from any one who can criticize the cigar for 5c straight.

MERCHANTS CIGAR CO.
MANUFACTURERS
York, Pa.

OR OUR
WESTERN SALES OFFICE

THE HAYNIE SYSTEM
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St. Louis, Mo.

counties would be similarly close. True to expectations, the crop value of York County would be $10,849,057, compared to $11,634,562 for Lancaster County. Returning now to actual conditions, it is found that by adding the 2,500 acres of tobacco to York County's acreage and the 38,500 acres of tobacco to Lancaster County's crop acreage that conditions are vitally changed. The value of all crops of York County now becomes $11,224,057, while that of Lancaster County becomes $20,306,687. Through that large acreage of tobacco with a wealth producing power of $225 per acre, Lancaster County forges far ahead of York. It is the high acreage value of the crop which adds so materially to the wealth of the county.

The value of tobacco in Lancaster County may be again realized from a different viewpoint. The value of all crops of the county, exclusive of fruits and nuts and crops grown for seed, was $49.50 per acre of crop land in 1922. Substituting corn for tobacco the crop value of the county would be reduced by $7,162,925 and the average value of all crops per acre of crop land would drop from $49.50 to $32.50 an acre.

The Thorough and Extensive Tobacco Experiments in Pennsylvania

Very Few Farm Products Require so Much Rigid Control by Growers and Manufacturers Over so Many Conditions as Tobacco—Many Questions Present Themselves at Every Point—Some Excellent Results Obtained Through Experiments.

By OTTO OLSON

Assistant in Tobacco Investigations, Bureau of Plant Industry, United States Department of Agriculture, Branch at Ephrata, Pa.

EXPERIMENTAL work with tobacco in Pennsylvania is conducted on a most thorough and extensive scale. There are very few farm products that require so much rigid control by growers and manufacturers over so many conditions as tobacco, in proportion to the large values affected and the area under cultivation. Despite years of careful observation many questions present themselves at every point in the culture and manufacture of tobacco, and await for their solution the application of more fully controlled methods of experiment than the busy farmer or manufacturer has either training or time to employ. Similarly, few crops are so disastrously affected by unfavorable conditions of growth and by unskilled treatment, while on the other hand few offer such large rewards to intelligent care.

To Improve Yield and Quality

The objects of the experimental work in Pennsylvania are primarily to improve the yield and quality of the tobacco produced, by studying the many conditions affecting it in its various stages as a growing crop, and as a raw material under successive manufacturing operations. The work is conducted by the Pennsylvania State College Agricultural Experiment Stations in co-operation with the Office of Tobacco Investigations, Bureau of Plant Industry, U. S. Department of Agriculture, and the Tobacco Growers' Associations of Lancaster and Clinton Counties. At present work is under way in Lancaster, Clinton, Chester, Tioga and Bradford counties.

First Experiments in 1893

The first official tobacco experiments in Pennsylvania were begun in 1893 by Dr. Wm. Frear of State College, upon the request of the Lancaster County Tobacco Growers' Association, then newly formed. These experiments included fertilizer and curing work, and later variety and strain tests, of which the strain tests especially attracted much attention owing to the excellent results obtained. Shelter tent experiments with Sumatra tobacco were conducted from 1902 to 1908, and comprehensive studies of the cost of producing tobacco were made on a number of farms in Lancaster county during 1908 and 1909.

Bulk sweating of tobacco was introduced in Pennsylvania through experiments conducted during 1900 and 1901, and is now practiced by all progressive packers in the state.

Extensive tobacco seed bed experiments have been conducted including steam sterilization; fertilizer work; seed separation; rate of seeding; fumigation; spraying and poisoning; value of glass versus muslin covers, etc.

Fertilizer Experiments

Numerous fertilizer experiments have been made on different soil types in a number of tobacco producing sections of the State, producing results of considerable value by increasing the yield per acre and improving the quality. Leading fertilizer manufacturers have adopted formulas giving best results.

Cultural experiments of importance in tobacco production have developed proper planting distances and topping heights on different soil types; influence of time of topping upon distance between leaves on the stalk, and the necessity of systematic suckering.

Considerable work has been devoted to combating the destructive diseases affecting tobacco plants in Pennsylvania, such as root rot, mosaic or calico, and wildfire.

Establishing of Standard Types

Probably the most important work performed, however, is the establishing of standard types of seedleaf and Havana seed through strain tests, and the developing of high-yielding, disease-resisting types through seed breeding.

Other experiments include reduction of the nicotine content of cigar leaf tobacco; producing tobacco with high nicotine content for commercial extraction of nicotine, which is used as an insecticide; curing experiments, using artificial heat to prevent pole-burn, and testing the possibility of re-drying cigar leaf tobacco as a control for black rot. Farmers carefully attend to growing and handling their crops, and follow all developments in experimental work with keen attention.

All Interests Work in Harmony

The Lancaster County Tobacco Growers' Association and the Lancaster Leaf Tobacco Board of Trade have worked hand in hand for years to consistently improve the quality of the tobacco crop and the methods of producing it. The State and Federal Governments maintain experiment stations where problems affecting the grower and packer are studied, and if possible, remedied.

Successive Steps Taken

Tobacco culture in Pennsylvania requires a whole year for consummation, beginning with the preparing, steaming and seeding of seed beds in April; plowing and fertilizing in May; transplanting, cultivating, and poisoning to destroy insects and diseases, during June and July; topping and suckering in August; harvesting in September; curing during October and November; stripping, sorting and baling during December, January and February; and delivering to the buyer during January, February and March.

Expertness and Care Required

The most expert and painstaking labor is necessary during all these operations, as neglect in any one particular may cause great loss. As illustrating this statement it may be mentioned that neglect in properly spraying the young plants in the seed bed may result in the total destruction of the year's crop by Wildfire, or allowing too much moisture in the tobacco during stripping will cause that dreaded disease of packed and sweated tobacco, Black Rot.

Those interested in Pennsylvania tobacco should procure a copy of Bulletin No. 371, entitled "The Cigar Tobacco Industry in Pennsylvania," just published by the Pennsylvania Department of Agriculture, Harrisburg, Pa., for free distribution.

A. Roig & Langsdorf, Inc.

A 50,000,000 per year production and sale of an all hand-made cigar of high quality, the product of a half century old corporation with which has been identified, from its very foundation, experts of life-long training in manufacture and distribution of cigars, is the enviable record of the firm of A. Roig & Langsdorf, at present engaged in intensive national publicity campaigns in nationally known magazines to bring into the lips of every smoker their famed leader, the Girard.

The business, now grown to such proportions that it employs in nine factories, situated throughout Pennsylvania, over 600 of the most proficient hands available, was started in a modest way at 6th and Arch Streets, but a stone's throw from its present location at 315 N. 7th St., by Antonio Roig, a Cuban cigar maker and expert tobacco blender.

A decade later, there became associated with him Isidore Langsdorf, the firm's name then being established as A. Roig and Langsdorf. Mr. Roig looked after production and Mr. Langsdorf after distribution. In 1906, when Mr. Roig passed away, Jacob Loeb Langdorf was admitted into the firm, having taken over the Roig interests. In 1910, there was placed on the market the firm's present day leader, Girard, which is now marketed in ten sizes. In 1915, upon the death of the surviving partner, Isadore Langsdorf, the corporation was organized with Jacob Loeb Langsdorf as President and Treasurer; Jacob L. Krauss, Vice President and Fred C. Belson as Secretary.

In 1922, Edwin Wile, formerly with the General Cigar Co., and the Consolidated Cigar Corp., became associated with the corporation as manufacturer and director. With his twenty years of experience in the practical end of the business, he is able to give the firm exceptional guidance in production, recognition of which is evidenced by the patronage of discriminating workers for Girards.

The main factory and headquarters are in a five story structure which was acquired a quarter of century ago. The fourteen members of the sales organization look after distribution in all sections of the country, but the field is particularly cultivated in Pennsylvania, Ohio and the Middle West, throughout which territory there are 175 distributors. Jacob Loeb Langsdorf is now supervising sales, with the assistance of Simon Dietz.

The institution behind

Cinco Cigars

These are only a few of
Otto Eisenlohr & Bros.'

Factories
Stripping Plants
Warehouses



Stick to Cinco

it's safe

The first American cigar to attain a 200,000,000 annual sale.

Billions sold to date.

The Growth and Importance of Pennsylvania Tobacco Industries

Keystone State Leads as Producer of Cigar Tobacco—Locally Grown Leaf Contributes to Success of One of the Greatest Cigar Making Centers in the World—Statistics Show Tobacco Industries of State To Be Remarkably Prosperous.

By Dr. ARTHUR SELWYN BROWN

PENNSYLVANIA stands pre-eminent among the United States as a producer of cigar tobacco. Only Wisconsin approaches, and sometimes has a larger production. The yields of these two states may be regarded as practically the same in poundage, but the economic value of the leaf produced in the Badger State is of far less importance to the state than that of Pennsylvania to the Keystone State on account of the fact that the locally grown leaf in Pennsylvania contributes to the success of one of the greatest cigar manufacturing centers in the world.

Pennsylvania is one of the richest states in the Union when viewed from the standpoint of natural wealth. Its forests, mines, quarries and fields are all great producers of wealth. Its transportation facilities are also particularly valuable. This has resulted in an enormous commercial and manufacturing development. The steel and engineering works of the state have had world-wide publicity, like the coal and oil resources. Their contributions to the wealth of the state, and to the national well-being, are well-known. Their development, indeed, may be taken as an index of the increase of national wealth and power.

Industrial developments on a large scale began in the early seventies. Comparative figures show that the value of the whole of the manufactures in Pennsylvania in 1870 amounted to $811,894,234. Last year they exceeded $11,000,000,000. The tobacco manufactures in 1873 produced products valued at $2,000,000. Their present annual value exceeds $144,500,000.

Tobacco Manufacturing Establishments

There are now more than two thousand establishments engaged in manufacturing tobacco within the state, having an aggregate capital of $57,500,000. The three outstanding producers in the state, in the order of their annual value, are metal and metal products, textiles and textile products and mines and quarries. The aggregate value of these is much greater than the value of the tobacco growing and tobacco manufacturing industries. Yet, there are other factors which increase the industrial value of the tobacco industries. One of these is the steadiness of operation.

Tobacco statistics indicate that the tobacco industries of the state are remarkably profitable, sound and prosperous. They show a continuous upward growth and this places them at the head of the state's harmonious industries. While the materially stronger industries are subjected to frequent industrial and financial changes and irregularities, the tobacco industries show a conservatively steady growth. This makes them socially strong and, combined with the publicity gained by the world-wide distribution of the state's manufactures of tobacco and tobacco products, the cumulative effects, judged as psychological propaganda materials, have high values set upon them. They greatly enhance the foreign views regarding the state's wealth, manufacturing capacities and resources. These are intangible economic factors of immense importance that are rarely clearly recognized. When we survey their steady upward growth from 1872, when the state began the publication of its annual statistics, until the present time, we are surprised to find the value of the publicity they have given the state and their direct and indirect effects upon the state's wealth and commercial status.

Tobacco Cultivated by Colonists

Pennsylvania was settled at an early date and, although exact dates have not been determined, there are evidences that tobacco was cultivated on the farms of the first colonists. Both Spanish and Indian tobacco was grown. William Penn exported tobacco from Pennsylvania to England in 1689. It is probable that all of this, which was forwarded as part of the cargo of fourteen ships, was collected from the Colony's farms. In 1840, the total production was only 325,018 pounds. There was a marked increase in all the tobacco industries of the state in 1869, and the statistics of tobacco, cigars, cigarette, snuff and other products were high. There was another period of great activity in 1880, and since then all the statistics have grown annually by leaps and bounds. Today we find Pennsylvania not only a great tobacco growing state, but also an active center of cigar, tobacco, cigarette and tobacco products' industries. The cigar production exceeds 3,000,000,000 cigars per annum. There is also a production of 2,000,000,000 cigarettes, and about 5,000,000 pounds of smoking and chewing tobacco.

Largest Cigar Producing States

The revenue statistics show that Pennsylvania has the largest manufactures of cigars among the states, and ranks second in the manufacture of little cigars, and about fifth in the manufacture of cigarettes. This is a showing which is not approached by any other state and shows the value of the tobacco industries of the great Keystone State.

Tobacco of Distinctive Quality

The tobacco grown in Pennsylvania is a special type of large leaf which has been locally developed as the result of select breeding since 1837. The original seeds were secured in Cuba. Traces of the original stock, however, have now been obliterated and the leaf has its own distinctive characteristics. Yet, seed-growers, many of the tobacco-growers' associations, and experts of the State and U. S. Departments of Agriculture are still making strong efforts to raise the standard of the tobacco crops. Seed-breeding by the most scientific methods is carried on in numerous magnificent experiment stations which are furnished with everything necessary to study plant fertilization and hybridization

The Banner County

Tobacco is grown in a majority of the counties of the state. There is one county, however, which is of more importance than the others as a tobacco producer. Lancaster county is the source of the leaf from which a large proportion of the cigars in the United States are at least partly manufactured. This eminence of the county is due to numerous factors, the chief of which are the character of the soil, the climatic influences and the economic returns secured by farmers from their tobacco crops. York county is next after Lancaster in production of leaf tobacco. The Lancaster-York soils contain large quantities of limestone. They produce large crops of dark, heavy leaf very suitable as a filler for cigars. This leaf, when properly cured, possesses a mild, agreeable aroma, and burns freely. It is remarkably free of resinous substances and has a low nicotine content. Growers are now striving to reduce the nicotine contents still further, while retaining the aroma and fine-burning qualities of the leaf.

Numerous Cigar Factories

Cigar factories are prominent features in the tobacco growing counties. York county has the largest production. The Revenue returns show that receipts for cigar stamp sales amounts to about $2,500,000 to $3,000,000 per annum. The output of the factories of this county run from one half to a billion of large cigars yearly. This county produced 860,000,000 cigars in 1920.

Manufacturers of cigars, like the growers of leaf tobacco, strive to increase the commercial status of their counties by improving the quality and appearance of their products. There are numerous co-operative associations and other organizations doing effective work in raising the quality and fame of the cigars and tobacco products manufactured in Pennsylvania.

This explains how it has come about that Pennsylvania is not only a great leaf-growing state but is also one of the greatest of tobacco and cigar manufacturing states.

Cigar Smoking More Prevalent

The cigar has always been considered a smoke de Luxe and Americans have long being connoiseurs of cigars. Today, cigar smoking is more prevalent, and the cigar industries are more prosperous than elsewhere. The latest statistics show that wholesale tobacco sales by American manufacturers and importers are averaging about 650,000,000 per month and comparative returns indicate that cigar consumption is steadily increasing.

State Always Noted for Cigars

Pennsylvania has always been noted for its cigars. Many of the early settlers were Dutch and German immigrants who were fond of smoking special types of cigars. In the course of time stogie factories were established in the larger towns and about 1850 Philadelphia became the leading center for the manufacture of cigars and stogies from locally grown leaf. Several of the largest manufacturing firms in that city today were founded in the "Fifties" and "Sixties." The amount of tobacco grown in the state in 1850 was about 1,000,000 pounds. In 1860 it was three times as large; while today it amounts to nearly 60,000,000 pounds. The state-wide progress in tobacco culture and cigar manufacturing has shown marked stages of advancement. There was a three-fold increase in the "forties"; and a similar one in the "fifties." The Civil War, and the subsequent business depression adversely affected progress for a time, but in the "seventies" there was an eleven-fold increase over the "sixties."

A Source of Fame

The Pittsburgh and Pennsylvania stogies, which have made the state famous, derived their name from the Conestoga River, in Lancaster county, where they were first made by German and Dutch farmers. Pittsburgh, Philadelphia and Wheeling, W. Va., have now the leading factories for these long cigars and there are also many made in Lancaster county.

The state's factories, now numbering about 2,000, manufacture all types of large and small cigars. At the end of 1918, statistics showed the state production for the year of 2,000,000,000 cigars. The returns for the present year promise to greatly exceed those astonishing figures.

Most of the Pennsylvania cigars contain seed-leaf tobacco fillers, though it may be blended with Havana, Java, Zimmer Spanish, Little Dutch, Gebhart and other varieties of leaf. The local leaf, however, possesses every quality

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hich distinguishes a good filler, including easy urning, freedom from coaling and charring, nd the coherency of ash.

Pennsylvania stogies, like many other types t cigars, are chiefly wrapped in Havana wrap-rs. Pennsylvania leaf is too heavy for wrap-ng purposes.

Cigar Fashions Change

There are fashions in smoking and in cigars, s in everything else. Changes in fashion, of ourse, affect all industries. There have been any fashions in cigars in the United States. hen Philadelphia was the chief commercial ty, *bon vivants* assured us that "Mexican ci-rs are the choicest." Preference at that time as shown for cigars imported from Mexico.

About 1803, cigars made in New Orleans ere considered the best and brought the high-t prices.

Some years later, tobacco known as Yarra, hich was grown in the Eastern part of Cuba, as greatly esteemed. About 1830, Yarra prin-pes, which were often flavored with rum and nnamon were the most expensive cigars that ould be purchased.

About 1853, cigars imported from Germany came popular; for some years subsequently illions of German cigars were imported into ew York and Baltimore. The better kinds of ese German-made cigars contained tobacco own in Paraguay and Brazil.

Manilas Were Favorites

In the period immediately preceding the Civil ar, the fashion among smokers favored Ma-la cigars. The choicest brands were more stly than the best Cuban cigars. According the account of a banquet held in Cincinnati in 65, some "Manila especials" were described being the most "beautiful, tasty and expen-ve cigars ever imported into America."

When Hayes was President, newspaper re-rters, thought that a fat, black cigar was sug-stive of opulence. Novelists of the period scribed envied rich men in the act of smoking g, black cigars. In fact and fiction, high-ced cigars were dark. The demand for the rker colors was so pronounced that, failing get enough natural oscuros and maduros out the tobacco they bought, some manufacturers ve cigar wrappers an artificial inky hue by plications of prune juice.

There was a period when slightly spotted or scolored tobacco of a certain crop obtained vor. "Speckled" cigar wrappers were much sired. The spots were supposed to indicate superior quality of tobacco. Manufacturers sisted on getting spotted leaf. To supply the mand, which persisted for several years, emicals were used to cause spots to appear on tobacco. Some of the tobacco was spotted ile growing in the field. Other leaf was eated specially" in cigar factories.

Porto Ricans Had the Call

After the Spanish-American War, Porto can tobacco came to the front. Cigars made irely, or partly, of Porto Rican tobacco had great vogue. In a popular novel by Bronson ward, the hero, a demonstrator of all the re-ement that should distinguish a gentleman o belonged to the most exclusive clubs, ex-plified to a nicety the satisfaction derived m smoking a "slender Porto Rican panetela." d forthwith, in clubdom and elsewhere, there s an immediate demand for "long and thin" ars from Porto Rico. In some circles, this hion still persists.

Changing Again

The manufacturing returns of the Pennsyl-ia tobacco factories indicate that cigar hions are now changing again towards do-tic cigars and it will not be surprising to find in the near future that Pennsylvania cigars in ruling favor in America and poets may tempted to sing their praises as Friedrich rc did in the following poem:

To a Pennsylvania Stogie

The warmth of thy glow
  Oh! Penna cigar
Makes happy thoughts flow
And sends sorrow afar.

When the strong wind blow,
  The brighter thou burnest!
And life's dreary woe
  Less gloomy thou turnest.

When I feel on my lip
  Thy generous kiss,
Like they flame-illum'd tip,
  All is rosy-hued bliss.

No longer can sorrow
  Encumber my heart;
And all fears of tomorrow,
  In smoke-dreams depart.

Dear hunter of sadness!
  Life's best happy star!
I greet thee with gladness
  My Penna cigar.

Lytton's Misfortune

Bulwer Lytton was a famous smoker and we can imagine how he would have enjoyed a good Pennsylvania cigar, had he been able to secure one in his time. From this statement taken from his writings: "He who doth not smoke hath either known no great griefs, or refuseth himself the softest consolation next to that which comes from heaven. 'What, sweeter than woman?' whispers the young reader. Young man, woman teases as well as consoles. Woman makes half the sorrows which she boasts the privilege to soothe. Woman consoles us, it is true, while we are young and handsome; when we are old and ugly, woman snubs and scolds us. On the whole, then, woman in this scale, tobacco in that; Jupiter hang out thy balance, and weigh them both; and if thou give the preference to women, all I can say is, the next time Juno ruffles thee—O Jupiter, try tobacco!"

That is what all the poets say. And their entrancing songs amaze the enemies of tobacco as the reciting of these words by James Whitcomb Riley by a child at a public function in New York, led to resignations from the International Art Society of members who opposed smoking:

An Old Sweetheart of Mine

An old sweetheart of mine!—Is this her presence here with me.
Or but a vain creation of a lover's memory?
A fair illusive vision that would vanish into air
Dared I even touch the silence with the whisper of a prayer?

This ever-restless sense of home, though shouts ring in the hall—
The easy chair—the old book-shelves and prints along the wall;
The rare Habanas in their box, or gaunt church-warden-stem,
That often wags, above the jar, derisively at them.

The lamplight seems to glimmer with a flicker of surprise,
As I turn it low—to rest me of the dazzle in my eyes,
And light my pipe in silence, save a sign that seems to yoke
Its fate with my tobacco and to vanish with the smoke.

'Tis a fragrant retrospection—for the loving thoughts that start
Into being are like perfume from the blossom of the heart;
And to dream the old dreams over in a luxury devine—
When my truant fancies wander with that old sweetheart of mine.

A face of lily-beauty, with a form of airy grace,
Floats out of my tobacco as the Genii from the vase;
And I thrill beneath the glances of a pair of azure eyes
As glowing as the summer and as tender as the skies

I can see the pink sunbonnet and the little checkered dress
She wore when I first kissed her and she answered the caress
With the written declaration that "as surely as the vine
Grew 'round the stump," she loved me—that old sweetheart of mine.

But, ah! my dream is broken by a step upon the stair,
And the door is opened softly—my wife is standing there;
Yet with eargerness and rapture all my visions I resign
To greet the living presence of that old sweetheart of mine.

"Why did you object to the recitation of Riley's poem?" a rebel was asked.

"Because it mentions tobacco four times distinctly and it is supposed to be the dream of a smoker."

"Why did you declare the recitation to be seductive?" this objector was asked.

"Well, the little girl who recited the poem threw her arms over her head and there was an expression of infinite bliss upon her face when she spoke of the delights of tobacco. No wonder women are becoming degraded when they are allowed to witness children praising smoking in such an excellent way."

Fortunately, like all anti-tobacconists, those who opposed the artistic recital of Riley's poem simply received ridicule from their friends. Like all opponents of tobacco, they harmed themselves much more than they injured the sentiments of the smoking fraternity. There have been strong-hearted smokers since the early days of the human race and there always will be. It is just as foolish to attempt to reverse the running of a river's tide as to prevent smoking.

Side Lights on Cigar Industry and Cigar Boxes

The solidity of tobacco and cigar making industries is shown by the steady increase noted in the production of leaf and the consumption of cigars. Early in the "nineties" an English writer, commenting on the stability of the cigar-making industries said: "In spite of all the disquietude, the financial and political unrest of today, it is satisfactory to know from recorded facts and figures that the tobacco trades pursue the even tenor of their ways and are unaffected by surrounding economic depressions. Our cigar manufacturers seem determined not to let the grass grow under their feet. I remember the time when the British cigar was made only in one shape, and that was called Trabucos, a long, straight cigar, and the ingredients invariably, consisted of seed filler, German bunch with an outside Sumatra wrapper. This is a striking contrast to what manufacturers are doing today. Not long ago I was looking at a sort of map or chart hanging up in a manufacturer's office. Upon examining it more closely, I found it showed facsimile drawings of 300 different shapes and sizes in mould-made cigars, ranging from the clumsy-looking Manila shape to the very latest idea, namely, that known in the trade as the 'Torpedo' cigar, the ends of which are drawn to a point as fine as a Frenchman's moustache. Probably no one manufacturer uses half so many different shapes, but I believe they are all of them used by one or other of our manufacturers. One of the most important departures in British cigar-making was the introduction of the 'Press' cigar with its drop-lid box. The man who brought that

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u evidently knew something. I believe the er first brand introduced to the public in this ne was called 'The Wreath of Gold.' It had remendous run for a time, a greater run, I elve, than any British cigar has ever had be- or since.

'n the matter of cigar-boxes, too, of late rs, new ideas have been introduced which old have quite startled the old-fashioned con- rative men of a past generation. I dare say ct of my readers have heard of and heard musical cigar-box, which is fitted up with f se bottom, beneath which a somewhat primi- musical-box is concealed. On pressing a on, or something of that sort, some non- right melody of the 'Willie, we have missed ' or 'The first rose of winter.' This idea, rever, is partly played out, and probably to make room for a still later innovation. mepiece cigar-box is being brought under notice of the trade, so that if you want to the time there will be no need to ask the proverbial policeman, provided your clockwork cigar-box is lying about handy. In this case a cheap timepiece is fitted so as to form the end of the cigar-box, the clock face, of course, being neatly fitted into the woodwork of the box.

"A more elaborate arrangement still is the octagon-shaped cigar-box. This has a handle in the center at the top of the box, on turning which eight little doors open outwards disclosing to view a choice collection of cigars while at the same time a musical-box fixed inside grinds out 'Linger Longer, Lou.' These are some of the actualities of the present. What the possibilities of the future are it would be difficult to say. It has been suggested, however, that a cigar-box might be constructed so that when you press the knob the lid opens, you take a cigar out, and the phonograph gives out 'Gladstone's last speech in the House of Lords.'"

While the elaboration of cigar boxes has not been carried to the extent described by the British author quoted above, progress, even in cigar-box making has been strongly in evidence in the United States in recent years, and today American cigars are packed and displayed in a manner worthy of the care taken in their manufacture.

Pennsylvania Cigar Making Sound and Progressive

The recorded facts and figures show that the cigar making industries of Pennsylvania are sound and progressive; that the Keystone state's large and little cigars and stogies have earned a gratifying world-wide reputation; their consumption is increasing, and they are everywhere winning new friends. The quality of the cigars now has an established reputation. All that is needed to sustain activity in the trade is active distribution efforts. These are being made and it may be confidently predicted that great as the success of Pennsylvania tobacco growers and manufacturers has been, it will be eclipsed by that of the near future.

A Brief Survey of Lancaster County's Tobacco Marketing Methods

System Has Had Slow Growth, Resulting in the Development of Smoothly Working Machinery Which Now Guides Enormous Cigar Leaf Output Into Factories — Skill and Care Necessary in Preparing Tobacco for Market—Interesting Data.

By LOWELL F. HALLIGAN

LANCASTER County's tobacco industry, from its infant stages in the early nineteenth century to its present gigantic proportions, has had a slow growth, but with it has come the development of the nothly working marketing machinery h:h now guides the enormous output of gr leaf from the grower's curing shed into epacker's warehouse, and from there into e manufacturer's hands. Not a pleasant rcess in all of its stages, this marketing elopment, and often was the heavy toll nisjudgment taken by that stern master, xerience, who taxed alike the unwise rver and the unwary packer.

Lancaster County is the premier tobacco rving section of the United States and as all other counties in the country in its of production and acres under culti- on. It tops its closest rival, Hartford nty, Connecticut, by a clean margin of ly 14,000,000 pounds of tobacco annually surpasses this same county in the matter production by close to 15,000 acres.

From Field to Factory

Guiding the tremendous production of re than 50,000,000 pounds of cigar leaf m the grower's field into cigar factories in parts of the country, is no small task and ast marketing network has grown up h practically blankets the county, touch- g every producer of tobacco from the akyard" grower to the largest producer. Although fairly well standardized, the ethods of handling and buying the crop are rned by so many varying and shifting itions that they differ considerably and present a variety of aspects in a single on. Quality and quantity of yield, prices, her conditions, export demand, trans- rtation facilities and financial accommoda- n may all become factors in the move- t of the tobacco crop and, therefore, in e means employed to effect this movement.

Prices Show Upward Trend

A comparison of the prices paid for the over a number of years discloses an up- rd trend which is, however, by no means nsistent, the price rising and falling in ecutive years. A table showing com- rtive prices and yields follows:

Year	Production Pounds	Price Cts. per lb.
1908	36,000,000	12.2
1909	36,892,869	11.0
1910	51,630,120	11.0
1911	52,909,200	11.1
1912	52,535,800	10.0
1913	38,734,400	8.3
1914	40,315,800	9.6
1915	36,031,500	11.2
1916	42,222,560	15.8
1917	49,747,000	22.0
1918	56,981,760	15.2
1919	49,335,407	19.0
1920	57,787,700	14.1
1921	55,188,000	15.0
1922	51,084,000	17.0

The effect of the war on tobacco prices may be seen in the tabulation above as well as the fact that the increase in prices has by no means kept pace with the advance in other commodities. It will also be noted that good prices one year have caused an oversupply of tobacco the following year with a subsequent reduction in the price. This has not always been true, due to the fact that so many other factors exert an influence on the price and may counteract the effect of a shortage or a period of overproduction.

Private Packing Plants

The steadily increasing demand for Pennsylvania tobacco during the past several years has led to most of the buying being done in the grower's shed or even while the crop is growing in the field. The buyers for those large manufacturers who maintain their own packing plants visit the grower and make their offers for his product after examining it on the premises. Independent packers follow the same method and, except for a few of the larger concerns, individually make all of their purchases. Seldom is a crop bought on recommendation, or without being seen, or at least sampled, by the purchaser himself.

Swarms of Buyers

This method of interviewing each grower individually and making a personal examination of his crop would seem to foster a tendency of purchasing the crops strictly on points of merit, but such, unfortunately, is not the case. The large corporations, when ready to lay in their supply of tobacco, send out swarms of buyers with instructions to buy "everything in sight," regardless of the quality of the goods. This occasions, in most cases, all of the tobacco in one section being sold at a uniform price except for the grower who has disposed of his crop to some small independent packer who must resell his wares on a basis of quality only. While this practice of paying no heed to the quality of the leaf purchased may have had, at times, a detrimental effect upon the care and attention given by the farmer to his tobacco and made him feel that it did not pay to raise a good quality of seedleaf; still it may reasonably be supposed that the "dyed in the wool" tobacco grower will continue to strive toward higher quality and the production of the type of tobacco that has made Pennsylvania famous. It is a fact, although probably not generally recognized, that the careful grower who takes the proper pains in handling his crop receives a premium for his tobacco in higher yields and less trashy, low grade stuff. And, most important of all, he helps to maintain the good reputation of Pennsylvania tobacco.

Conditions Specified

Tobacco is contracted for at the grower's shed on a basis of a certain price for wrappers, fillers and scrap; delivery of the crop in good condition usually being specified. The terms, "wrappers, fillers and scrap," do not indicate the uses to which the seedleaf is to be put, but are merely terms employed to differentiate between the various grades and quality of the crop. Practically all of the Lancaster grown tobacco is used as cigar filler with a small percentage of the finer quality going as cigar binders. The grower's use of the words, "wrappers and fillers," mean only his two grades of cigar fillers which are sold at widely varying prices, depending upon the quality of the goods and the condition of the market.

Packing and "Sweating"

After the tobacco has been cured in the large drying sheds, common on Lancaster County farms, stripped and baled in the grower's "tobacco cellar," and delivered to the packing warehouse, the next step is the fermentation or "sweating" of the leaf. Most of the tobacco is sweated by the packer,

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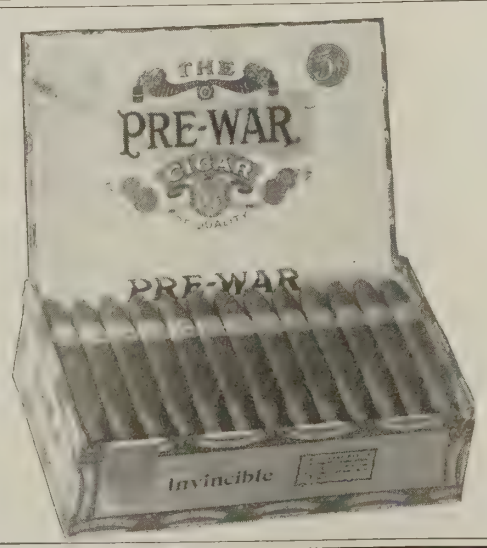
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hough in rare cases the grower will sweat s crop in the case or employ some packer do the work for him at a fixed price of a v cents per pound. Tobacco is packed and eated by the grower usually for the purse of holding it until the most favorable arket presents itself. This system is selm resorted to, however, no matter how or the market, because tobacco loses from to 15 per cent of its weight after going rough the sweating process. And in addin to this fact, the dependence of the ower upon an immediate cash return on his bacco crop will not permit him to wait the g period of time necessary to realize on product when he packs it himself. Tocco is generally regarded by Lancaster unty farmers as their "cash crop" and is ked to to tide them over until the other m crops are sold.

There are two methods employed in sweatg the tobacco. Case sweating, practiced in s county from the beginning of the tocco industry until the bulk sweating pross was introduced a score of years ago, and is still in vogue to a certain degree, alough its uncertainty and costliness in damng the crop have eliminated it to a large ent. Custom claims its followers, hower, and there are still some growers and kers who adhere to the practices of half century ago. It is claimed by the "case eat" faction that the old method is cheaper hough actual fact shows that it is not, beise of the higher amount of damage when s system is followed.

Introduction of Bulk Sweating

Bulk sweating was introduced to the Lanter County industry about twenty years o by federal tobacco experts and experinters who started active work along the s of improving Pennsylvania seedleaf at t time. The bulk sweat has been demonted to be a sure, safe and quick way accomplishing the sweat, or fermentation cess, which is essential to all cigar leaf acco. It allows the packer to determine exact condition of the tobacco at any e during the process and to apply the essary remedies if danger of damage to leaf threatens.

The bulk sweating of the cigar leaf follows delivery of the tobacco to the packer er the grower has stripped and baled it. e bales are opened and each "hand" taken and handled separately. The hands are ken vigorously so that each leaf is fully ned and any loose dirt which might re- n is removed. Before being placed in the at, the hands are sorted according to and each length assigned to a different .

The bulk, as employed by Lancaster nty packers, consists of a platform built a slight distance above the floor level. platform is from ten to twelve feet long about six feet wide with "head boards" ach end which are about five feet high are designed to hold the tobacco in place to keep it from slipping. After being ered with a layer of paper, the platform eady to receive the tobacco.

The hands are laid in the bulk as closely ether as possible with the butts facing ward. Four rows are laid over the entire th of the platform with each succeeding interlapping. The work is done by two working on opposite sides of the platn and the hands piled up evenly to a ht of about five feet. Due to the intering of the rows, the bulk, when comed, is slightly higher in the middle and overed over with rubber sheets.

Artificial Heat Frequently Used

The bulks are generally located in the cel- of the warehouses and often artificial is used to maintain an even temperature. hin a few days after placing the tobacco in the bulk, the temperature of the cigar leaf begins to rise. It is at this point of the process that the great advantage of the bulk sweat over the old system of case sweating is evident. The exact temperature should be known at all times by the packer and he can easily determine this by means of a thermometer in the middle of the bulk which has been previously placed there in a tube. The thermometer is very seldom used, however, as the packers become so expert in determining the correct heat of the bulk that they can judge it accurately with the tips of their fingers.

The sweat is allowed to continue until the temperature of the bulk reaches about 140 degrees. At this point it is torn down and the tobacco removed from the platform, a hand at a time. Each hand is again shaken vigorously and then pressed into cases to undergo the ageing process. The cases ordinarily are stored until the following season when they are sampled and sold to the manufacturing or the jobbing trade. At times, however, when there is an extraordinary demand for Pennsylvania cigar leaf, the tobacco is sampled immediately after it comes from the bulk and is allowed to age after it has been sold.

Some packers who particularly desire to secure a good, uniform sweat continue the bulk sweat by tearing up and rebuilding the bulk. To do this, the top and bottom layers are put in the center of the new bulk and the inside layers are used to form the top and bottom. A reversal of the lateral arrangement of the hands is also followed and the inside layers are used to build up the outside in making the new bulk. This may be done several times, the bulk heating up more slowly after each turning.

Despite the obvious advantages of the bulk sweating method in fermenting the tobacco, the old case sweat system has by no means been abandoned, although far more uncertain in results and productive of a much larger percentage of damage. Case sweating requires less labor and is, consequently, somewhat cheaper in first cost.

Casing Tobacco

When the case sweat is to be employed, the tobacco is packed, after delivery to the warehouse by the grower, in large and very substantially built cases, holding from 350 to 400 pounds of the leaf. The cases are built with inch spaces between the end boards so as to permit excess moisture in the damp leaf to escape. The inside of these packing cases is covered with paper and the seedleaf packed tightly into the case with the butt ends toward the slatted sides of the case. The spongy tobacco is pressed compactly into place by a frame which fits into the case. Additional pressure is exerted by a large press which brings great force to bear on the leaf. After the case is filled, the top is nailed into place and the case numbered. The gross weight is also placed on the outside together with the weight of the case. Due to the fact of the 10 to 15 per cent shrinkage which occurs in the tobacco during the sweat, this is known as the marked weight and differs considerably from the actual weight after the fermentation and ageing processes have taken place.

Damage Often Develops

After the cases have been filled, they are stored in the packer's warehouse, three or four rows high, and begin to sweat. Artificial heat is employed by some packers although the "natural sweat" method is generally followed and consists simply of allowing the tobacco to heat over the warm summer months with no forcing whatever. The forced sweating through artificial heat is often productive of additional damage. It may be clearly seen that this method of sweating is very much more haphazard than sweating in the bulk. It is impossible for the packer to determine how the sweat is progressing inside of the case, and if damage threatens, he is unaware of the fact and is, therefore, unable to employ any preventive measures. On sampling his cases when ready to sell his tobacco, the packer quite frequently finds that "black rot," "mush rot" or "green mould" have attacked his goods and effected considerable damage. Although these infections are also present in tobacco which has been bulk sweated, particularly when the tobacco comes to the warehouses in poor condition and contains a large amount of moisture, it is almost entirely eliminated. The inauguration of the bulk sweat method has greatly raised the standard of Pennsylvania tobacco.

Selling by Sample

When their goods are ready for marketing among the jobbing and manufacturing trade, the packers sell almost exclusively by sample. The samples are supposed to represent the condition of the entire packing and are taken from each case that is to be sold. They are obtained by removing the lid, turning the case upside down and gently raising it from the tightly packed mass of tobacco. Samples are then taken from several places in the case and numbered corresponding to the number of the case. The case is then slid back on the tobacco and the lid nailed on to await delivery.

The sampling is done in some cases by sworn samplers who guarantee that the sample represents the exact condition of the case from which it was taken. The case is sealed after the samples have been removed.

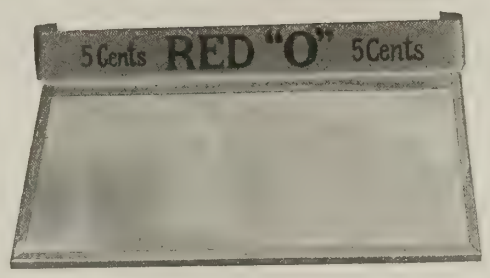
Co-operative Packing

Smoothly running and efficient as the marketing methods in use today are, within the past several years a ripple has appeared on the surface which may, at some distant date, break into a turbulence that will swamp the system now employed in Lancaster County, as it has done in many other tobacco growing sections of the country. The co-operative packing movement is the insistently disturbing factor which has arisen in the Lancaster market and which, while not an overwhelmingly important element in the crop movement at the present time, has drawn considerable attention and comment—favorable and otherwise—although not, as yet, much action.

Four co-operative packing organizations were in action in the county over the last two marketing seasons and three of them survived the early, high priced buying of this season and packed considerable cigar leaf last fall. The total packings of the three companies will aggregate about 2,500 cases,—hardly enough to affect the market, and yet quite sufficient to show that interest in the movement among the growers has not lagged. Born of the low prices which prevailed in this section after the boom war period and the general interest in co-operative movements of all kinds, the packing companies were organized in 1919 and have been operating at a distinct advantage.

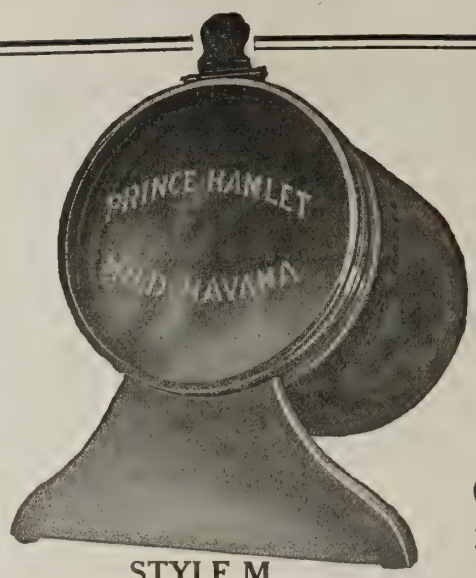
The co-operative plant at Mt. Joy, Lancaster county, was the pioneer in this movement and the similar organizations started at Ephrata, Mountville and Lititz were modeled along the same lines. The grower, upon delivering his crop to the co-operative warehouse, contracts to pay two cents per pound packing charges and to cover insurance on his crop. All of the consignments are kept separate and a U. S. Warehouse receipt is given him which may be used as security for a bank loan. The crop is the property of the grower at all times and is sold only upon his approval of the price offered. When sold, the co-operative organization deducts the handling charges, and the net receipts are turned over to the farmer.

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STYLE M

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STYLE H

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Early Stages and Development of Tobacco Culture in Pennsylvania

Production Did Not Assume Great Importance Until Comparatively Late Date — William Penn Shipped Fourteen Cargoes in 1689 — Serious Efforts at Growing Cigar Leaf Near Ephrata in 1828 — Two Types Now Raised in Keystone State.

By OTTO OLSON

Assistant in Tobacco Investigations, Bureau of Plant Industry, United States Department of Agriculture, Branch at Ephrata, Pa.

TOBACCO has long been produced in Pennsylvania, though its culture never assumed any importance until at a comparatively late date. The colonists brought over by William Penn shipped fourteen cargoes of tobacco in 89, but it is not known just when its culture s begun in the State nor what type of tobacco s used in those early days.

The earliest known attempt to grow cigar f tobacco in the State was made by several mers living near Ephrata in 1828. The cen- of 1839 states that 48,860 pounds of tobacco re grown that year in Lancaster county, ile 10 other counties reported yields ranging m 15 to 46,000 pounds, the total production that year amounting to 325,018 pounds.

The 1919 Tobacco Production

The census of 1919 reports the tobacco pro- tion in Pennsylvania as being 55,884,791 nds, of which Lancaster county produced rly 90 per cent, the remaining 10 per cent ning from York, Chester, Lebanon, Clinton, coming, Tioga, Bradford and Berks counties. Two types of cigar leaf tobacco are now culti- ed in Pennsylvania, Seedleaf, or Broadleaf, Havana seed, but by far the greatest part the tobacco produced is of the seedleaf type, ich is used mainly for cigar fillers, because of aroma, taste and burn. Seedleaf tobacco tures from twelve to sixteen leaves, 12 to 16 nes wide, and 20 to 36 inches long. The ns on the leaves are drawn toward the tip branch out from the midrib at an acute le, which means that when the leaf is finally ched in the cigar the small veins run length- e and do not interfere with the burn. The ed leaf is chestnut brown on its face, with a e olive green shade on the back. The yield acre ranges from 1,500 to 2,500 pounds per

Havana seed tobacco is grown on the sandy r bottoms, from fourteen to eighteen leaves the stalk, and yields from 1,200 to 1,800 nds per acre. This type of tobacco is used nly for binders and stogie wrappers.

Has Unique Place in Tobaccodom

Pennsylvania Seedleaf tobacco has a place in tobacco trade which cannot successfully be d by any other type. It is the great cigar r tobacco, and is recognized everywhere as n, because of its mild aroma, pleasant taste good burning qualities. It forms the basis nearly all the popular brands of medium ed cigars, and its popularity is largely due ts relatively low nicotine content, which in- s a mild smoke, free from any after effects.

The Banner Tobacco County

ancaster county, which produces nearly 90 cent of the tobacco grown in Pennsylvania, tuated in the southeastern part of the State. soil is largely a deep rich limestone forma- of the Hagerstown and Conestoga types, is kept in a high state of productivity by nite farming systems, or crop rotation. In r words, after the tobacco has been har- ed from a field, it is seeded to wheat, clover, lfa and timothy. The following year after wheat is harvested the grass is allowed to w until the third year, when the field is again ted in tobacco. This is called a three-year tion, but most farmers add corn, making it ur-year rotation. The farms are divided three or four fields, which are planted ac- cording to the rotation method followed, with tobacco, wheat, corn and grass.

The Feeding of Steers

The feeding of steers during the winter is a part of this farming system. All of the hay, corn and the straw is utilized on the farm where grown, and great quantities of concentrates purchased in addition. From 65,000 to 80,000 head of steers, or an average of eight head per farm are fed annually in Lancaster county.

This system of farming conserves the fertility of the soil, using over and over again the plant food material of the crops grown on the farm. Commercial fertilizers are used to an increasing extent, in addition to the manure produced on the farms.

The Thrifty People

The thrifty, industrious people are chiefly of German and Swiss extraction, and the numerous religious sects, with their quaint, distinctive garb, give an old world setting to the well kept, neat communities.

Though exceptionally conservative, the farmers are not slow in taking advantage of farming practices developed by experimental work. They are very helpful to one another, and when a new tobacco barn is to be erected all the neighbors within a radius of several miles come to assist, the men with the building work and the women with the cooking.

Certain Monthly Routine

Tobacco culture in Pennsylvania is closely interwoven with other farm practices and lasts practically the whole year. Thus, tobacco seed beds are prepared, sterilized and seeded in April, and the steers cared for; during May the tobacco and corn fields are plowed and prepared for planting, the tobacco seed beds cared for, and the corn planted; tobacco transplanting and cultivation begins in June, also corn cultivation and hay making; the wheat harvest is begun in July, followed by tobacco and corn cultivation, and poisoning of tobacco to destroy insects; tobacco cultivation, topping and suckering take up the whole of August; tobacco harvesting begins in September, and is ended early in October, when wheat seeding and tobacco curing take up the farmer's time, together with the harvest of corn, In November tobacco curing, corn husking and steer feeding are the order of the day, while in December, January and February steer feeding and the stripping of tobacco occupy the busy farmer's hands until March, when the tobacco usually is delivered to the warehouses, though these deliveries frequently begin as early as January.

Standards are Necessary

The great necessity of producing standard varieties or strains of cigar leaf tobacco in Pennsylvania has long been recognized by the more progressive farmers and packers, because the wide divergence of types led to considerable confusion. Much work has been done along this line by experimental agencies, and the results show quite an improvement over former conditions. The trade requirements, however, vary to some extent, and in addition, different soil types and cultural habits make this work extremely difficut.

Work for the Good of All

The Lancaster County Tobacco Growers' Association and the Lancaster Leaf Tobacco Board of Trade are working hand in hand to consistently improve the quality of the crop and the methods of producing it, and the fruit of this work lies in the fact that the average yield per acre of Pennsylvania tobacco is steadily increasing.

East Prospect Cigar Co.

The East Prospect Cigar Co. is one of the most important cigar manufacturing concerns in Pennsylvania, making cigars that sell. The headquarters are at East Prospect. The company specializes in Imported Sumatra and Connecticut Shade Grown wrapper cigars. B. M. Hannigan is the president of this concern, and is also president of the York County Cigar Manufacturers Association. The Airdale, one of the leaders of the company, is a 4⅞-inch Club Perfecto, made of high grade shredded short filler, resweated binder and genuine Sumatra wrapper, which retails at five cents. This progressive establishments also makes the Epco, and the Epco Havana Fives, all of high quality materials, and retail at five cents.

New Lancaster Warehouse

Sam Weinberg, of 121 North Third street, Philadelphia, has recently opened an office and warehouse at 134-136 North Christian streets, Lancaster, Pa., in order to take better care of the Pennsylvania trade. The usual strong lines of Pennsylvania tobaccos are being featured, along with choice Florida and Georgia wrappers. Desirable selections of Havana and Porto Rican tobaccos are also stocked, and cigar manufacturers will find it well worth their while to inspect these excellent offerings. The Liberty warehouse contains a large packing of 1922 tobacco, including merchandise for wrappers and fillers of unusual quality.

G. A. Kohler & Co.

G. A. Kohler & Co., of Yoe, are pioneer cigar manufacturers in that section of Pennsylvania. Besides the Yoe factory, they own four others. Kohler's Handmade and Tobacco Girl are their principal brands. G. A. Kohler & Co. have been established for over 38 years and during that time their cigars have become well established in various sections of the United States. The principals of the concern are S. W. Kohler, C. A. Kohler and J. H. Kohler. Brands made by this house are a guarantee that results will be satisfactory.

Purchases Well Known Brands

The G. & I. Cigar Co. has purchased the Little Trooper and Worthington brands from the Pennsylvania Cigar Co., and are now manufacturing these cigars in their plant at Windsor, Pa. The officers of the G. & I. Cigar Co. are F. K. Galebach and E. Spurgeon Inkrote. The Little Trooper cigar, as manufactured by the G. & I. Cigar Co., is far superior to the old product, as can be attested to by the many jobbers handling this brand. The Worthington cigar is an exceptionally good cigar for the low price of five cents. To produce high grade products, and to give value, is the policy of the G. & I. Cigar Co., and jobbers handling their goods are practically assured of repeat orders.

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Reliable Jobbers and Dealers desiring Merchandise that means good profits to the retailer write

T. C. SMITH

Red Lion, Pa.

SLEEPY EYE



Proof Positive of the Importance of Pennsylvania's Cigar Industry

Tobacco Production (Calendar Years 1881-1921) and Revenue Collected (Fiscal Years 1863-1922) in Pennsylvania

ear	Cigars (Large)		Cigars (Small)		Cigarettes (Large)		Cigarettes (Small)		Tobacco		Snuff	
	Production	Revenue	Production	Revenue	Production	Revenue	Production	Revenue	Production	Revenue	Production	Revenue
863	.....	$93,717.91	.....	.....	.....	.....	.....	.....	.....	$97,137.41	.....	$1,766.03
864	.....	292,784.07	.....	.....	.....	.....	.....	.....	.....	370,568.99	.....	8,970.00
865	.....	725,477.25	.....	.....	.....	.....	.....	$58.06	.....	695.424.32	.....	67,007.25
866	.....	483,735.91	.....	.....	.....	.....	.....	29.70	.....	1,126,253.69	.....	18,664.99
867	.....	587,473.04	.....	.....	.....	.....	.....	.....	.....	1,304,767.77	.....	21,995.22
868	.....	585,955.86	.....	.....	.....	.....	.....	.....	.....	1,009,521.41	.....	26,114.80
869	.....	997,746.32	.....	.....	.....	.....	.....	227.50	.....	1,135,102.06	.....	150,743.11
870	.....	1,168,001.60	.....	.....	.....	.....	.....	89.25	.....	1,236,634.19	.....	31,302.82
871	.....	1,308,143.08	.....	.....	.....	.....	.....	128.25	.....	1,311,242.10	.....	48,159.10
872	.....	1,455,650.45	.....	.....	.....	.....	.....	367.50	.....	1,143,140.75	.....	64,374.38
873	.....	1,679,425.13	.....	.....	.....	.....	.....	274.50	.....	627,861.43	.....	79,932.12
874	.....	1,808,949.34	.....	.....	.....	.....	.....	537.00	.....	358,650.45	.....	76,529.30
875	.....	1,850,745.13	.....	.....	.....	.....	.....	330.50	.....	398,806.69	.....	88,671.50
876	.....	1,963,137.10	.....	.....	.....	.....	.....	403.38	.....	461,739.24	.....	87,549.90
877	.....	1,933,548.26	.....	.....	.....	.....	.....	1,635.38	.....	447,128.76	.....	85,357.72
878	.....	2,083,464.59	.....	.....	.....	.....	.....	1,882.13	.....	409,131.68	.....	81,573.78
879	.....	2,254,088.19	.....	.....	.....	.....	.....	1,564.43	.....	382,541.21	.....	94,392.70
880	.....	2,696,675.97	.....	.....	.....	.....	.....	3,342.01	.....	299,738.89	.....	86,681.79
881	555,949,256	3,071,818.31	.....	.....	.....	.....	706,300	2,862.02	2,184,697	328,634.66	667,074	104,758.60
882	623,846,832	3,493,296.84	.....	.....	.....	.....	682,710	1,850.28	2,167,580	374,414.54	770,638	120,082.32
883	657,436,573	3,208,650.33	.....	.....	.....	.....	423,980	853.49	1,315,795	320,019.89	859,700	120,990.87
884	715,638,530	2,203,089.55	.....	.....	.....	.....	No report	227.90	2,239,099	191,415.55	832,372	62,887.29
885	775,165,146	2,228,374.17	.....	.....	.....	.....	310,950	211.52	2,541,871	210,621.83	723,830	65,518.61
886	847,983,372	2,445,262.63	.....	.....	.....	.....	438,780	356.88	3,108,594	223,623.47	152,638	56,596.10
887	923,602,704	2,800,277.28	.....	.....	.....	.....	1,446,920	192.98	2,565,908	211,554.83	877,039	62,978.92
888	944,711,608	2,923,774.73	.....	.....	.....	.....	19,100	723.46	2,683,414	224,672.80	976,365	75,346.50
889	1,007,819,252	2,949,094.81	.....	.....	.....	.....	943,050	1,278.67	2,715,057	237,852.98	1,050,561	83,660.72
890	1,169,699,963	3,263,550.85	.....	.....	.....	.....	1,906,715	1,046.22	2,786,965	232,531.90	1,304,318	90,909.66
891	1,232,890,889	3,688,683.59	.....	.....	.....	.....	4,296,850	1,438.60	2,912,270	208,470.48	3,083,690	129,214.93
892	1,292,153,822	3,725,022.03	.....	.....	.....	.....	6,319,945	2,768.70	3,053.077	184,254.81	3,885,818	241,608.30
893	1,198,425,323	3,957,061.09	.....	.....	.....	.....	5,001,590	3,187.20	3,024,498	182,250.88	4,642,799	257,921.97
894	1,149,889,460	3,307,911.34	.....	.....	.....	.....	5,384,420	2,553.74	3,170,458	187,567.84	3,822,117	239,305.53
895	1,170,679,341	3,471,587.56	.....	.....	.....	.....	5,303,760	2,818.06	3,123,196	187,440.21	3,663,841	218,019.60
896	1,186,872,627	3,666,952.42	.....	.....	.....	.....	4,187,310	2,570.04	3,064,500	184,728.70	3,589,928	238,378.95
897	1,221,331,244	3,563,319.41	.....	.....	.....	.....	8,299,680	2,016.75	2,965,763	183,643.14	3,783,178	216,999.27
898	1,318,724,665	4,075,675.39	.....	.....	.....	.....	4,760,640	7,743.04	3,096,660	201,603.90	3,681,671	252,532.74
899	1,411,697,974	4,716,932.88	.....	.....	.....	.....	4,290,200	5,629.96	3,308,966	356,718.69	4,607,613	490,787.06
900	1,623,897,875	5,557,916.38	630,010	836.57	123,000	704.16	8,631,020	7,549.50	3,447,013	409,071.23	3,238,541	429,796.10
901	1,830,707,438	5,916,253.02	581,030	682.87	147,350	834.66	24,256,680	20,575.29	4,526,582	441,114.19	4,195,588	453,811.28
902	1,675,765,722	4,962,481.53	338,300	493.02	217,550	828.00	47,055,855	40,126.59	4,081,895	385,882.19	4,526,614	431,271.75
903	1,827,475,038	5,385,399.50	720,050	204.23	265,700	1,128.00	50,872,015	53,138.16	5,373,929	256,910.98	879,412	273,917.85
904	1,892,274,290	5,373,913.33	1,342,600	517.32	165,510	600.00	51,802,645	54,502.20	4,633,357	275,948.83	959,351	319,341.10
905	1,839,820,669	5,491,653.46	3,454,800	1,594.41	122,000	654.03	63,743,845	59,219.09	4,879,290	287,511.32	1,143,294	364,851.63
906	1,923,575,754	5,765,431.57	60,850,720	8,843.04	120,500	718.20	79,475,160	72,999.45	3,918,701	258,478.41	59,516	360,977.73
907	1,983,595,919	5,922,555.42	163,861,460	73,032.89	179,350	837.75	91,544,360	91,622.73	3,965,507	234,111.01	686,492	338,742.42
908	1,755,862,278	5,422,238.68	161,231,350	88,955.07	233,000	1,015.47	101,689,310	96,858.82	4,143,740	243,623.22	7,710,765	385,452.28
909	1,774,858,617	5,322,370.56	170,828,020	80,867.28	170,710	893.55	116,575,675	111,103.52	4,202,293	247,799.94	9,766,237	559,659.09
910	1,878,694,249	5,552,630.30	221,789,270	104,244.90	181,900	775.80	128,755,650	222,200.04	4,653,933	279,496.96	7,361,719	549,553.65
911	1,972,175,173	5,870,522.53	332,664,240	219,216.69	211,780	942.30	104,091,205	128,229.95	4,805,601	366,555.57	971,129	286,220.27
912	1,962,460,574	5,824,366.25	244,610,690	206,572.93	113,470	66.08	109,479,475	133,950.11	5,045,457	393,650.43	10,106	843.89
913	1,974,238,129	6,231,274.92	236,486,050	174,751.01	199,101	734.58	108,869,556	135,977.44	5,221,377	414,708.10	11,195	871.06
914	1,813,453,321	6,102,287.21	398,111,039	252,668.79	174,169	814.86	95,810,823	128,481.18	5,374,232	414,783.30	14,344	1,016.06
915	1,955,169,488	5,496,471.85	364,032,686	285,527.48	380,200	910.26	81,066,410	110,352.70	6,240,873	447,326.40	18,795	1,455.83
916	2,098,687,059	5,842,944.97	290,556,840	237,294.36	688,520	2,279.49	88,877,070	105,326.15	6,727,105	447,777.65	3,540	2,021.86
917	1,865,223,674	6,532,032.10	320,480,347	235,667.09	498,170	2,306.88	84,000,793	114,564.91	5,389,127	455,273.71	13,044	2,841.68
918	1,895,007,116	7,149,518.79	236,222,410	276,610.51	457,860	1,893.54	436,303,249	197,821.75	5,723,301	610,403.39	22,668	2,875.50
919	2,371,093,778	8,438,834.43	192,622,162	146,700.20	487,450	2,842.92	1,336,852,705	1,453,078.18	6,192,490	742,444.98	19,125	2,895.39
920	1,863,108,122	14,063,411.78	116,051,277	211,660.77	534,360	3,689.56	1,910,145,490	4,631,096.26	4,818,477	992,167.68	15,330	3,007.77
921	.....	13,316,788.93	153,693,653	196,375.35	476,130	3,793.28	3,154,182,000	7,658,849.64	4,992,862	851,211.06	8,032	2,514.20
922	.....	11,997,206.99	.....	273,213.15	.....	2,833.49	.....	8,586,320.68	.....	936,908.15	.....	2,411.68

My Boy

u smile and you smoke your cigar, my boy;
You walk with a languid swing;
u tinkle and tune your guitar, my boy,
And lift up your voice and sing;
e midnight moon is a friend of yours,
And a serenade your joy—
d it's only an age like mine that cures
A trouble like yours, my boy!

—James Whitcomb Riley.

D. C. Kaltreider & Sons

D. C. Kaltreider & Sons, who have been in iness almost ever since the weed was first covered in Virginia, make C. & S Bouquet Lord Northcliff cigars in Red Lion. These ars retail at five cents, and are well liked erever placed. The members of the concern D. C. Kaltreider, D. W. Kaltreider and C. Kaltreider.

Moves to Larger Quarters

Associated with Edward S. Brill, of the old blished firm of Wm. S. Brill & Son, is his Maurice Brill. This firm recently secured e spacious quarters at 147 Water street, w York, and will continue to specialize in nsylvania and Wisconsin tobaccos. The ehouse of Wm. S. Brill & Son is equipped for entire manipulation of any kind which these tobaccos require. Constant study on their part of the different crops which are grown from year to year enables this concern to take good care of the manufacturers' needs, and has built up the high reputation which it has so long enjoyed.

C. E. Miller & Sons

C. E. Miller & Sons of McSherrystown manufacture Pure Grit cigars, made to sell at 2 for 15 cents. This cigar is made in four shapes, Panatelas, Londres, Perfecto and Perfecto Grande. The wrapper is genuine Sumatra, and the choicest old blended tobaccos are used as filler. The cigar has wonderfully good burning qualities. Jobbers would do well to get in touch with the manufacturers of Pure Grit, and obtain territorial rights.

T. C. Smith

T. C. Smith of Red Lion, Pa., started his factory in Red Lion about two and a half years ago and since that time has been increasing his business constantly. He makes the Magnet and Sleepy Eye brands, both packed in 50's. The labels are attractive and immediately catch the eye when placed in a show case. Mr. Smith desires some representative jobbers and would be pleased to quote on private brands.

W. U. Blessing & Co.

The cigar factory of W. U. Blessing & Co. is situated at Hellam, Pa. The firm is composed of W. U. Blessing and M. S. Gohn. They are manufacturers of the Ford cigar. The slogans on the box are as follows: "The Smoker's Joy and A Peaceful Smoke." In every part of the world can be found the famous car and the cigar should therefore be an attractive proposition for the jobber. Get it for your territory.

Merchants Cigar Co.

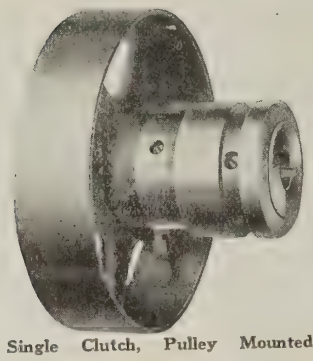
The Merchant Cigar Co., of York, makes the New York Hand Made advertised as a 10 cent quality for 5 cent straight. New York Hand Made is registered in the U. S. Patent Office in Washington, D. C. Particular care is taken in its manufacture. Jobbers can secure this live brand for their territory.

Jacob C. Kling

Jacob C. Kling is a manufacturer of Hanover, Pa. His brand is Lomanco made in three shapes, Perfecto, Invincibles and Corona, selling to the consumer at 10 cents straight. The cigar is mild and aromatic and bound to please the smoker. Jobbers requiring a good 10 cent cigar should get in touch with Mr. Kling.

THE JOHNSON FRICTION CLUTCH

For Use as a Part of Tobacco and Cigarette Machinery



Single Clutch, Pulley Mounted

There are no protruding parts to catch and cause accidents.
All working parts are enclosed in a Cylindrical Dirt and Dust Proof Case.
Hubs made to fit Standard Steel Pulley Bores.
Cast iron pulleys can be used where desired.
No shifting or throwing off of belts. No countershafts necessary.
The Johnson Friction Clutch drives groups of machines direct from line shaft.
Johnson Clutches will operate at any speed thru the use of Self-Lubricating Bushings in the clutch hubs.
They are nicely balanced and *do* run true and without vibration.

Write for Catalog "T"

THE CARLYLE JOHNSON MACHINE CO. MANCHESTER CONN.

LA FLOR DE

BUENITO

Real Value



Superior 5c *Merchandise*

A Cigar that's a SURE DUPLICATOR

Reliable jobbers and dealers desiring a first class proposition write

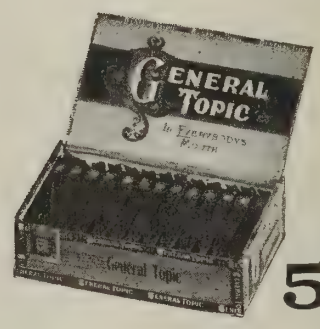
A. F. BURG, East Prospect, Pa.

GENERAL TOPIC

A Sure Repeater

EVERY JOBBER'S PRIDE

Without Defalcation
Value Received



5c

A Cigar that has won the admiration of the most critical smoker

Jobbing Territory Open

HERBERT M. SMITH CO.
RED LION, PA.

I. H. WEAVER CO.

Packers and Dealers in

Pennsylvania Leaf Tobacco

241 North Prince Street -:- -:- Lancaster, Pa.

Progress of the York County Cigar Manufacturers' Association

Statistics Show That York County, Pennsylvania, Has Over 700 Cigar Factories Employing Thousands of People—Association Has Been Big Benefit to Both the Manufacturers and Employees—Various Phases of the Industry Briefly Noted

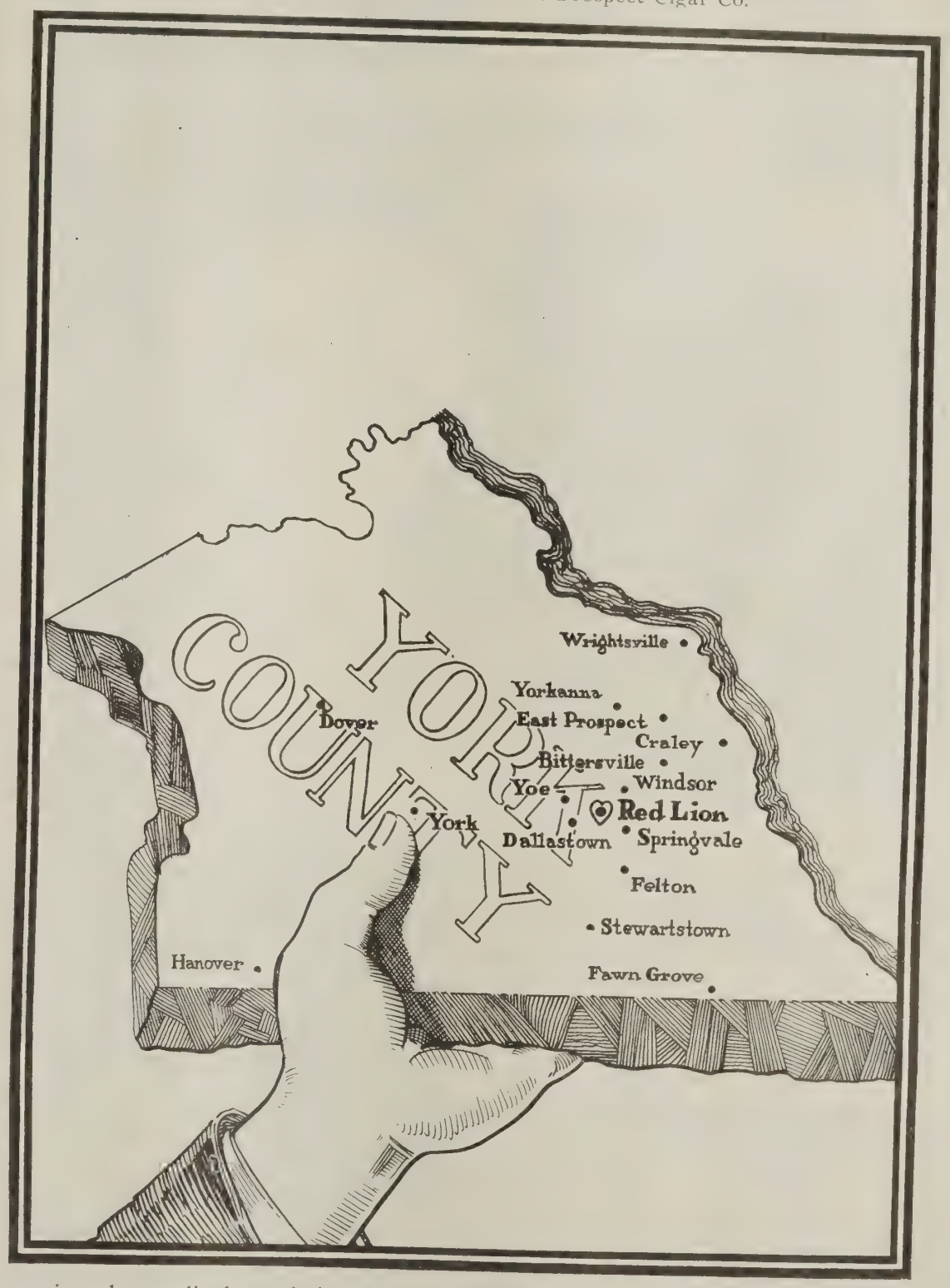
By ROUNDER

SINCE the publication of the previous Pennsylvania number of TOBACCO, a year ago, the York County Cigar Manufacturers' Association has been working diligently for the betterment of the industry. ch progress has been made. The Asso- ion has grown in membership and its stige is felt throughout the entire United es. The jobbers, retailers and the smokers w of this wonderful organization which is ng as their prohibition officer to prohibit the of unfit tobacco in the manufacture of York nty cigars; to uphold fair trade practices to give quality throughout.

he York County Cigar Manufacturers ociation has not only brought about the ding of a quality cigar, but has made the ufacturing more pleasant for the busi- man. Very few people, other than those ed in the handling and selling of cigars tobacco, realize the red tape they must through with the government. Last ember the revenue department decided establish a rule compelling the cigar ufacturer to have all of his tobacco med on his premises. In order to do he would be required to take out a r's bond, and partition off part of his ory for this purpose, as it is against the to get any other than leaf tobacco in a ed place of this kind. This ruling was st an impossibility for the majority of manufacturers in York county. While have large factories, every available is taken up in the manufacturing of s, which is not difficult to see when you mber that one-eighth of the nation's production is manufactured in York ty. It had been the custom before to this tobacco stemmed at private homes ged men, women and children; thereby g them a chance to earn a livelihood this ruling gone through, it would have the manufacturers more money for . It would have closed many smaller ries and made considerably more red The secretary of the York County Manufacturers Association immedi- called the board of governors for a ing and the legislative committee was ucted to take immediate action. It was a short time after the association got e job that the matter was dropped and anufacturers continued with their busi- as before.

The Proposed Sales Tax

other instance of their activity was n very recently when the Alexander bill, r known as House Bill No. 521, which, de a law would have required a 5 per retail tax on all cigars manufactured nnsylvania and sold in this state. To with, York county pays the United s government an annual tax of approxi- y $9,000,000, and to add a State Tax p of this amount would have affected anufacturers seriously, and in more ways one. In the first place, it would have an unfair tax, as it would have been nly by those who used cigars and to- When this bill was proposed very was thought of it, as it appeared lous and seemingly stood no chance of made a law; but the seriousness was ealized when the majority of the other were defeated. It was then that the County Cigar Manufacturers Associa- tion began to act. The president, B. M. Hannigan, with his legislative committee began the fight at the State Capitol; the secretary kept the wires humming with telegrams to the many manufacturers throughout the State, insisting that they instruct their State representatives to work and vote against this bill. Assurances came back that instructions were issued accordingly, and the night the bill was up for its acceptance or rejection, the House of Representatives was flooded with telegrams protesting against the bill. The father of the bill, Mr. Alexander, made a hard fight, but the odds were against him and it was voted to have the bill stricken off the list. The president, Mr. Hannigan, and the legislative committee returned home late that night with another victory for the York County Cigar Manufacturers' Association.



The Association holds its regular meeting the second Monday night of each month, at its headquarters in Red Lion, and a very effective program has been laid out for this year's work.

Officers of the Association

The officers of the Association are:

President, B. M. Hannigan of East Prospect. Mr. Hannigan is also president of the East Prospect Cigar Co.

Vice-president, P. A. Tschop, of Windsor. Mr. Tschop is connected with the Central Cigar Co. of Windsor.

Secretary, Chas. C. Meads of Red Lion. Mr. Meads is secretary of the Meads Tobacco Co. and vice-president of the Inter-State Tobacco Co., of Red Lion.

Treasurer, A. S. Ziegler, of Red Lion. Mr. Ziegler is president of A. S. Ziegler & Co.

It goes without saying, of course, that the

Two Standard Quality Cigars

KOHLER'S Hand-Made

5c

None Better for Value and Workmanship

We have satisfied Smokers for 38 years

TOBACCO GIRL

G. A. KOHLER & CO., Mfrs. :: :: :: :: **YOE, PA.**

Southern Representative
WM. P. DANFORTH
1329 Glenn Ave., Augusta, Ga.

Western Representative
FRANK D. PATTON
624 E. 12th St., Indianapolis, Ind.

Pacific Coast and Southwestern Representative
W. W. HAYNIE
Room 605, Commercial Bldg., St. Louis, Mo.

ROB MANNING



A GOOD 5c SMOKE

SIZE
PRICE
QUALITY
SELL THIS CIGAR

Open Territory for Reliable Jobbers.

QUALITY CIGAR CO.
Red Lion, Pa.

HAVE YOU TRIED



BOLEYN

AN OLD TIME QUALITY

5c

CIGAR

Connecticut Shade Wrapped

Burn and Quality Guaranteed

Samples Submitted to Reliable Jobbers and Dealers

THE AMERICAN CIGAR CO
RED LION, PA.

PENNSYLVANIA

Wm. S. Brill & Son

Packers of

Leaf Tobacco

147 Water Street New York

(Telephone John 2247)

WISCONSIN

icers and Board of Governors work together in perfect harmony. This latter body composed of the following members:

Board of Governors

T. E. Brooks, chairman, president of T. E. ooks & Co., manufacturers of Old Abe ;ars.
C. M. Ehehalt, factory representative for ality cigars.
W. H. Snyder, president of W. H. Snyder Sons of Windsor.
L. E. Sentz, president of the L. E. Sentz ., at Felton.
. H. Rojahn, a member of A. F. Fix & , of Dallastown.

Legislative Committee

. F. Strayer, chairman; T. E. Brooks, M. Ehehalt, C. S. LaMotte, I. H. Rojahn, M. Hannigan and Chas. C. Meads.
The legislative is composed of very efent men. Mr. Brooks is a former assemman and quite familiar with legislative ics. C. S. LaMotte is president of the d Lion First National Bank. Mr. Strayer former vice-president of the Association, Mr. Rojahn is a former president of the ociation. They are all versed in the inacies of the cigar industry, and are ever



S. Zeigler, treasurer of the Association and esident of Arthur S. Zeigler Company of Red Lion

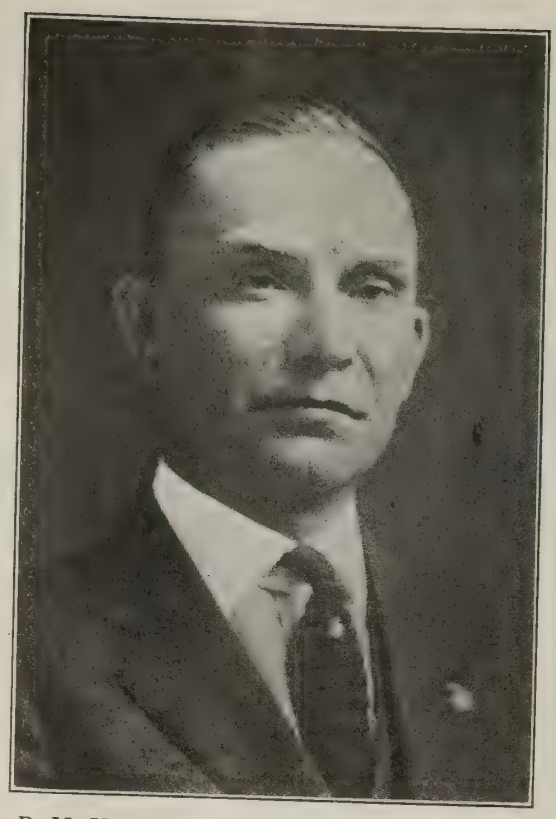
y to see that the members are given fair slation.

Cigar Production

ennsylvania produces nearly one third of he cigars manufactured in the United es, and of this quantity, York county uces more than any other locality. e than one-eighth of the entire output he factories in the United States are ufactured in this county. Five cent s are by far in the majority, although e are also Class B, C and D cigars manured here.

Improvements

in any other business, many improves have been made from time to time, ny one visiting factories ten years ago now, in York county, would not only rprised at the rapid strides that have made, but would hardly recognize them e same concerns, with their added imements. Red Lion alone has 125 cigar ries, all of them up-to-date, sanitary illed with cigar makers. There are also rge number of leaf concerns, manurers of tobacco and brokerage houses.



B. M. Hannigan, president of the York County Assn. and president of the East Prospect Cigar Co.

Labor and Capital Slogan

The slogan had been "quality," now this is changed to "quality and workmanship." To get quality, workmanship must be considered, no matter how well cured the tobacco or how blended, without proper workmanship you will not have quality. The workman here is well paid for his services and strives to make each cigar better. Labor and capital here are very friendly, for labor is satisfied that the manufacturer is fair and honest and pays a very liberal wage. The conveniences of the cigarmaker is always considered and there is no other result than satisfied labor.

York County Association Membership

The following is a list of the membership of the York County Cigar Manufacturers Association:



Charles C. Meads, secretary of the Association since its inception and also secretary of the Meads Tobacco Co. of Red Lion, and vice-president of the Inter-State Tobacco Co. of Red Lion

Acme Cigar Co.....Red Lion.
Ajax Cigar Co.....York.
T. L. Adair & Co.....Red Lion.

T. E. Brooks & Co.....Red Lion.
Buffalo Cigar Co.....Red Lion.
A. F. Burg.....East Prospect.
O. Butternick.....York.
Belvedere Cigar Co.....York.
C. E. Bair & Sons.....Craley.
W. U. Blessing & Co....Hellam.
H. G. Blasser & Co.....York.

Cross Roads Cigar Co...Red Lion.
Cuban Cigar Co.....Red Lion.
Central Cigar Co.....Windsor.
Celestino Costello Cigar Co. .....York.
City Leaf Tobacco Co...York.

C. N. Dellinger.....Red Lion.
S. M. Downs.....Felton.
Diamond Cigar Co.....Wrightsville, R. D.
Domestic Tobacco Co....Red Lion.

East Prospect Cigar Co..East Prospect.
M. A. Emenheiser.....Red Lion, R. D. 1.
Emenheiser Cigar Co....Red Lion, R. D. 1.
Eastern Cigar Mfrs.....Windsor.
Enterprise Tobacco Co..Red Lion.

A. F. Fix & Co.....Dallastown.



P. A. Tschop, vice-president of the Association

J. E. Frey & Co.....Red Lion.
A. S. Frey & Co.....Red Lion.
A. C. Frey & Co.....Red Lion.
W. C. Frutiger & Co.....Red Lion.
C. N. Foreman & Co....Red Lion.
W. H. Falkler & Son....York.
Harry G. Fischel.....Red Lion.
L. G. Frey.....Red Lion, R. D. 1.

Eugene P. Gillespie.....York.
W. M. Gemmill & Co....Red Lion.
C. S. Gable.....York.

The Henrietta Cigar Co..Red Lion.
D. A. Horn & Co.....Red Lion.
The Havana Cigar Co...Dover.
H. L. Haines & Co.....Red Lion.
J. C. Heckert & Co.....Dallastown.

Inter-State Tobacco Co..Red Lion.
International Cigar Co...Wrightsville.

Jacobs Holtzinger & Co..Windsor.
Jacobs Holtzinger & Co..Craley.

The Kaltreider Cigar Co.Red Lion.
G. A. Kohler & Co.....Yoe.
A. W. Kohler.....Yoe.
Kohler, Snyder Co.....Yoe.
Key West Cigar Co.....Red Lion.
D. C. Kaltreider & Sons..Red Lion.
Charles W. Kohler.....Yoe.



ROBERT PEAL

A Sure Duplicator

Real Value **5c** Good Workmanship

A Real Good Cigar That is Made to Sell.

Some territory open for reliable jobbers. Write

J. F. PEELER & SON
DALLASTOWN, PA.

HENRY MILLER



A Cigar Made to Sell

VALUE **5c** QUALITY

An Excellent Combination that Insures Repeat Orders.

Reliable Jobbers Write

RICHMOND CIGAR CO., Bittersville, Pa.

"One of Ours"

This is the title of Willa Cather's book which won the Pulitzer prize as the best American novel of the year.

Pennsylvanians haev for years applied this same affectionate title to Girard—deservedly so.

It is the favorite smoke in the Keystone State, made *right* in Philadelphia.

Antonio Roig & Langsdorf
Established 52 years PHILADELPHIA

GIRARD
Never gets on your nerves



Winget Bunch Machines *Porter Tin Seals*

CIGAR MAKERS' TOOLS

STANDARD FACTORY BRANDS

The Only House in York Carrying a Complete Line of
CIGAR MAKERS' SUPPLIES

ACME SUPPLY CO.
29 East King St. YORK, PA.

Lever Packers' Presses
Section Mould Presses

Binder Tape & Staples for Tobacco Samples.

Pennsylvania Tobacco

All Lancaster County Grown
The Cream of the Rich Northwest Section

Mt. Joy Farm Products Co., Inc.

Co-operative Packers and Jobbers

MT. JOY, PENNSYLVANIA

R. B. Lloyd Tobacco Co..York.
E. N. LaMotte & Son....Red Lion.
La Cuban Havana Cigar Co. .....Yoe.
Lion Cigar & Tobacco Co.Yoe.
F. M. Meads.....Windsor.
C. D. Myers & Co.....Red Lion.
The Meads Tobacco Co..Red Lion.
J. W. Minnich & Co.....Dallastown.
W. H. Myers & Co.....Red Lion.
P. McGuigan & Sons....Red Lion.
McGuigan Cigar Co.....Red Lion.
George W. McGuigan...Red Lion.
McGuigan Co.....Fawn Grove.
Mate & Horn.....Red Lion.
H. F. Martin.....York.
C. C. Miller.....Red Lion.
W. J. Neff & Co.....Red Lion.
Martin Neff & Son.....Red Lion.
E. H. Norris.....Red Lion.
National Tobacco Co....Red Lion.
Red Lion Porto Rico Ci-Red Lion.
gar Co.....
. F. Peeler.....Dallastown.
P. & H. Cigar Co.....Red Lion.
Progress Cigar Co.....York.
Raltzgraff Bros.....York.
S. S. F. Plitt.....York.
Quality Cigar Co.....Red Lion.
Red Leaf Tobacco Co....Red Lion.
S. E. Reichard.....Red Lion.
Royal Cigar Co.....Yoe.
S. E. Rost & Co.....Red Lion.
Roseman Bros. TobaccoRed Lion.
W. H. Raub & Sons.....Dallastown.
W. H. Snyder & Sons....Windsor.
S. H. Smeltzer.....Wrightsville No. 1.
S. E. Sentz.....Felton.
Super 5 Cigar Co.....Red Lion.
S. S. Sentz.....Felton.
Herbert M. Smith.....Red Lion.
Jacob Streavig .....Red Lion.
Daniel Spangler.....Red Lion.
Charles W. Snyder.....Yoe.
W. H. Sechrist & Son....Yoe.
S. H. Sevis & Son.....Springvale.
S. B. Strickler.....Yorkanna.
Strayer & Waughtel.....Red Lion.
Jeremiah Sechrist.....Dallastown.
Superior Cigar Co.....Red Lion.
S. C. Smith.....Red Lion.
S. G. Stabley.....York, R. D. 2.
Star Tobacco Co.....Red Lion.
A. Strobeck.....Red Lion.
Tampa Cigar Co.....Red Lion.
S. J. Throne & Co.....York, R. D. 3.
S. S. Taylor.....Yoe.
Tedal Cigar Co.....Dallastown.
Thompson Cigar Co.....Red Lion.
M. Taylor.....Springvale.
C. Taylor.....Yoe.
Universal Cigar Co.....Red Lion.
A. Winter & Son.....Red Lion.
C. Winter & Co.....Red Lion.
S. A. Waughtel & Co....Red Lion.
John H. Waughtel.....Bittersville.
Wolf Brothers & Co.....Red Lion.
West End Cigar Co.....Red Lion.
E. M. Walker.....York.
Yoe Leaf Tobacco Co....Yoe.
Young Bros.....York. New Salem.
Arthur S. Zeigler.....Red Lion.
F. Zarfoss.....Red Lion.

Emenheiser Cigar Co.

The Emenheiser Cigar Co. is situated at Red ion, Pa., R. F. D. No. 1. They manufacture e famous Judge Taft cigar. This cigar is a iversal favorite and is a cigar of merit selling the consumer at 5 cents. The Emenheiser gar Co. have a very attractive proposition for bbers and dealers.

Eugene P. Gillespie

Eugene P. Gillespie of York, Pa., makes the Pre-War cigar. This cigar is the kind Vice-President Marshall said was required. It is a good nickel cigar, with quality and workmanship Jobbers will find this brand well worth while investigating.

Yorkana Cigar Co.

The Yorkana Cigar Co. is established at Yorkana, Pa. They manufacture the El Tutor brand a superior high quality five cent cigar. They offer to send samples to reliable jobbers and dealers and feel confident that they will duplicate.

Herbert M. Smith Co.

The Herbert M. Smith Co., located in Red Lion, Pa., makes as its leader the General Topic cigar. This cigar is a sure five repeater with every jobber handling this fine nickel proposition. It is good value. Some territory open to live jobbers.

American Cigar Co.

The American Cigar Co. of Red Lion makes the Boleyn, an old time quality 5-cent cigar. It is Connecticut Shade wrapped. Samples submitted to reliable jobbers.

A. F. Burg

A. F. Burg is a manufacturer at East Prospect, Pa. His principal brand is La Flor de Buenito. This cigar is a five center. Jobbers and dealers are offered a first class proposition to get behind this cigar.

J. F. Peeler & Son

J. F. Peeler & Son of Dallastown, Pa., are the manufacturers of the Robert Peel cigar, a good five center. Good workmanship and attractive colors. This cigar is a good duplicator wherever placed. Jobbers accounts solicited.

D. A. Horn & Co.

D. A. Horn & Co., of Red Lion, Pa., are the manufacturers of the Prudential brand. The cigar is a quality one, and a sure repeater. The firm is composed of C. H. Horn, S. P. Flinchbaugh and T. M. Glatfelter, all experienced men, who know how to make a good cigar.

E. B. Strickler

E. B. Strickler of Yorkana, Pa., is a manufacturer of high grade cigars. This establishment is known as the "House of Quality." His principal brand is Politano, a particularly good cigar and a certain repeater.

Richmond Cigar Co.

The Richmond Cigar Co. is situated at Bittersville, Pa. They manufacture the Henry Miller, an exceptionally good five cent cigar. The quality of this cigar cannot be improved upon for the money, and smokers come back for it when they have given it a trial. Your territory should have this brand.

Chas. Sprenkle

Chas. Sprenkle of Red Lion, Pa., manufactures cigars exclusively for jobbers. Jobbers who require private brands for their trade will find Mr. Sprenkle able to fill their wants.

Horace J. Throne

Horace J. Throne, whose principal factory is located on R. F. D. No. 3, York, manufactures the White Spot and Chief Baron brands. These are excellent and attractive brands for jobbers. High class nickel cigars that repeat.

The Quality Cigar Co.

The Quality Cigar Co. has recently established a factory in Dallastown making only quality nickel cigars. Earl A. Rost is the owner and is a young man of experience. The principal brand is Rob. Manning.

Otto Eisenlohr & Bros., Inc.

In Philadelphia, home city of the famous Otto Eisenlohr & Bros., and of its leaders, Cinco, of national reputation, and Henrietta, only a little behind, that concern is spoken of not merely as a great business enterprise, but as an institution indigenous to, and breathing the atmosphere of, the City of Brotherly Love.

Established in Philadelphia in the humblest way, just a little less than three quarters of a century ago, the business developed until it became the first concern to achieve and to hold a production of 200,000,000 cigars a year. During all that time, the firm is admitted, even by its keenest competitors, to have been pre-eminent in the standardization of values, and of prices.

During those long years, it is known that in the ranks of its employees there has never been a contention amounting to the seriousness of a strike. A big and expensive Market Street location was maintained for years as a manufacturing plant solely to keep in self-maintaining occupation workmen who had long served the firm and who could not be employed, by reason of location, in any of the many branch factories throughout the state, but who could continue to serve in the home office and who preferred to do so rather than to be placed in the category of pensioners.

The Eisenlohr factory is really conspicuous among the world's great produceries. It is the result of the growth through merit of a little business which William Eisenlohr established in 1850 at 137 S. 10th Street, in a little one room shop. He knew how to make a good cigar, and he determined never to make other than a standard smoke. It is the rigid adherence to this policy of the founder which has developed the magnificent building of today.

From that little one room shop, still standing, and now used as a stationery establishment, there came the development which enabled the Girard Trust Co., in an early issue of its house organ, *The Girard Letter*, published just two years ago, to describe its 14 tobacco warehouses, 16 stripping factories, and its twenty-two cigar factories, sheltering an employment force of over 5,000 hands, and to say that "Cinco is the largest selling cigar in the United States, having been offered to 55 per cent of the population.

"Here is an example of manufacturing principles which is full of interest to all other lines of industry. Making one or two things so well that the public each year buys a larger and larger quantity of them seems simple enough, but, where many have failed, the Eisenlohrs succeeded, because they always refused to digress in the smallest degree from the standard of their original product. Eisenlohrs use about one-quarter of the Wisconsin crop, nearly one-third of the Lancaster crop, and are the third largest importers of Sumatra tobacco." *The Girard Letter* told at that time an interesting story of wide appeal to all in the tobacco industry everywhere, as follows:—

"A unique personal quantity in the large Market Street wareroom of Eisenlohrs is

BELVEDERE TOBACCO CO.

Dealers in All Kinds

LEAF TOBACCO

Also Manufacturers of Cigar Scrap Tobacco

Specializing in Stripped and Booked Pennsylvania Fillers. Also Stripped and Booked Connecticut and Wisconsin Binders.

Boundary and Court Avenues,
YORK, PA.

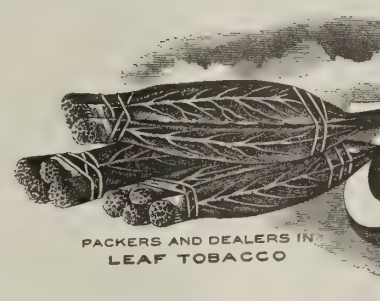
S. WEINBERG

Packer of Pennsylvania
and
Florida & Georgia Wrappers
also
Importer of Havana & Porto Rico

134-136 N. Christian Street
Lancaster, Pa.

Warehouses
Lititz, Penna.
Quincy, Fla.

Main Office
121 N. 3rd St.
Philadelphia, Pa.



PACKERS AND DEALERS IN LEAF TOBACCO

Enterprise Tobacco Co.

MANUFACTURERS OF
CIGAR SCRAP TOBACCO
RED LION, PA.

H. Velenchik S. Velenchik

VELENCHIK BROTHERS

PACKERS OF
LEAF TOBACCO

Lancaster Warehouse
Plum and Walnut Sts.
Lancaster, Pa.

134 No. 3d Street
Philadelphia, Pa.

We are in position to manufacture
LIVE BRANDS FOR JOBBERS
Class A, B or C Merchandise
Interested Parties, Communicate with
CHARLES SPRENKLE, **Red Lion, Pa.**



LOMANCO

A high grade CIGAR, MILD and AROMATIC that is bound to please the smoker
10c Straight
In Three Shapes:—Perfecto, Invincible and Corona. Reliable jobbers and dealers write
JACOB C. KLING, HANOVER, PA.

CHARLES TOLE

Packer of
Pennsylvania Leaf Tobacco
424-426 North Queen Street :: :: :: :: Lancaster, Pa.

KEYSTONE TOBACCO CO.

33 SOUTH DUKE STREET
YORK, PA.

Packers and Dealers
LEAF TOBACCO
Of All Kinds

heir veteran professional smoker, Mr. Burke. For more than 50 years it has been is daily business to smoke cigars for his rm. He is the official tester who picks out amples from the boxes sent in by the vari- us factories, and who sees that standard uality of tobacco, and the correct manner f rolling them, are strictly adhered to. He as smoked from 10 to thirty cigars a day or over half a century and now when fast n seventy is one of the healthiest specimens f men you could hope to see anywhere. And e smilingly observes. 'On Sundays and venings I smoke pretty much all the time r pleasure.'"

It was a significant fact that during 1921, e worst year of business depression that e present generation has experienced, Otto senlohr & Bros. (now incorporated), sold ore Cinco cigars than in any previous year its history. This fact is largely attributed the rigidity with which the firm adheres to e one standard of production.

To make Cinco cigars uniform, the firm lds each crop from two to three years, ellowing and curing until each leaf has ached perfection, and it has at all times any million dollars worth of tobacco on nd; furthermore, every case of tobacco inspected and reinspected, warehouses are uated at points where the world's finest baccos are grown, one of these being the orld's largest warehouse.

This warehouse is devoted exclusively to e long and expert process of curing Cinco gar leaf. In spite of increased shipping st, the corporation has placed all the fac- ies within a radius of a few miles, where ey are directed by a single head and where e employed the most skillful cigar makers. Cinco advertising is nation wide. It is sed on the proposition that there are in e United States about 18,000,000 white nilies. It is customary to figure half this al, or 9,000,000, as the number to whom ality goods are regularly sold. A fair esti- te of cigar smokers allots an average of e to each family. Cinco's advertising is es- ated to reach a total circulation of 4,500,-), and it is therefore believed that the tement that Cinco advertising reaches one of every two cigar smokers in the United tes, is ultra conservative. Following the th of Louis Eisenlohr, the corporation s reorganized, and its personnel now con- s of President Charles J. Eisenlohr, na- ally known through his activities in the M. A.; Vice President, Benjamin R. hty; Treasurer, Harry Dietsch, and Sec- ary, R. G. Cunningham.

Smoking Out Reformers

he president of the Tobacco Merchants' As- ation of the United States told the four hun- dred members in Washington that intensive drives against all forms of tobacco have been inaugurated in the country "with the avowed object of burying tobacco in the same grave with John Barleycorn." Gosh, if these reform- ers are to continue, we'll all have to go to bed when the sun sets and change the name of the country to Sparta.

A Noble Society

But for the work which these tobaccoless re- formers would perpetrate upon a nation of smokers, there flows a compensation. In At- lanta, Ga., there is a chartered organization called the Pipe Smokers' Association, a noble society whose purpose is to save the pipe of our forefathers from being obliterated by the ciga- rette and the cigar.

This organization is being bombarded by peti- tions from all over the country for membership in its folds—by women's clubs. If men are go- ing to smoke pipes, so are women, and future generations will not be surprised to see their women puffing enjoyably upon a meerschaum or a T. D.

The point, however, that is desired to be made is that if smoking among women has in- creased to such a degree that they no longer care to be confined to the delicate cigarette, but want the masculine pipe, then, it might be asked, what chance has the reformer to put tobacco in the grave with John Barleycorn?

Serious Social Consequences

Moreover, while it may be granted that seri- ous social consequences followed in the wake of liquor, it is a rarity to find a man beating his wife or putting his children out into the snow after he has finished a cigarette or exhausted the contents of a pipe. Instead, no family picture of domestic happiness and contentment is com- plete without the husband sitting by a fire and calmly smoking his pipe. Now that his wife is going to join him, the picture will be doubly effective and should be the strongest argument in the world against the abolition of tobacco. Let the women have their pipe and the drive against tobacco will dissipate itself.—*Providence (R. I.) Tribune.*

Meads Tobacco Co.

The Meads Tobacco Co., of Red Lion, Pa., are among the largest leaf dealers, manufacturers, and exporters, in the East. They handle millions of pounds of tobacco annually, and export to practically every country where tobacco is used. The Meads Tobacco Co. are also distributors for high-grade shorts and scraps. C. O. Meads, president of the company, also holds the office of president of the Inter-State Tobacco Co. The plants of the Meads Tobacco Co are equipped with the latest improved machinery, and two large Proctor Dryers, and cover several acres of ground.

According to Census Years

Considering the State of Pennsylvania as a whole, tobacco production during the Census years has shown a remarkable growth since its inception on a commercial scale.

Year	Pounds of cured leaf
1839	325,018
1849	912,651
1859	3,181,586
1869	3,467,539
1879	36,943,273
1889	28,956,247
1899	41,502,620
1909	46,164,800
1919	55,984,791

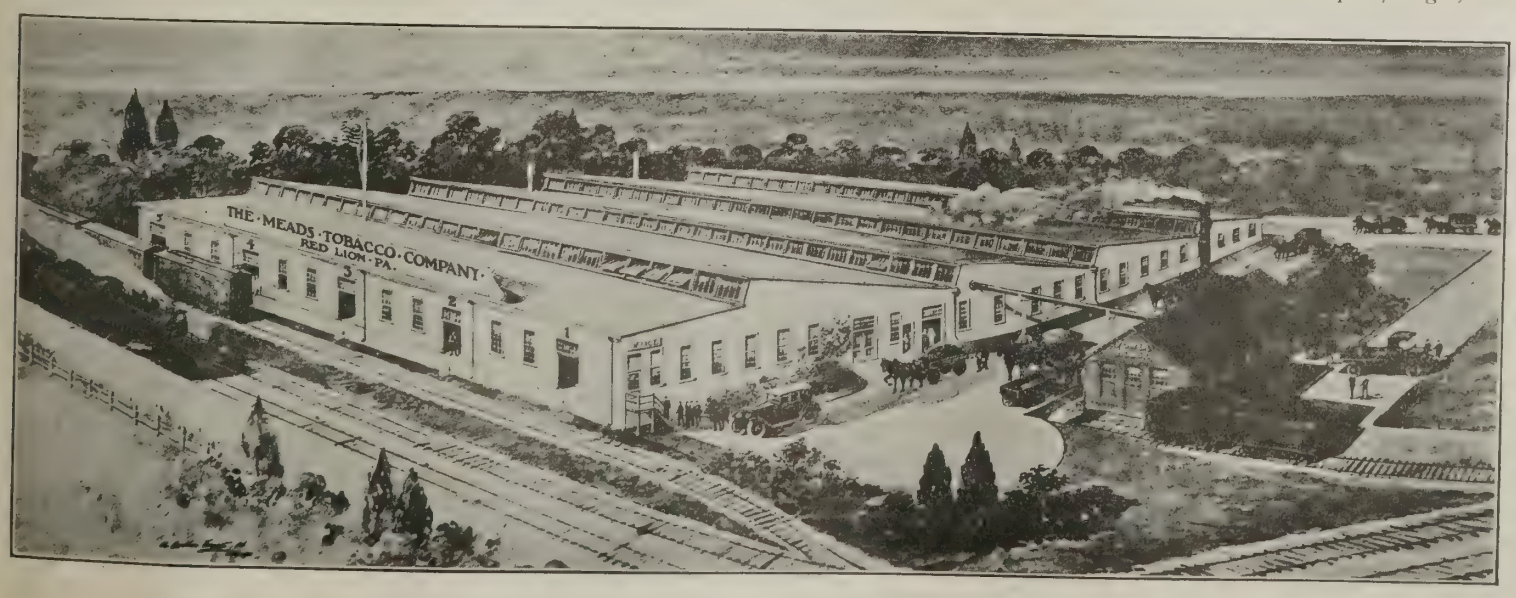
That is, the production in 1919 was over one hundred and seventy times as great as in 1839, when it was just beginning to assume commer- cial proportions.

During the period of this development, Blair is the only county for which no tobacco product is reported for any census year. In many local- ities, however, the culture has never assumed commercial importance. For the counties of Carbon, Clarion, Clearfield, Forest, Lacka- wanna, McKean, Monroe, Pike, Somerset, Ve- nango, Warren and Wayne, no census year shows a production of 1,000 pounds. That is, in one-fifth of the counties the production never rose to commercial proportions.

The State-wide progress has shown several marked stages of advancement. The produc- tion multiplied three-fold in the 40's; and again three-fold in the 50's. During and after the Civil War, in the 60's, little gain appeared; but in the 70's production increased to nearly eleven times the volume of the 60's. Since then, the advance has been more gradual, with a distinct falling off in 1889, followed by fairly steady gains until 1919, when the product was about one-half more than in 1879.

The distribution in the production in the sev- eral counties of the Commonwealth has, how- ever, shown quite remarkable shifts. In 1839, York County produced one-half of the crop re- ported for the State; with Lancaster, Dauphin and Northumberland following far behind, but next in importance. Westmoreland, Fayette, Union, Lehigh and Philadelphia reported from 1,000 to 20,000 pounds each.

By 1879, the culture had reached its widest expansion. In that year, Blair and Carbon were the only counties reporting no crop and from all but twelve other counties, yields of more than 1,000 pounds were returned. The follow- ing counties each reported the production of 150,000 pounds or more, stated in their relative order of production. Lancaster County, which now produces about nine-tenths of the entire State yield, has led the progress in actual yield and in proportion of the entire production for Pennsylvania.—*Pa. Dep. of Agr., Bulletin.*



Main Plant of the Meads Tobacco Co., Red Lion, Pa.

MINKOFF LEAF TOBACCO CO.

Importers, Packers and Dealers in

LEAF TOBACCO

210 West Grant Street :: :: :: :: Lancaster, Pa.

John F. Nissly & Co.

Packers and Dealers in

Pennsylvania Leaf Tobacco

Lancaster, Pa.

Madame Butterfly

Cigars

WILL BRING
MUCH PLEASURE
TO YOU

America's Biggest Value

We have a good proposition to offer to alert jobbers.

PROGRESSIVE CIGAR CORPORATION
12th and Race Streets PHILADELPHIA, PA.



TASTES differ in smoking as well as in other matters. That's why Bayuk Products include quality cigars to suit different individual tastes to perfection. And it makes selling easy.

BAYUK BROS., Inc.

Originators of the
BAYUK INIMITABLE BLEND AND
BAYUK INCOMPARABLE BRANDS
PHILADELPHIA

New York, 119 Lafayette Street Phone Franklin 3166



To the Cigar Manufacturers and Jobbers of the United States and Canada

We have sent you our latest folder showing illustrations of 65 Advertising Specialties for the Cigar Trade such as Box Lids, Can Covers, Display Stands, Show Cases for Cigars and Cigarettes, Change Trays, Cigar Cutters, Showcase Moisteners, Cigar Lighters, Tobacco Cutters, Signs and Electric Displays, etc.

This circular showed a Sample assortment of our very extensive line.

Did you get the circular?

Do you want more information and prices?

Let us help you in your Selling Campaign.

Make use of our new, original and successful specialties.

THE BRUNHOFF MFG. CO.
CINCINNATI, OHIO

Eastern Office:
113 Maiden Lane W. S. LAKAMP, Mgr.



SEAL OF LEXINGTON CIGAR

A Genuine 10c Hand Made Product. Blended Havana Filler and Broad Leaf Binder.

Open Territory Assigned to Jobbers Only.

THE JOHN C. GUY CO., Inc., Lexington, Kentucky

Wisconsin Market Featured by Stemming Sales

Independent Farmers Who Have Been Holding for Binder Prices Seeing Things in Different Light—A 1921 Packing Purchased—Some Disagreement as to Weights.

EDGARTON, Wis., May 28.—The market for independent stemming continues to furnish some movement. The independent farmers who have dickered along with crops "betwixt and between" with the hope of getting binder prices for their crops, began to change their minds as soon as their product started to warm up and shrink in the sheds. They are deciding to let it go while it weighs well.

The General Cigar Co. is understood to have purchased some more binders from the pool in the bundle. While not a large buy, it was a very welcome sale for the co-op. Every crop that goes saves some work for their scanty assorting crews.

Old Goods Sold

The market for old continues healthy as usual. Carle & Co. purchased the Equity 1921 packing at Cottage Grove. It consisted of 400 cases. While perhaps not a sale to a manufacturer, this last sale a few days ago confirms several weeks sustained movement of old tobacco in cases. There has been a lot of binders absorbed for this time of the year by this steady movement, too.

Poolers Are Busy with Spring Work

The interesting by-play of the pool and its members has distinctly lulled the past two or three weeks, since deliveries have waned, and the growers have stayed on the farms attending to the Spring rush of work. There is no more of the excited curbstone oratory, and vitriolic heckling going on now as the members are scattered around on the farms, with no opportunity of meeting and hashing things over. A little spark flies occasionally at the few deliveries, but it is not enough to have much significance. Some disputes have arisen when crops recently weighed in the sheds by the pool as in the assorting grades, have been called in as stemming. Some farmers are still refusing the pool officials permission to weigh up their tobacco in the shed as in the grade it is marked at.

Disagree on Weights

The pool officials have attempted to have the buyers of the stemming grades take in the crops weighed up in the sheds as binders, and then delivered as stemming, at the weights in the shed when weighed. This has been refused them, however, and it has been taken in in the usual manner. It has shrunk four or five per cent in the interim. If the pool sticks to the shed weighing agreement with the growers, it will have to stand the difference. It will amount to a quarter to a half-cent per pound.

Seed Beds in Fine Shape

The weather the past week has been excellent growing weather. The corn is just peeping through the ground, and the seed beds are coming along in fine shape. It looks as though the government's estimate of a 12 per cent increase for the 1923 tobacco crop of Wisconsin is about right. If anything, perhaps, it is a little high.

W. Dickenson & Son have just opened their fourth warehouse in the state. This one is at Soldiers Grove.

A. B. Shannon, F. A. Greenhut, and Tom Burns, all of the General Cigar Co., were in the market here last week.

A. J. Ross, of Dayton, Ohio, representing H. Fendrich & Co., was with us the past week.—BADGER.

H. S. Cullman Accepts Vice-Chairmanship

Announcement has just been made by Franklin Simon, chairman of the Trades Committee of the Arbitration Society of America, that Howard S. Cullman has accepted the post of vice-chairman and will co-operate with Mr. Simon in his work of enlisting the support of all the trades and industries in Greater New York for the educational program of the society.

Mr. Cullman is a member of the firm of Cullman Bros., tobacco merchants at 161 Front street, New York City, and is one of the best-known men in the tobacco trade. He has long been an effective, if unostentatious, worker in social and philanthropic movements and is a cordial believer in the principle of arbitration in settling disputes. He has expressed hearty sympathy with the effort of the Arbitration Society to further the use of this money-, time- and friendship-saving method of adjudicating controversies, and in a letter to Mr. Simon has assured him of all possible co-operation when called upon.

Revenue Collections

WASHINGTON, D. C., May 28.—Taxes collected on tobacco products in April amounted to $23,991,680.45, according to the Bureau of Internal Revenue, as compared with $19,440,615.79 for April of last year. The taxes collected on large cigars were $3,565,581.06 in April this year as compared with $3,279,534.05 in April last year. On small cigars they amounted to $61,731.30 in April this year as compared with $74,580.01 in April last year. On large cigarettes the taxes collected were $10,773.04 as compared with $8,503.49 and on small cigarettes they were $14,132,076.17 as compared with $10,359,199.95. On snuff of all descriptions the taxes collected in April, 1923, were $593,305.23 as compared with $506,126.32 in April, 1922. On chewing and smoking tobacco the taxes amounted to $5,536,693.28 as compared with $5,141,651.02 and on cigarette papers and tubes they amounted to $89,284.44 as compared with $68,942.20. Special taxes collected in April this year from manufacturers of cigars, cigarettes and tobacco amounted to $555.14 as compared with $1,139.09 in April last year and miscellaneous collections under repealed laws relating to tobacco were $1,680.79 in April this year as compared with $939.66 in April last year.—LAMM.

Many Cuban Seed Beds Reported Ruined

HAVANA, Cuba, May 23.—Reports reaching Havana state that nearly all the tobacco seed beds which had been prepared for this year's supply of tobacco plants in the Vuelta Abajo district of Pinar del Rio province had been beaten down or washed out by the recent heavy rains that have fallen. This will not only entail considerable financial loss, but will necessitate another preparation of the beds for the next year's crop. The rainy season seems to have started much earlier this season than it did last, and it caught the tobacco growers unprepared for the emergency.

In the Quaker City

Meredith Kohlberg, of E. L. Kohlberg & Son, is looking up the Philadelphia trade this week and making many new friends in the City of Brotherly Love.

Program of N. C. L. T. A. Convention

The forthcoming two-day convention to celebrate the 25th anniversary of the National Cigar Leaf Tobacco Association, June 4 and 5, promises to be a most notable event in the history of the cigar leaf tobacco trade.

The official program, briefly stated, is as follows:

Monday, June 4, 10 a. m. First session, meeting called at the rooms of the Merchants' Association, ninth floor, Woolworth Building.

Afternoon free to your friends.

"The only way to have a friend is to be one."

Evening, 8.15 p. m. Music Box Revue, Music Box Theater, West 45th street.

After theater, supper at Luchow's, 110 East 14th street.

Tuesday, June 5, 10 a. m. Second session. Meeting called at rooms of the Merchants' Association, ninth floor, Woolworth Building.

Afternoon free to renew acquaintances.

Evening, 7 p. m. Banquet at Waldorf-Astoria Hotel.

Entertainment Committee

The Entertainment Committee is composed of John H. Duys, of H. Duys & Co., chairman; Chas. W. Duignan, of Stern-Mendelsohn Co.; Harry S. Rothschild, of Cullman Bros.

Associate Committee

Henry Fisher, William Levison, Jack Marqusee, John L. Fielding, Jerome Kohlberg, Sanford Goldberg.

North Carolina Auction Men Criticise Co-ops

Tobacco Warehousemen, Bankers and Lawyers Assail New Marketing Plans and Methods of Securing Contracts—Indulge in Genuine North Carolina Barbecue.

WILSON, N. C., May 26.—Yesterday was a red letter day in the history of the North Carolina Auction Tobacco Warehouse Association. Its fifth annual convention was held at beautiful Silver Lake Park, five miles from Wilson. Every train arriving in Wilson yesterday morning brought warehousemen, bankers and business men to see what kind of a stunt was going to be pulled off, and when the meeting formally opened at 11 o'clock more than 400 warehousemen and others were present. They came not alone from North Carolina, but from Virginia, from South Carolina and a few from Kentucky. Among the prominent bankers present was R. H. Boswell, president of the Farmers Bank of Wilson, probably the first banker in eastern Carolina to raise his eloquent voice in the Chamber of Commerce in Wilson, in Greenville, in Rocky Mount and in other places last season in defense of the auction method of selling tobacco.

Comradeship in Evidence

It was a gathering where good fellowship prevailed. Nothing was done behind closed doors—all present were cordially invited to hear and see what was said and done. They listened with rapt attention to the eloquent, polished and finely equipped lawyer, W. A. Lucas, and to the nestor, not in age, but in wisdom, of the courtly and distinguished Bruton. Several from South Carolina and Virginia declared in open meeting that with men like these two upon the stump the chains would soon fall from those who had been entrapped into signing the co-operative contract.

J. F. Brinkley, who has so capably served the association for two years as president, and B. B. Sugg, the best secretary and treasurer any organization ever had, were both at their posts.

At eleven o'clock President Brinkley, in a few well-timed remarks, opened the convention and called upon Robert W. McFarland, editor of the *Tobacco Farmer*, to welcome the convention to Wilson on behalf of the press. Mr. McFarland paid a glowing tribute to Wilson's two live daily papers, stating that they had always endeavored to convey to their readers the truth regarding the tobacco situation. That living as they did in the largest to-



A few of those attending the Fifth Annual Convention of the North Carolina Auction Tobacco Warehousemen, at Silverlake Park, near Wilson, N. C., May 25, 1923

bacco market in the world and, therefore, coming in daily contact with farmers from every section, they were probably more interested in tobacco than others which had frequently gotten garbled reports of conditions, not warranted by facts. He criticised the warehousemen for not furnishing to the press of the country news of the tobacco world, for, said he, "I am greatly indebted to many papers for giving space to many of my feeble attempts." At the conclusion of his address, which was punctured with witty things, carrying no stings and with bare reference to his papers, he introduced to the audience the Honorable William A. Lucas, of Wilson, one of North Carolina's most brilliant lawyers and one of Wilson's foremost citizens.

Discusses Supreme Court Decision

Mr. Lucas said in part:

"The Supreme Court of North Carolina, in the much heralded and discussed cases of the Co-operative Association against Jones and the same plaintiff against Harrell gave to the Association only the right to live in that it held as constitutional the act under which the association was organized. It held as constitutional also the provision of the act that the association was entitled to injunctive relief for the breach or threatened breach of the contract. This decision was no surprise to the overwhelming majority of people who had given the question any consideration, and was a disappointment only to the most sanguine and optimistic.

"It must be remembered that these cases were not heard upon the facts underlying the execution of the contract by the defendants. A question fraught with much more danger to the Co-operative Association will be presented when these same cases are heard by a jury charged with the duty of determining whether the execution of the contracts was induced by fraud or misrepresentation. It is common knowledge among even the most ignorant of laymen that a contract induced by fraud is not binding on one on whom the deception has been practiced. The general doctrine of fraud as applicable to these cases resolves itself into four elements: (a) a false representation of a material fact; (b) made with knowledge of its falsity or in reckless disregard of its truth or falsity; (c) made for the purpose of deceiving and (d) which does in fact deceive.

"Hundreds, even thousands, of farmers have stated to those with whom they advise that they were induced to sign the Co-operative Marketing agreement upon the statement made to them by representatives of the association that the open tobacco market had gone out of business and that the only opportunity the farmer had of disposing of his crop was through the Co-operative Association. The statement that the open market had gone out of business was a false statement, made either with knowledge of its falsity, or in reckless disregard of its truth or falsity, certainly made for the purpose of deceiving, and in thousands of cases did actually deceive those to whom the statement was made.

"The act under which the association was organized did not authorize the organization of the Co-operative Association until its organizers so designated in the Act should secure contracts of tobacco producers of a sufficient number to control fifty-one per cent of the crop, based upon the pounds of 1921. Until this condition was complied with, this child could not be born legitimately. The condition has never been complied with and the Co-operative Marketing Association has never had alegitimate birth. The fact that its organizers passed a resolution, which was false, declaring that contracts sufficient in number and amount had been executed to control fifty-one per cent of the tobacco crop, based upon the pounds raised in 1921, could not by any practice of magic convert falsity into truth. If these organizers knew of the falsity of the resolution adopted by them, the least that can be said is that they acted in bad faith with the State of North Carolina, whose Legislature passed the law with this provision written in it. If they did not know the truth they acted with a recklessness in regard to the truth that must meet the intelligent condemnation of all people. Is it not true that a farmer who

(*Continued on page 70*)

Cleveland's Tobacco Trade Going in Fair Shape

Progress Noted in the Buying, Selling and Distributing Channels—Standard Advertised Brands Maintaining Steady Clip—Quality and Co-operation Win Success.

CLEVELAND, Ohio, May 26.—The business of buying and selling tobacco in all its varied forms, and through the many different distributing mediums, is progressing in very fair shape. We are not seeing any phenomenal spurts or rises in business, but then we cannot expect anything on that order. We are, however, on a road that leads to a good, substantial and steady business, and that, after all, is about all we dare wish for. Standard, advertised brands are maintaining a steady clip. New brands are meeting with a varied degree of success, depending upon the brand and how it is put across; or, perhaps I should say, the endeavors made to put it across. It takes more than just an announcement that such and such a brand will appear, to make it a success. It takes real backing and plugging, advertising, and, above all, teamwork, co-operation between manufacturer and distributor, distributor and retailer. Then, too, the brand must have the quality. It must be a cigar offering to the smoker a value for his money. The smoking public is no longer fooled. To be anything like a success, a cigar must give smokers something worth while for their money. To satisfy the smoker is now, and should always be, the aim of everyone in this grand old game.

Manila Cigars

We were very glad to receive, this week, Horace R. Kelly, who called on the trade with his well-known line of high-grade Manila cigars. Cleveland is a very good market for Manila products, and Kelly always manages to land lots of good orders for his brands from dealers here.

Pleased with Distribution

Ed N. Adams, representing the José Escalante Co., Tampa manufacturers, called on the Fifth City trade this week. Adams was indeed happy to see how many of his brands are placed through this way by the Pyle & Allen Co., which distributes the Escalante products in this territory.

Crowds at Races

The Fifth City hotels were crowded last week with the many visitors who came for the big Maple Heights racing meet. Retail stores all report a slight increase and the hotel stands a large increase in business as a direct result. Followers of the turf are also followers of a good cigar, and the ones that pick the winners can usually pick the best in the smoke line.

For Dry Slitz

I. Zamore came here this week in the interests of the fast-selling 4 for 15c. stogie, Dry Slitz. This stogie is amazing the populace with a continued and steady good sale that is making for a good figure on the right side of the important ledger at the Baer-Wolf Co., which distributes Dry Slitz stogies in this neighborhood.

A Visitor

Ed Marlin spent a few days in this territory during the week working on the good La Mega cigar. No dealer in town would think of being without a goodly supply of every size of this brand.

At T. M. A. Convention

A. D. Goodman, head of the big jobbing concern bearing his name, left us the other day, bound for Washington to attend the big Tobacco Merchants' Association convention. Mr. Goodman was a very representative delegate from this city, as no one knows the ins and outs of the cigar game here better than he does.

A Fine Business

Met Dave Rosenblum, the owner of the fine store at Superior and E. 105th streets, the other day. His answer to my query as to how business was came in just the way one would expect. "Just great" was the reply, and he went on to tell me that every day sees more and more customers lined up on his side, and when once there they stick—this according to Dave.

For Falk Tobacco Co.

A. Berkowitz, of the Falk Tobacco Co., was a very welcome caller this week, escorted by popular Harry Burrows, of the same concern. It certainly made Berky feel good to see Tareyton and Serene in all the best locations in town, with no good store failing to sell many of both.

For Kaywoodie Pipes

A. Hanauer spent a few days "in our midst" this week in the interests of the fast-selling products of the Kaufmann Bros. & Bondy Co. The Kaywoodie pipes are certainly fine articles, and Hanauer manages to bring back with him many orders for just this brand alone.

Congratulations

Congratulations are forthcoming to J. C. Sholes, city salesman for the Samuel Mechalovitz Co., who recently quit the ranks of the livers of a single life to join the ranks of the Benedicts. The boys all extend to J. C. their best wishes for a completely happy marital life.—HERB.

Vega del Reys Go Both Ways

That good cigars will sell all over the world has been demonstrated by S. H. Furgatch & Co., of 501 East Seventy-fifth street, New York. Last week that progressive cigar manufacturing establishment made an import shipment of Vega del Rey cigars to London, England, and another worth while lot in the opposite direction, to Honolulu, Hawaii. The Vega del Rey is one of the Furgatch leaders.

UNITED STATES TOBACCO EXPORTS DURING MARCH, 1923

Figures Compiled by Department of Commerce. Value Stated in Dollars

ARTICLES, AND COUNTRIES TO WHICH EXPORTED.	UNIT OF QUANTITY.	MARCH— 1922 Quantity.	MARCH— 1922 Value.	MARCH— 1923 Quantity.	MARCH— 1923 Value.	NINE MONTHS ENDING MARCH— 1922 Quantity.	NINE MONTHS ENDING MARCH— 1922 Value.	NINE MONTHS ENDING MARCH— 1923 Quantity.	NINE MONTHS ENDING MARCH— 1923 Value.
Tobacco:									
Leaf tobacco	Pound	32,966,605	10,486,761			341,530,328	123,736,405	[7] 229,472,475	[7] 77,846,167
Bright flue-cured	do			9,780,315	5,070,686			[2] 24,726,940	[2] 12,027,823
Burley	do			627,227	225,253			[2] 1,377,499	[2] 397,625
Dark-fired Kentucky and Tennessee	do			10,662,334	2,033,517			[2] 20,478,136	[2] 3,948,995
Dark Virginia	do			3,251,563	1,683,365			[2] 27,360,611	[2] 15,323,263
Maryland and Ohio export	do			687,350	56,319			[2] 2,824,955	[2] 279,375
Green River (Pryor)	do			1,369,464	432,839			[2] 4,350,647	[2] 1,359,525
Cigar leaf	do			31,574	18,062			[2] 39,427	[2] 25,023
Other leaf tobacco	do			5,230,686	1,974,718			[2] 17,769,744	[2] 5,515,870
Total	do	32,966,605	10,486,761	31,640,513	11,494,759	341,530,328	123,736,405	328,400,434	116,723,666
Exported to—									
Belgium		1,674,941	172,102	1,377,199	113,673	16,896,107	2,124,342	17,100,842	1,994,724
Denmark		264,200	69,157	401,197	57,683	2,793,083	551,487	3,893,367	759,998
France		8,177,253	791,624	2,651,930	432,790	30,393,167	3,656,801	21,063,438	3,060,009
Germany		1,468,802	154,814	1,479,365	167,443	21,949,524	3,722,153	22,680,575	3,319,198
Italy		28,199	15,700	4,395,075	950,625	31,086,932	7,171,484	26,252,495	5,613,694
Netherlands		581,426	51,569	1,216,035	124,162	16,953,577	3,146,320	13,648,256	2,222,906
Norway		91,220	24,989	115,904	45,666	2,676,378	779,560	3,135,375	1,184,205
Portugal				155,170	12,260	3,998,554	781,059	3,523,303	482,413
Spain						12,509,536	1,434,952	6,289,500	982,837
Sweden				1,026	1,074	2,346,618	535,734	3,637,104	808,009
Switzerland		147,416	41,304	11,685	3,565	2,391,247	645,420	1,206,418	282,910
United Kingdom		13,166,988	6,362,009	10,375,799	6,057,944	136,477,231	77,076,490	126,252,522	68,882,914
Canada		560,947	283,307	763,166	360,226	11,824,516	3,479,599	10,306,923	2,684,317
Mexico		60,914	19,567	16,201	4,765	2,428,064	517,615	325,067	104,265
Haiti		165,402	34,333	248,046	53,030	1,079,444	239,436	1,078,011	227,988
Argentina		42,219	14,906	393,377	138,452	944,571	290,546	2,427,089	782,794
China		2,591,829	763,730	3,514,038	1,121,609	15,945,896	6,048,360	27,250,124	8,604,077
Hongkong		78,414	20,125			319,469	65,985	1,242,002	234,094
Japan		96,116	35,036	749,504	417,636	1,985,745	874,453	2,342,239	1,286,021
Australia		1,986,567	1,130,636	1,951,716	924,366	13,278,820	6,406,142	13,154,594	6,736,811
British West Africa		759,676	233,911	883,914	281,481	4,225,220	1,331,292	7,039,493	2,117,712
French Africa		358,616	79,994	118,547	26,089	1,849,738	408,437	3,951,846	753,615
Other countries		665,460	184,648	818,619	200,220	7,176,891	2,450,718	10,699,941	3,598,155
Stems, trimmings, and scrap tobacco	Pound	1,094,057	41,096	408,169	25,213	6,836,209	340,008	6,327,287	491,045
Manufactures of tobacco (total)			2,698,424		2,035,973		15,897,962		18,083,287
Cigars and cheroots	Thousand	31	1,380	100	2,682	477	17,863	719	23,689
Cigarettes	do	1,002,397	2,453,776	937,498	1,793,966	6,398,677	13,845,992	8,292,420	15,900,838
Exported to—									
Panama		17,314	65,915	13,637	36,336	124,326	498,895	153,253	441,141
British India		1,500	4,500	9,758	25,019	109,010	286,168	90,936	230,289
Straits Settlements		83,100	124,384	30	107	690,750	963,139	770,040	1,082,484
China		747,239	1,710,962	735,395	1,369,893	4,569,910	9,283,768	6,330,169	11,928,689
Hongkong		87,500	373,800	18,000	32,250	285,800	1,210,870	218,350	635,835
Philippine Islands		17,955	77,187	5,951	21,252	129,146	545,790	122,161	389,210
Siam		24,718	30,257			185,618	236,757	218,805	285,961
Other countries		23,071	66,771	154,727	309,109	304,117	820,605	388,706	907,229
Plug tobacco	Pound	300,535	144,164	360,942	181,381	1,943,286	979,769	2,888,654	1,527,374
Smoking tobacco	do	124,769	66,389	67,979	45,411	1,972,025	732,717	757,590	486,075
Other tobacco manufactures	do	163,538	32,715	50,916	12,533		321,621	560,689	145,311

[1] July 1 to Dec. 31, 1921. [2] Jan. 1 to Mar. 31. [7] July 1 to Dec. 31, 1922.

April Cigar Production Makes Fair Averages

WASHINGTON, D. C., May 26.—The following comparative data of tax-paid products indicated by monthly sales of stamps are obtained from the statement of Internal Revenue collections for the month of April, 1923, as compared with April, 1922. (Figures for April, 1923, are subject to revision until published in the annual report):

Tax-Paid Products Withdrawn During the Month of April in the U. S.

	Withdrawals April, 1922 Number	Withdrawals April 1923 Number	Number	Per Cent
Cigars, large, Class A	190,182,215	194,631,225*	4,449,010*	2.33%
Cigars, large, Class B	119,676,193	122,604,657*	2,928,464*	2.44%
Cigars, large, Class C	180,104,263	203,918,013*	23,813,750*	13.22%
Cigars, large, Class D	8,179,045	9,214,435*	1,035,390*	12.65%
Cigars, large, Class E	3,251,828	2,165,192–	1,086,636–	33.41%
Total	501,393,544	532,533,522*	31,139,978*	6.21%
Cigars, small	49,720,007	41,154,200–	8,565,807–	17.22%
Cigarettes, large	1,180,440	1,495,256*	314,816*	26.66%
Cigarettes, small	3,453,060,850	4,710,544,617*	1,257,483,767*	36.41%
	Pounds	Pounds	Pounds	
Snuff, manufactured	2,811,813	3,296,140*	484,327*	17.22%
Tobacco, manufactured ...	28,564,591	30,759,305*	2,194,714*	7.68%

Tax-Paid Products from Porto Rico for the Month of April

	Withdrawals April, 1922 Number	Withdrawals April 1923 Number	Number	Per Cent
Cigars, large, Class A	4,502,095	8,746,525*	4,244,430*	94.27%
Cigars, large, Class B	598,675	169,840–	428,835–	71.79%
Cigars, large, Class C	5,322,050	4,239,750–	1,082,300–	20.33%
Cigars, large, Class D	.....	28,350*	28,350	.....
Cigars, large, Class E	.....	1,000*	1,000	.....
Total	10,422,820	13,185,465*	2,762,645*	26.50%
Cigars, small	1,000,100	2,000,000*	999,900*	99.98%
Cigarettes, large	10,000	95,000*	85,000*	850.00%
Cigarettes, small	1,000	1,000	.....	.....

Tax-Paid Products from the Philippine Islands for the Month of April

	Withdrawals April, 1922 Number	Withdrawals April 1923 Number	Number	Per Cent
Cigars, large, Class A	7,934,860	16,979,768*	9,044,908*	113.98%
Cigars, large, Class B	123,435	619,560*	496,125*	401.93%
Cigars, large, Class C	44,281	163,896*	119,615*	270.12%
Cigars, large, Class D	300	55–	245–	81.66%
Cigars, large, Class E	100	190*	90*	90.00%
Total	8,102,976	17,763,469*	9,600,493*	119.22%
Cigarettes, large	600	1,000*	400*	66.66%
Cigarettes, small	5,800	147,440*	141,640*	424.54%
	Pounds	Pounds	Pounds	
Tobacco manufactured	137	102–	35–	25.54%

* Increase. – Decrease.



MADE IN BOND

IN A FULL LINE of IMPORTED SHAPES

Each size is a perfect value and made of the finest Imported Cuban tobaccos, under climatic conditions and methods similar to Havana.



Office—TAMPA, Florida—Factory

Chicago Retail Business Going at Regular Gait

The Call for Nationally Known Brands Increases Each Day—Advertising Creates the Demand—Retailers Devote Large Portion of Display Cases to Popular Sellers.

CHICAGO, May 30.—A canvass of the city trade, finds retail business for the early summer going along at its usual gait. The call for nationally known brands increases each day, due it is stated to the advertising being done here. Retail dealers who formerly featured private brands now devote a large portion of their show cases to popular brands.

Very few factory salesmen from out of town have been here this week.

Wm. A. Vorhauer & Co. are featuring in the newspapers Heineman's Lord Baltimore, 10 cent Waldorf size. Another big seller with this progressive house is Marshall Field.

Progressive Selling Campaign

Calling at Many-Blanc & Co., I found sales manager William Waldman very busy. They have just finished a selling campaign on the north side and placed in 1,872 stores Shrine, Henry the Fourth and Poppers Ace. A fleet of seven auto trucks loaded with cigars and two salesmen to a truck are now covering the South side, and a box of all three brands are left with each dealer called on. Billy says this is a quick way to get distribution as the north side dealers have already begun to repeat. On the sales force is Gus Licouris, a cousin of the King of Greece. Gus has a large Greek following here and sells thousands of cigars each day.

Credit Association Meetings

The Chicago Association of Credit Men will meet hereafter at the Hamilton Club, 20 South Dearborn street. Meetings are as usual every other Thursday and supper is served at 6:00 P. M. sharp. Twenty-six local wholesale houses and cigar manufacturers are members of the cigar division. P. J. Gilberstoof, credit manager of the General Cigar Co., Inc., is the Division chairman. Important credit matters are discussed at each meeting.

To Feature Pay Day

The Superior Cigar Co. of Red Lion, Pa., through its local agent, Peter J. Bauer, has placed with Iwan Ries & Co., 104 North Wells street, the new 5 cent Pay Day cigar. Just as soon as the opening shipment arrives, a large selling campaign is to be started by the entire sales force of Iwan Ries & Co.

La Estrella

E. P. Oakes has returned from Louisville and announces that La Estrella, the first Java wrapped cigar to be made in Key West, will shortly be on sale in the Chicago stores. The E. H. Gato Cigar Co. will wage a large window display campaign on La Estrilla, which will be in 5 sizes, selling from 10 cents to 3 for 50 cents. The Parker-Gordon Cigar Co. which distributes La Estrilla in its various territories, is sending in heavy duplicate orders.

Duplicating Constantly

Big chief Miller, of the Frank P. Lewis Cigar Co., was a visitor here this week calling on Iwan Ries & Co. who distribute the Emerson cigar so success-

Patterson Bros. Tobacco Corporation

Richmond, Va.

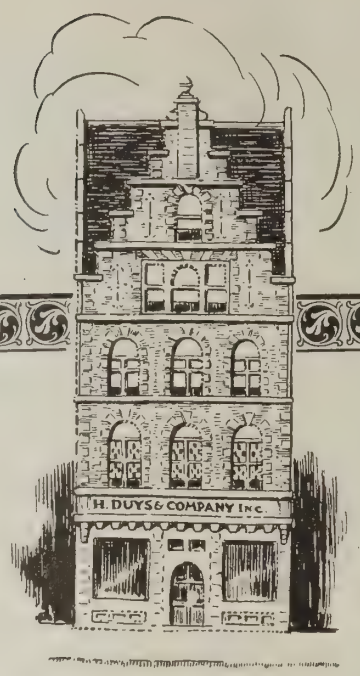


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CIGARETTES

Retail 20c. for 20

A Superior Cigarette



New Crop Sumatra Tobacco

Do you realize that 95 per cent of the time of our principals, representatives and employees, is occupied in the buying, selling and handling of Sumatra and Java tobaccos?

This makes a business of 15,000 to 18,000 bales per annum, possible, a record that has never been surpassed by any one firm at any time.

H. DUYS & CO., Inc.

142 WATER STREET NEW YORK

American Headquarters for Sumatra and Java Tobaccos

fully in the Chicago market. Miller stated that in all territories where Emerson, Java wrapped cigars, are placed the duplicate orders come in each mail. The Frank P. Lewis Cigar Co. have their factories at Peoria and are the largest cigar manufacturers in Central Illinois.

The Taste Is Mild But a Strong Seller

Leo Weiss of the Antonio Roig & Langsdorf, Philadelphia, was a recent visitor. He states he will again take over the State of Illinois. Bob McCusker, who has been taking care of Chicago, has been transferred to Ohio and Indiana. A large new window cutout featuring Girard cigars has just been received by Iwan Ries & Co., who are now busy placing them in the dealers' windows. Girard for mildness has always been a ready seller here and is on sale in all the better stores.

Planco cigars are placed with many dealers.

To Take European Rest Cure

Ludwig Lasker, sales star de luxe for Perfecto Garcia & Bro. has sailed for Europe where he will take a much needed rest.

Theo Selle, the West North avenue restaurant man, features Pancho-Arango made in bond in the 25 cent and 3 for $1 sizes.

Having Good Trade

Ran into Eddie Klein of the Cortez Cigar Co., on his recent visit. Eddie says the summer trade is good and his orders for Cortez are rather heavy these days.

Busy Booking Orders

Ernest McKenzie of the I. Lewis Cigar Mfg. Co., is kept very busy these days. With such leaders as Cobs, John Rustin, Flor de Melba and S. Seidenberg After Dinner cigars Mac is kept on the jump with his sales crew booking the orders.

Herbert Tareyton in Evidence

Have not seen Robert Brunston the Falk Tobacco Co.'s sales manager here, for some time. But Bob must be around as the show windows are full of the "Monocle Man," the new life-size figure sign which features Herbert Tareyton cigarettes.

Out of Dry Dock

George Grant, who recently suffered a serious auto accident, is again around booking orders for the Wm. J. Seidenberg Corp.

Closes Import Deal

Perfecto Garcia & Bro. report the closing of a very important deal in Milwaukee with the Lewis-Leidersdorf Co., which will feature in all of its retail stores and throughout the territory it covers Perfecto Garcia, clear Havana cigars. This brand for some time past had been in the hands of the Buxbaum Cigar Co.

Queen City Star on Job

Phil Jacobs, president of the Cincinnati Cigar Co., was a recent visitor. While here he called on the trade with his representative, Pete Bauer, and with the combined efforts of this pair of stars Camel cigars were placed with the following sub-jobbers: Crocker-Asher Cigar Co.; Cass Bros.; Thomas Slader, South Shore Tobacco Co., and White Bros., of Joliet. Camels come packed in 10s and are listed at $35.

Boosting Blackstones

Wilkie Collins, representing Waitt & Bond, is here doing special work pushing the Blackstone cigar for Ettlinger Bros., local jobbers. Blackstones are on sale in all the better stores.

Turning in Many Orders

Ben Herzberg is now covering the South side in a brand new auto for Iwan Ries & Co. A. F. Nold who works the suburban towns is turning in many orders for Girard Emerson and Pancho Arango. General Manager Iwan Ries and Sales Manager William Tobias, take care of the club, hotel and loop trade and their three leading brands are stocked by all the dealers.

Over the Top

Clarence Hirschhorn, who is chairman of the cigar division of the United Drive for $2,500,000 is a busy man these days. Ably assisted by several leading members of the trade and due to his untiring efforts the allotment for the cigar trade has gone over the top. Busy managing one of the largest cigar jobbing houses here, Clarence Hirschhorn devotes much time to charity. His firm is sole distributor for Harvester, Mozart, El Producto, Detroit hand made and other brands of reputation. At present a Harvester bill-board campaign is being waged and the new posters are very, striking.

Becomes Sole Owner

Jose Perez is now the sole owner of Perez & Oakes, local cigar manufacturers at 24 West Washington street. They manufacture De Perez and Adorato, two brands that are on sale in a number of loop stores.

Good May Business

May business is very good at both the Loop stores of Fred L. Wells. As usual Optimo and Ravisloe Club, from A. Santella & Co., are having the big call.

Edward Wodiska arrived this week and is busy showing the trade the cigars of Gongalez & Mendez, Inc., of Tampa.

Chas. Rubey of P. J. Rubey & Co., South Chicago jobbers, has returned from the T. M. A. convention.

For Displaying Blue Bars

Mr. Fletscher is here for the American Tobacco Co., giving the dealers a fine new crisp one dollar bill where he finds Blue Boar cigarettes displayed on the show cases. I saw him hand Gus Strange, manager for Fred L. Wells an "Iron Man."

Sandy Stuart passed through on his way home. Sandy was taken seriously ill in Kansas City and had to give up his trip.

Mrs. Maud Callaghan of Cass Bros. is back from Washington where she attended the T. M. A. convention.—H. L. H.

Halpern Assets at Auction

PHILADELPHIA, Pa., May 26.—The following official notice has been made public:

"In the District Court of the United States, for the Eastern District of Pennsylvania.

"No. 8296. In bankruptcy. In the matter of Halpern Cigar Manufacturing Company, bankrupt.

"To the creditors of the said bankrupt:

"Notice is hereby given that on the 4th day of May, A. D. 1923, the said Halpern Cigar Manufacturing Company was duly adjudicated bankrupt; and that the first meeting of creditors will be held at my office, Rooms 601-04 Stephen Girard Building, Philadelphia, on Monday, the 4th day of June, A. D. 1923, at 11.30 o'clock in the forenoon, at which time the said creditors may attend, prove their claims, appoint a trustee, examine the bankrupt and transact such other business as may properly come before said meeting. All proofs of debt must be filed with the referee within one year from date of adjudication.—WALTER C. DOUGLAS, JR., Referee in Bankruptcy.

Buys in Local Market

Adolph Loeb, of K. Straus & Co., the Philadelphia cigar manufacturers, was welcomed to the New York leaf market last week. Mr. Loeb made considerable purchases of fancy tobacco for his organization.

Keystone State Revival

I. M. Jacoby, of Meyer & Mendelsohn, has returned from Pennsylvania. Mr. Jacoby is confident of the future prosperity of the Keystone State, and notices a decided improvement in business conditions there.

Off to Hartford

Ira Strouse and Leopold Holzman, of Strouse & Holzman, leaf dealers, are paying a flying trip to Hartford this week to inspect the shade-grown crop.






Light a Harvester
It's a cigar men
~ a real one
10c
2 for 25c
15c
MOZART
CIGAR
Mild as a May Morning
~ and as fragrant
Adlon
A Cigar of DISTINCTION
10c · 2 for 25c · 15c
FORTY 44
Treat yourself
to
"That Good Cigar"
44
2 for 15c
DUTCH MASTERS
CIGAR
From sunny islands across the seas come the wonderful imported tobaccos that make Dutch Masters – "so sweet – so mild"
Try One!
Smoked from TIA JUANA to KULSHAN
El Sidelo
CIGAR
10c · 2 for 25c · 15c · 3 for 50c
DURING 1923
these attractive window strips will clinch many a sale started by "Consolidated" newspaper advertising. On dealers' windows they are daily inviting smokers to Consolidated brands—another way of making
Better Cigars—
Better Known
CONSOLIDATED
CIGAR CORPORATION
Hechscher Bldg 5th Ave. at 57th St.
NEW YORK

Co-operation and Other Trade Topics Discussed

F. A. de Pilis Sets Forth Views On Various Important Features of the Tobacco Industry, in a Letter to Charles Dushkind, Managing Director of the T. M. A.

In a letter to Charles Dushkind, managing director of the T. M. A., F. A. de Pilis, vice-president of Patterson Bros. Tobacco Corporation, of Richmond, Va., and New York, sets forth his views on various important features of the tobacco industry, as follows:

CHARLES DUSHKIND,
Tobacco Merchants' Association,
5 Beekman street, New York City.

Dear Mr. Dushkind:—The advanced hour at which I first had the opportunity of addressing the convention of the Tobacco Merchants' Association forced me to be brief, and therefore, I take this opportunity to repeat my thoughts and explain them more in detail.

I said frankly at the New Willard Hotel that I felt during the two days of the convention in Washington that it is extremely unjust to you to let you carry the whole burden of the work of the organization without your getting the proper support from all the three branches of the industry, the leaf growers, the manufacturers and the distributing organizations, and I explained in a few short words why I put the tobacco growers in the first place.

I am extremely gratified that Secretary Hoover came personally to address the convention and that he tok that opportunity to point out the importance of the tobacco industry from the point of view of national interest, but I would like to add that, while tobacco is the third most important export industry of the United States of America, and while 10 per cent of the entire export business from America to foreign countries is represented in leaf tobacco and products, the most important side of the tobacco industry lies in the fact that tobacco growing is the second most important industry in the Southeast of the United States.

Tobacco Planting

Secretary Hoover pointed out that the farmer in the United States will have to fight bravely the situation which will develop from the fact that the European countries are slowly recovering in the Southeast and east of Europe, and, instead of importing agricultural products, will soon be again able to export. The situation, however, can be greatly improved if a co-operative association system is built up for the benefit of farmer and consumer, exterminating the middle men.

The farmer has so far been deprived of the benefit of his work. He has received low prices and marketing has been arranged in such a way that he has had to accept the offered prices for all his products, and leaf tobacco in particular. The United States Government is interested in the prosperity of the farmer for more than one reason. The importance of the production of food became clear during the war. In fact, the final outcome of the war was based upon the strongest supplies of agricultural prime materials, and not upon the results of the conflicts of arms. The farmer is the owner of a piece of land, which he loves more than any other tradesman his shop, and this piece of land is a part of the United States of America. So the prosperity of the country and its destiny is closer to his heart than to any other citizen.

I have pointed out quite frequently that I am not afraid of the possibility of national tobacco prohibition, but I share with you the opinion that the enemies of personal freedom are waiting for any opportunity to force their narrow-minded legislation upon us, and if this is not possible in the form of Federal laws, they will try to do so in some of the individual states. While the tobacco industry is the third most important industry in the United States, it is the regard which exists for the tobacco planter which protects us from any foolish attempt of curtailing the tobacco industry more than the regard for the huge manufacturing concerns. The tobacco crop for the southern planter himself is practically the only "cash crop" he has. From the earnings of his tobacco, the planter buys clothes for his family and pays his school and tax bills.

I am in favor and have been for many years of organizing the tobacco planters into co-operative associations, and I am following with the greatest enthusiasm the work of Oliver Sands and others in this respect. The co-operative organizations in the United States are just at the beginning of their development and are of very little importance in comparison to the Raifeisen organizations in Europe. In Europe the members of the co-operative associations are responsible, with every cent of their fortunes and with every chair in their houses, for the welfare of the organizations, and, therefore, the power and credit of the same is unlimited. The management of the co-operative associations supplies the farmer in Europe with seed, tools, any kind of agricultural machinery and with credit on the basis of the expected harvest as the crop grows. The management of the co-operative associations direct their members how much and what kind of crops they should plant.

The development of the organization of the tobacco planters' associations shows that with the growing importance of the same, bigger men are selected to head the organizations. With every day's greater experience, the tobacco planters will realize more and more the advantages they have in belonging to such organizations and in the same proportion the influence of the leading men will grow. They will have the confidence of the tobacco planters which the latter never had in agents, and the buyers of the large manufacturing concerns, and in the leaf tobacco merchants.

Our tobacco manufacturers may ask what interest will they have in seeing the tobacco planters organized in such a way instead of trying to get leaf tobacco as cheaply as possible, and I would like to answer such a possible question. Several years before the beginning of the war, tobacco planting was so unsatisfactory that even in many districts of Virginia people dropped the same. In the years 1918 and 1919 the demand grew so rapidly that the prices for tobacco reached tremendous heights and embarrassed the industry. Then, when, after the experiences of 1918 and 1919, the tobacco planter, encouraged with his good results, put larger acreage in tobacco and spent his savings in the purchase of fertilizer, we saw a most fantastic drop in the prices of leaf, which not only ruined thousands of tobacco planters but the greater part of the smaller independent tobacco and cigarette manufacturers in the United States. Even the largest companies had to face tremendous losses in leaf tobacco in comparison with the purchases they had made in the years 1918 and 1919.

We do not want to have too low prices, in order to keep the planter interested in cultivating the valuable weed. We do not want to have too high prices so that our industry will be able to meet international competition on the world market, and our tobacco planters will be able to export the surplus of their production. We want to avoid great fluctuations in prices, which are harmful for the planter, as well as for the manufacturer, and, therefore, the co-operative planters' associations will be beneficial for the whole industry, and we may expect that its leading men will be able to judge how they can set their prices without harming the export of leaf and tobacco products and the home industry.

At this occasion, I want to come back to the prediction which I made in the early weeks of 1920, when I visited the city of Havana. The price of sugar at that time was 32c. per pound. I said in an interview at that time that the exaggeration in speculation of sugar prices would deprive Cuba of the great advantage the island had at that time of recovering the world market which she had gained in the World War, and which she had lost in the three decades previous. Sugar production in Belgium, Saxony and Bohemia had ceased, and Cuba had, from 1919 until 1920, a kind of monopoly

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

Mill-Factory and Main Office
NEW HAVEN, CONN.

-Salesrooms-

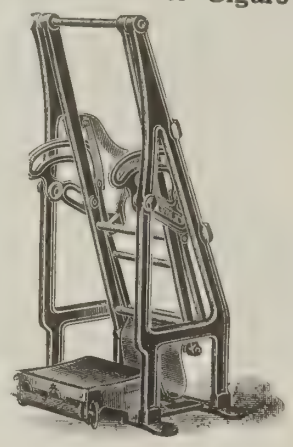
NEW YORK
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THE STANDARD BUNCH MACHINE

Will Cut Your Cost and Make Better Cigars



Patented

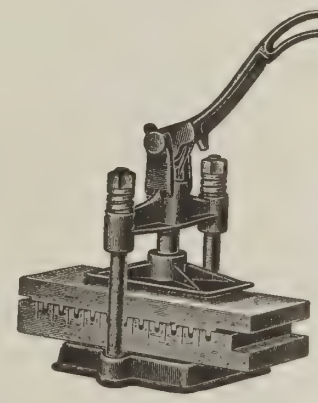
6,000,000 Cigars Daily

are made in the United States on the **Standard Bunch Machine.** Why not make yours on the machine that is used by the makers of the best and largest selling brands in the country. Put your cigars in the same class by using the **Standard Bunch Machine** which produces workmanship superior to hand work and makes a saving of 40% on Binders and 10% on Fillers.

Price $35.00 F. O. B. Detroit

Write us for particulars and free trial offer

THE
STANDARD SHORT MOLD LEVER PRESS



Patented

Features No Other Press Has

When pressure is released, the handle will remain up and can be operated with one hand. With our specially hardened springs, this Press will give all molds a positively uniform pressing, taking care of variations of thickness of the molds, and pressing the entire length of the mold, insuring an even pressure to all the bunches. Our Press weighs but fifteen pounds and occupies less space than any other press on the market.

One Mold Size, Price $5.00 each
Two Mold Size, Price $6.50 each
Net F. O. B. Detroit.

Worthy of its name—STANDARD. Almost indestructible. Different in construction. The most pressing power with the least effort. Adjustable in a few seconds.

STANDARD BUNCH MACHINE CO.
3960 Chene Street
Detroit, Mich.



EMANELO

Highest Grade

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in that commodity. The unwise abuse of the situation, however, encouraged the countries with similar climatic conditions to plant sugarcane wherever possible, and in other districts, where it was impossible to plant sugarcane, the sugar beet was introduced. This will spread more and more, and I personally consider the districts of Nebraska and North and South Dakota especially fit for the introduction of sugar beet. If Cuba had recognized the situation and raised the price only from eight to twelve cents per pound, she could have defended her position. So my prediction came true, and Cuba lost forever her chances of dominating the world market in sugar. Unwise abuse of a situation in whatever direction it may be, forces reaction.

I have pointed out in the Dixie number of the trade paper TOBACCO that in many European countries tobacco planting has been taken up, and especially in some of the African colonies, the French and British governments are encouraging tobacco planting. Inasmuch as our prices are justified by the difference in quality of our goods, those experiments will never become a serious menace to us, but if our prices of leaf tobacco are too high, strong efforts will be made to encourage tobacco planting in other countries and will finally bring about similar results as those in the sugar industry in Cuba.

Therefore, again I am gratified to see that men thinking in terms of national economy, and not considering their private interests only, are now in a position of taking the lead in tobacco planting.

Tobacco Industry

It is not necessary to point out that no other branch of the American industry enjoys similar prosperity as that of the tobacco industry. It is not generally known, however, that some of the greatest fortunes in the United States have been made in connection with the tobacco industry, which affords greater chances for unusual profits and does not have equal speculative risks as do oil or steel or cotton. With great regret I observe the price-cutting movement by the manufacturers, as well as by the retailers. This is especially foolish at the present time and nothing can be achieved by it. In fact I do not understand how the management of some of the large companies can justify, at this particular time of prosperity in tobacco manufacturing, any kind of reduction of prices which means nothing else than a waste of the property of their shareholders. I can say this frankly, as we are not affected and do not intend to follow any such policy, and I believe that we have a stronger position with the public when we come out in the open and declare that the quality of our prime materials, as well as our wrapping material, makes it impossible for us to join in such a movement. Further, I believe that the main body of consumers in the United States fully realize that *price-cutting cannot be carried on without a reduction in the quality* of the products. I believe that some of the finest brands in the United States in the last few weeks have been discredited and ruined by this movement, and I come back, therefore, to the statement I made at the New Willard Hotel; that in selecting representatives of our industry in a body such as the Tobacco Merchants' Association we should not take into consideration the capital of the company represented, but the men themselves who are delegated.

I have said repeatedly that some big men look smaller when approached, and I do not hesitate to say in this letter what I pointed out in my statement in Washington: that it is much easier to pay dividends in a company of $100,000,000 or $150,000,000, where the interest is produced even in spite of mistakes, than in smaller concerns.

It is not necessary to speak about the prosperity of our cigarette industry, but I only want to repeat again and again that a $3 tax upon cigarettes is unjust and that the increase in production of cigarette consumption must be considered a plebiscite against any restriction of the use of cigarettes.

The pipe, which foolishly has been considered for some time a form of smoking not fit for the best homes and in the drawing-room, has become, during the last few years, more popular. This movement has come to us by way of England, and in this connection I want to say a few words about another extraordinary phenomenon in our industry.

There are certain products in the world which all countries import directly from the land of their origin, like astrakhan, caviar, claret from Bordeaux, champagne from Rheims, and Epernay and Hoch and Moselle from the Rhineland. Virginian tobacco is the most popular tobacco in the English-speaking countries, and it is only natural that Virginian cigarettes and Virginian smoking tobaccos are exported to all countries; and in fact, the British-American Tobacco Co. and others are selling American-made tobacco products to all countries of the world. But we see that there is another movement on foot to reimport to the United States of America, British-made goods manufactured from Virginian and other American leaf. We even see that some concerns are making arrangements to manufacture in America smoking tobaccos and cigarettes made of American-grown tobacco under the labels of British concerns. To illustrate how extraordinary this phenomenon is, we can realize it if we think what impression would be made if firms in Tampa and Key West manufactured Havana cigars and reimported them to Cuba; or, if manufacturers in Havana of Havana leaf cigars did so under the labels of Tampa and Key West. Can we find any better proof of showing a lack of good judgment and an absolute lack of consideration of the interests of the home industries and national economy?

The cigar industry came to the convention with complaints about unfair trade methods. A few of the speakers, misjudging the situation, wanted to get their own way and protect cigar smoking at the expense of the cigarette. As we are more interested in the manufacture of pipe tobacco than cigarettes, we could feel the same way, but I consider every move of that kind very foolish. We must follow a policy similar to that of the agrarian organizations before the war in Europe. We must present one front from the tobacco grower to the tobacco distributor, including all branches of the industry. Just as the agrarians in Europe fought as one man for the interests of the smallest and least important branches of their industry, so we *must present one front and fight wherever there is danger to any one belonging to us.*

The cigar industry, however, must understand that some of the reasons for the lack of increase of cigar smoking cannot be removed, and I clearly see that, to a certain extent, the same applies to pipe smoking. We are living in a time of great hurry. To light a cigar means to smoke it for fifteen or twenty minutes and we do not always have sufficient time for that. We can light a cigarette between the acts of a play and before entering a drawing-room; and while it takes longer and greater preparation to smoke a pipe than to smoke a cigarette, we can empty a pipe before finishing it, but we must throw away a cigar. The cigar however, of good quality represents an amount of money equal to a package of cigarettes, and that is a fact which must be faced. Many other handicaps to the industry, however, can be removed. The main reason for the lack of increase in cigar production lies in the fact that the cigar industry is dependent to a greater extent on manual labor than are the industries of smoking tobacco and cigarettes. Just think of the difficulties which the Porto-Rican concerns have had in the last few years with the employees' labor.

Another handicap to the industry is the lack of a central organization, and the selfishness of the distributing concerns which are furthering only a few of their own brands. *If the cigar manufacturer would organize a committee, I would most unselfishly assist them to improve their situation and advise them to undertake many things which I do not want to mention in this letter.*

Distributing Organizations

I had the opportunity in Washington of expressing my opinion about the distributing organizations to representatives of many trade and daily papers, and pointed out to them, as I did at the meeting of the convention, that the dictatorial and patronizing ways of some of the distributing concerns are becoming unbearable. If our manufacturers—big and

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small—would come to the conclusion that their strength lies in co-operation, we could meet the situation effectively. Chain organizations are nothing else but united dealers. Where they are dealers only, there is no objection to their organization growing. *Where the chain organization is acting as the agent of a manufacturing concern, the individual stores should bear the name of the latter;* so, as I have explained before, the consumer will be aware and will know that he is not buying his goods from an independent store, but from the retail department of a manufacturing concern whose paramount aim is selling its own goods. If we manufacturers would stick together and say that we do not want to have our goods distributed through such organizations, we would soon have very good results.

Of course, in every situation I believe that a friendly understanding is preferable to any use of power or influence, and I am a very great advocate of bringing tobacco growers, manufacturers and distributing organizations together around one table to discuss and defend their mutual interests; and I want to close this letter by repeating my appeal which I made in the convention: "We independent manufacturers have no reason for being afraid of the $100,000,000 and $150,000,000 concerns, but the men heading those large concerns should be big enough to see that the rapid increase in tobacco consumption gives the possibility to all of us, not only to exist but to enlarge our business without any harm to them. *The United States Government should see to that where there is no justifiable reason for price cutting, with the sure consequence of ruin to the economically weaker elements, the same should be stopped."*

Exports

The export of tobacco products is increasing, and will increase to a greater extent, if men with experience and knowledge of conditions in foreign countries will advise and co-operate with the United States Government. Many countries today are depending upon the financial assistance of the United States, and influence can be used, as it has been done successfully in one case, to ask for easier conditions for the import of American leaf and tobacco products.

If you, my dear Mr. Dushkin, are willing to help me along these lines, you may be assured of my co-operation, and I sign this letter with expressions of my highest esteem.

Very truly yours,

(Signed) F. A. DE PILIS, Vice-president.
565 Fifth avenue, New York.

Cigarettes Regain Four States

For five years we have been hearing frantic warnings about what was to follow in the wake of liquor prohibition. The loudest of these warnings ran to this effect: "They'll take away tobacco from us next, cigarettes first," writes Charles Phelps Cushing in the New York *Times*.

Today, if we try to take an inventory, what shall we find indicating the state of public opinion concerning these threatened prohibitions and consorships?

To begin, then, with tobacco, of which it was so freely prophesied five years ago that this was the next of our "personal liberties" after alcohol that was to be snatched away, Mr. Cushing continues. The first target of this "second prohibition campaign" was to be the insidious cigarette. Since 1918 what actually has been accomplished in the way of legislation forbidding the sales of cigarettes to adult consumers?

Losing Anti-Cigarette Campaign

As the most reliable commercial source of information on the subject the reporter turned to the Tobacco Merchants' Association of the United States and there interviewed Charles Dushkind, the association's attorney.

With the stub of a black cigar clenched firmly between his teeth, Mr. Dushkind tilts back in a swivel chair and speaks tersely:

"Five years ago? Six States then had laws entirely prohibiting the sale of cigarettes within their areas. They were Arkansas and Tennessee, North Dakota, Kansas, Nebraska and Iowa. Before that in seven other States such legislation had been tried and had failed. Washington, Minnesota and Wisconsin, Indiana and Oklahoma passed laws and later repealed them. South Dakota had passed an anti-cigarette law which the courts declared unconstitutional except in so far as it applied to minors. Two years ago Utah legislated a cigarette prohibition. But there the reformers made a strategic error this year by attempting to enforce the law while the Legislature was in session. In most instances our opponents show better judgment than that. As a result, on March 10 last, the governor of Utah signed a bill again permitting the sale of cigarettes. So today there are only two States left in the Union which continue to carry on their statute books laws forbidding the sale of cigarettes to adults. They are North Dakota and Kansas. The South Carolina Legislature at its latest session imposed a heavy tax on cigarettes—among several other commodities so taxed—but this is a measure affecting price, not a prohibition. So, on the whole, we can't complain."

Two local officials of the W. C. T. U. were called upon next to check up Mr. Dushkind's statement if they cared to do so. The replied that they had no information on the national situation.

They added that they desired to deny the rumor that the W. C. T. U. was engaged in any effort to influence legislation, either in New York State or in the nation, against the sales of cigarettes to adult consumers.

The reporter then questioned Dr. Charles G. Pease, president of the Non-Smokers' Protective League of America, one of tobacco's best known foes and an enemy of the cigarette in particular, because he regards it as the most "insidious" of smokes. Was the information supplied by the Tobacco Merchants' Association correct? Had the anti-cigarette agitation lost or gained ground in legislation in the various States in the past five years?

Dr. Pease replied that he had no up-to-date statistical information at hand; "the status was so constantly changing"; he had not followed it closely for two years. But he showed no disposition to evade the issue when the reporter suggested:

"Let me state it another way. Your opponents declare that you have lost in area by States. In general, is that true?"

"Absolutely. And also in the amount of tobacco consumed. I would not attempt to deny that, either."

"How do you account for it?"

"Such things as this clipping." He produced a cable message from Paris under the heading, "Smoking Beneficial, Says Paris Doctor; Nicotine Forms Anti-Microbe Chemicals." Dr. Pease explained at length the "fallacies and evasions," as he saw them, in the Parisian scientist's argument, and ended: "Now, where does that place this man?"

Dr. Pease said it was plain misrepresentation, "printed by a subsidized press."

Anti-cigarette legislation has lost ground in the last five years everywhere but in Kansas and North Dakota which States have a combined population less than that of Brooklyn and Queens. For the present, it would appear, the liberties of the cigarette smoker in the United States are comparatively safe.

Middle West Trade Good

Harry Lloyd, of D. Dreux, Inc., is meeting with encouraging success in the Middle West. Mr. Lloyd is covering the State of Ohio this week, where optimism always prevails.

Experimenting With Tobacco

Huck Finn objected to the vehemence with which the old maid who adopted him denounced tobacco. His point was that as she neither smoked nor chawed she knew nothing about it. Her objection was sectarian. Since King James' "Counterblaste to Tobacco" most controversy has had a religious trend, says Joseph Gould, in reviewing Prof. M. V. O'Shea book, *Tobacco and Mental Efficiency,* for the New York *Herald*. Among the Indians the weed played an important part in ceremonials. Dr. Spurgeon said that every night he smoked a good cigar to the glory of God. On the other hand; many sects and religions are much opposed to tobacco.

There is now a "committee to study the tobacco problem." It includes eminent scientists, some of whom smoke and others who are non-smokers. So much money goes up in smoke that it is an economic problem. "We are now estimated to spend over $1,600,000,000 a year on this one commodity, not counting accessories, such as matches, pipes, etc., or the fire loss of which smoking is now recognized to be the leading cause."

Naturally, the investigation of such a subject meets with difficulty. Mr. O'Shea says: "This committee, like all groups who aim to ascertain the truth on a controversial subject, is pretty sure to be criticized by partisans on both sides. One group will probably claim that it is really an anti-tobacco society. To others it may seem to be favoring the tobacco habit."

Prof. O'Shea found that his experiments at the University of Wisconsin were misunderstood. He says: "An ambitious newspaper reporter, who had never visited the University of Wisconsin as far as the writer knows, concocted a story and circulated it widely that girl students in the university were being paid by me to chew and smoke tobacco in order that the effects upon their minds might be studied. Some parents having daughters attending the university became apprehensive lest they should be lured into undesirable practices. This story was wholly a pipe dream. No investigation was made of chewing tobacco, and women were not employed in the experiments."

The first part of the book is a study of biography. Men of eminence in all fields have been smokers. On the other hand, Thomas Hobbes, the philosopher, was brought to an untimely grave at the age of 92 because of his smoking thirteen

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NEW YORK, THURSDAY, MAY 31, 1923

COMING EVENTS

Convention of the National Cigar Leaf Tobacco Association, in the assembly room of the Merchants Association of New York, in the Woolworth Building, Monday and Tuesday, June 4 and 5,

* * *

Annual convention of the Tobacco Association of the United States, at the Grove Park Inn, Asheville, N. C., June 28, 29 and 30.

AT THE LEAF MEN'S CONVENTION

Not a purveyor alone, nor merely a shrewd merchant, the successful leaf dealer often must be counsellor, friend and banker for clients. When desirable tobacco becomes difficult to obtain, or prices continue to be altitudinous, the accredited leaf dealer has to consider the welfare of his customers as well as himself. However resourceful and strong financially he may be, there are limits to what he can do. Times come when he hesitates to recommend what course to pursue. On occasions, it is hard to advise. Circumstances may multiply perplexities. Troubles of other people add to the dealer's anxiety. His profits frequently are the least things a leaf merchant thinks about.

Conditions prevailing on many leaf markets form more than a background for the annual convention of the National Cigar Leaf Tobacco Association which will be held in the Woolworth Building, New York, on Monday and Tuesday, June 4 and 5.

Crop reports from Cuba, Porto Rico, Santo Domingo, Sumatra, Java and the Philippines are not encouraging to cigar manufacturers who have been hoping to obtain supplies at lower prices. The predicaments of manufacturers increase the worries of the leaf dealers. Undeniably, desirable cigar leaf tobacco will be high and not plentiful. Crops and prices may not have conspicuous places in the routine proceedings of the convention. But thoughts pertaining to the unfavorable effect of a continuance of high prices will be uppermost in the minds of dealers attending the meeting.

Aside from crop conditions abroad, over which of course the Association is not a controlling factor, the convention is assured of satisfactory reports. The Association serves many useful purposes. Its membership is close and harmonious. The representative of the Association at Washington, W. L. Crounse, is one who always does his work carefully and well. In looking after the interests of the Association, he is indefatigable. On tariff matters, and on national legislation relating in any way to tobacco, the capable attorney for the National Cigar Leaf Tobacco Association probably is the best posted man in the country.

Whatever the Association, as a body or through committees, might do for the good of the cigar leaf business has been done, properly.

In any emergency that may develop, the Association will live up to its reputation and be right on the job, safeguarding and promoting the industry. That's understood. Also it is known that members of the Association all are good fellows who are keen to extract proper enjoyment as opportunity presents.

The convention, consequently, is sure to be successful and pleasant.

AS EXPOUNDED IN PENNSYLVANIA

"Hats off" to those who refuse to be discouraged. Honor the men who are determined to succeed. Applaud the perseverance of Pennsylvania cigar manufacturers. They went ahead, though confronted by many difficulties. Give them credit for what they did during the past year.

They achieved big things, despite numerous disadvantages. They kept plugging away, they displayed judgment, they showed grit, they had faith, they exhibited ability, they put forth their best efforts, they proved what they could do, they carried their burdens, they defended the industry, they continued to struggle against odds, they progressed, they increased production and they won, by efficiency and economy, whatever rewards they got.

Yet Pennsylvania cigar manufacturers today are not on Easy Street. Though obtained, immensity of output doesn't guarantee proportionate prosperity to the cigar industry of the Keystone State.

In most cases, under existing conditions, the manufacturer's profit, on Class A cigars, is so slight that a tiny addition to the cost of production will cause the factory to operate at a loss. When high prices of leaf tobacco make steeper, narrower and more perilous his path to success, only the nickel cigar manufacturer who knows his business, thoroughly, can get by and go along. If he has resources, if he utilizes every opportunity, if he exercises the utmost care, he may be able to proceed, uninjured.

If he allows the expense of production to mount above the danger line, he may lose heavily. If, to restrict expenditures, he lowers the standard of his product, he forfeits patronage, immediately.

The present cost of leaf tobacco makes it hard to produce and distribute cigars of approved workmanship and quality at prices dealers will pay for Class A goods.

To continue in business, to keep up production, to maintain standards and remain solvent, what should Pennsylvania cigar manufacturers do?

Each, according to his ability and inclination, may try to solve the problems presented. To prevent ruin, and to obtain prosperity, everyone must study and plan how to work things out.

Many, naturally, will seek, by efficiency in manufacturing and economy in management, to offset, as far as possible, any increased expense and difficulty in getting the leaf tobacco desired. Some may shrewdly endeavor, by collective or individual advertising, to facilitate selling and so reduce the cost and uncertainty of distribution.

On established brands are fixed the best hopes of cigar manufacturers. Advertised cigars that consumers insist on getting, goods that dealers have to carry because of the public demand, of course are the easiest to sell. And the manufacturer is helped and protected in a crisis if his cigars have special salability due to the fact that his brands are favorably known.

Men having the energy, knowledge, experience, capability, prudence and thrift accredited to most Pennsylvania cigar manufacturers, will realize how urgently desirable it is now to feature and safeguard brands.

Production attested by quantity alone, and sales obtained only by the appeal of low prices, are unprofitable at present and will be so in future.

Prospects, on the leaf tobacco markets, everywhere, are such as to induce cigar manufacturers to capitalize brand values. It will pay them.

As the leader in cigar production, having an output of more than two billion cigars annually, Pennsylvania justly should be conspicuous in building up enduring brands, active in creating greater popularity for cigars and zealous in developing the cigar industry.

Though millions of fine cigars, of higher classification, are made every week in the Keystone State, Pennsylvania's cigar production, principally, is composed of Classes A and B.

For the entire country the latest internal revenue statistics now available refer to April, 1923. Outputs in April, 1923, compared with production obtained in April, 1922, are set forth as follows:

	1923	1922
Class A	194,631,225	190,182,215
Class B	122,604,657	119,676,193

To the extent that a gain is exhibited for each class, the showing is satisfactory. Class A production in April was 4,449,010 cigars more than the output obtained during the same month of the previous year. Class B, in the same comparison, shows an increase of 2,998,464 cigars. However, a different aspect is given to the situation when the achievements of competing Class A cigars are shown.

Class A cigars, brought to the United States from the Philippines and from Porto Rico in April, 1923 and April, 1922, are compared thus:

	1923	1922
Manila	16,979,768	7,934,860
Porto Rico	8,746,525	4,502,095

Philippine goods, in Class A, recorded a gain of 9,044,900 cigars for April, 1923, over April, 1922, an increase of nearly 114 per cent. In this connection, too, it should be noted that the United States imported 28,128,148 Class A Manila cigars in March, 1923.

Compared with importations in April, 1922, Class A Porto Ricans, in April, 1923, made a gain of 4,244,430 cigars, increasing more than 94 per cent.

So far as they go, such figures indicate a trend of trade. Though Class A Manilas, imported during April, 1923, actually did not amount to nine per cent of the Class A cigars made in the United States that month, Manilas nevertheless must be recognized as competitors.

Cigars that dealers sometimes call "the big sticks" are still included in shipments coming from Manila. But such cigars, associating size and cheapness, are not so popular as they were. The call for them is diminishing. Manila manufacturers have discovered that it pays to establish and advertise their brands in the United States. Alert importers are more desirous of obtaining steady business. They prefer dependability to bulk. Their purpose is to build up Manila brands in this country. They don't want to increase imports extensively and immediately in a way that would put Manilas on a job lot basis again. Knowing importers are concentrating their attention on strictly hand-made, all long filler Manilas that will retail at a nickel each and yield a fair profit to everyone who handle the cigars.

Suitable for use in cigar manufacturing, good tobacco can be grown in the Philippines more cheaply than anywhere else in the world, simply because Filipino tobacco growers never buy fertilizers. The Cagayan River renews and enriches the tobacco fields annually. Not having to pay so much for the tobacco they utilize, Manila cigar manufacturers are able to put on the American market cigars that force competition.

For some years to come, however, it may be calculated that, in all classes, Manila sales in the United States will not much exceed 250,000,000 cigars annually. In fact, if importers adhere to the brand building policy now in favor, the probabilities are that Manila imports will be about 200,000,000 cigars annually, or less, perhaps.

Such a quantity, while representing competition, really wouldn't be equal to a quarter of the

yearly cigar production in one county in Pennsylvania.

Pennsylvanians, chiefly, have built up the so-called nickel cigar industry of the United States. The safety and welfare of the industry is more important to Pennsylvania than to any other State. It is to Pennsylvania that the trade looks now for light and guidance.

Because of their knowledge of cigar manufacturing, because of their shrewdness, diligence and carefulness, because of the ability they show in making economies effective, and because of aptitude displayed in getting results, operators of Pennsylvania cigar factories are expected to succeed, if success is possible.

Despite adverse conditions, there is a chance to increase and strengthen the cigar industry. Big or little, every manufacturer has opportunities to make more friends for his brands. To the extent of his ability, so far as his influence reaches, he should meet competition, not by price cutting, but by causing his products to be differentiated and appreciated.

Having proven his ability to produce acceptable cigars, a manufacturer's next duty is to make his brands popular. Every consumer who knows a brand and develops a liking for it is a source of income for the cigar manufacturer.

Included in Pennsylvania's immense cigar production there are many brands not well known although they have merit. The modest violet should not set an example for the cigar manufacturer who wants to prosper.

Deprived of all publicity, good cigars made to be sold at a moderate price may remain in obscurity and never be discovered by many smokers. Because they fail to see how helpful and necessary advertising is, numerous cigar manufacturers are unlucky, often they are forced out of business. Most smokers are distrustful of brands of which they haven't heard. It is hard to persuade them to buy an unknown cigar.

Give the immense cigar output of Pennsylvania proportionate publicity and see how much more prosperous Pennsylvania cigar manufacturers would be.

SMOKING

The Tobacco Merchants' Association at its Washington convention discussed a number of interesting things, including cigars. It is fair to include cigars among interesting things, for it is said that a cigar may be interesting if made up of tobacco and put together so that it will draw. Some cigars are made this way, and it is said that some are not. A committee of cigar manufacturers in the convention brought out some facts which show that many Americans are being weaned from the cigar. Americans are not smoking as many cigars per capita as they used to. There are no figures showing that the tobacco habit is loosening its grip on men, and here are figures which show that a larger percentage of citizens and citizenesses are smoking, and that the per capita use of tobacco is increasing in the country.

The cigar manufacturers pointed out the difficulties which beset them and they told what everybody knows, that from a nation of tobacco chewers, snuff-takers and pipe and cigar smokers we have become a nation of cigarette smokers. The manufacture of cigarettes is rapidly increasing. Cigars are just holding their own, and perhaps they are not even doing that. The cigar has become a relatively expensive smoke, and that fact operates against it. The manufacturers admit the high price of cigars, but find it hard to make them cheaper. The taxes on tobacco and cigars, the increase in the price of tobacco fit for use in making cigars, the higher wages of cigar makers and the fact that a smokeable cigar must be made by hand are the reasons for the disappearance of the widely used cigar that sold a few years ago at six and seven for a quarter. With the increased cost of cigars many cigar smokers have turned to cigarettes, but perhaps most of them have bought a pipe, use pipe tobacco as a regular thing and buy a pocketful of cigars now and then.

The convention adopted a resolution "indorsing a continued campaign against the attacks upon the tobacco industry or propaganda against any use of tobacco." There is a campaign against the use of tobacco in any form, and while it is not formidable now, and seems to be of no particular menace to the tobacco-growing and manufacturing industries at this time, yet no one dare make a prophecy that this scattered and smouldering hostility to tobacco may not at some time blaze up and become a paramount, or a near-paramount, national question. A ban has been put by law on cigarette smoking in certain parts of the country. How much the ban reduces cigarette smoking cannot be known, but it is significant of a powerful and growing hostility to the habit.—*Washington (D. C.) Star.*

THE CONSOLING PIPE

The delightfully human letter of personal thanks which President Harding indited recently to Senator Harrison contains one expression which will endear him to pipe lovers the country over. Referring to the senator's many attacks on the administration, the President says:

"In your capacity of chief trouble maker in the Senate you have said some things which made me lay my newspaper down and turn to a fresh pipe of tobacco for consolation."

Only those who are themselves devotees of the pipe will fully appreciate the force of the presidential dictum regarding its powers as a worry dispeller and comfort giver, but they assuredly will heartily and emphatically indorse the commendation. For about the smoking of a pipe of tobacco there is of a certainty an indescribable charm which induces something akin to the feeling that, for the time being at least, one has reached the stage at which all cares are routed and the wicked cease from troubling and the weary are at rest.

Poets have sung in various keys the praises of "My Lady Nicotine" and prose writers have swelled the chorus of approval. None, perhaps, has touched the subject more deftly than did Isaac Hawkins Browne in the series of parodies, to which he gave the title "A Pipe of Tobacco." There we learn that

> When summer sun grows red with heat,
> Tobacco tempers Phoebus' ire;
> When wintry storms around us beat,
> Tobacco cheers with gentle fire.

He also speaks of the "blest leaf," which is

> Rest to the weary, to the hungry food,
> The last kind refuge of the wise and good.

The pipe itself is apostrophized as

> Little tube of mighty power,
> Charmer of an idle hour,
> Object of my warm desire,
> Lip of wax and eye of fire.

The many virtues which Browne found in pipe smoking in the first half of the eighteenth century have evidently lost none of their potency in the nearly 200 years that have elapsed since the publication of his clever imitations of then living poets.—*Washington (D. C.) Post.*

A PROGRESSIVE MANIA

We may expect that presently the anti-tobacco symptom of the prohibition mania will make its appearance again.

President Bloch, of the Tobacco Merchants' Association of the United States, on Wednesday told 400 members of that organization, assembled in convention at Washington, that intensive drives against all forms of tobacco have been started in all parts of the country, "with the avowed object of burying tobacco in the same grave with John Barleycorn."

He said that such activities are persistent, although scientific authorities testify to the comparative harmlessness of tobacco. The menace of them will remain, he said, "as long as professional agitators are able to pass their hats and collect the coin."

Doubtless it will, for the mania which produces fierce desire to prohibit something is chronic and progressive with those whom it afflicts. The anti-tobacco agitators will strive for the adoption of a twentieth amendment to the constitution prohibiting to Americans the production, manufacture, sale and use of tobacco in any form. Then, if they should be successful, there would be another enforcement act, another prohibition bureau, another army of enforcement agents, more illicit traffic in something "verboten," and aggravated public resentment of restraint upon personal liberty.

One is inclined to believe that the anti-tobacco agitators cannot succeed, but one remembers the time when the same belief prevailed as to the possibility of adoption of a beverage prohibition amendment. Therefore there cannot be prediction of failure in this case, especially if the public remains inclined to hold in contempt this new attack upon its liberties.

If the agitators should accomplish this purpose, their desire for further exercise of their power would be intensified, and in the course of time there would be left to this nation, of food, wearing apparel, reading matter, entertainment, sports, and other necessaries, luxuries, pleasures and diversions, only those upon which the prohibition maniacs had not placed the ban of law. —*Albany (N. Y.) Journal.*

THE CRUSADE ON TOBACCO

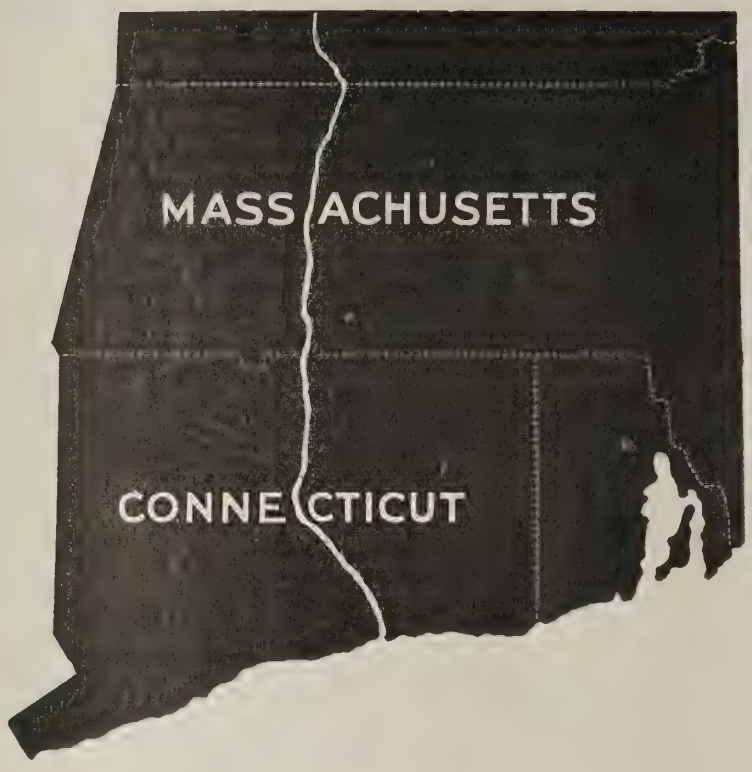
Both fact and common sense were illustrated in the address which Jesse A. Bloch, president of the Tobacco Merchants' Association of the United States, delivered in Washington Wednesday at the opening of the annual convention of the association. Our Washington correspondent stated that Mr. Bloch fully recognizes that a formidable crusade to prohibit the use of tobacco already is under way and he foresees danger that it will assume serious proportions.

We have been under this impression for several years. We have observed that a number of professional reformers have in recent years become more or less prominently identified with anti-tobacco organizations. In some States these individuals have been leaders of fights to secure the enactment of legislation prohibiting the use of tobacco in certain forms. Such laws, invariably, we believe, have killed themselves by enforcement, but this does not mean that the reformers have been forced out of business. Reform has become a regular business with a considerable number of people, chiefly men and women unable or unwilling to earn livelihoods in other fields. Of course, such professionals, paid good salaries to agitate, always secure a following of honest men and women who get nothing out of the crusade save the satisfaction of feeling that they are engaged in a work which they have been led to believe is in the interest of health or morality or both. And so many men and women are disposed by nature and habit of thought to regard as evil anything which contributes to the pleasure of mankind. When the Roundheads gained control of the government of England they put an end to bear-baiting by act of parliament, "not," says Macaulay, "because the sport gave pain to the bear, but because it gave pleasure to the people."

The pleasure derived from the pipe and cigar by smokers is positive torture to many who do not and mayhap cannot indulge. This class, under the leadership of professional crusading reformers, is threatening one of the most important industries in America. Nothing is to be gained by shutting our eyes to a situation which is serious—more so than the majority of people realize.—*Petersburg (Va.) Progress.*

DANGER AHEAD! GO SLOW

If Ford actually runs for President, spark plugs may replace the campaign cigar.—*Wall Street Journal.*



New York is the Convention City—But—
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Novelty Smoker's Outfits

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A Lamppost holds the match box.
Two additional ash trays on the large tray.
Entire outfit made of solid spun brass, nickel plated or polished. Highest grade workmanship thruout. Also the same in mounted tray stands.

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Philadelphia Cigar Trade Conditions Are Fair

Federal Reserve Bank Reports on Business Status—Prices Firm, Stocks Moderate, Labor Sufficient and Wages Unchanged —May Leaf Tobacco Purchases Generally Light.

PHILADELPHIA, May 30.—The cigar and tobacco business is reported in rather good condition, with prices firm and finished stocks moderate, in the review of business conditions in the Third Federal Reserve District just published by the Philadelphia bank. The synopsis of conditions compiled as of May 23 says that labor is sufficient and wages unchanged. Collections have been fair.

"On the whole," says the report, "the demand for cigars is fairly good and shows little change from that of April. Usually the month of May is the beginning of the active season in the cigar industry, but nearly all manufacturers report that buying this month, although somewhat heavier than it was a year ago, has not been up to expectations. Many makers are inclined to believe that retailers are rather heavily stocked up, and for this reason have deferred purchasing until their shelves become depleted.

Cigar Demand Good

"The large manufacturers of the better grades of cigars, which retail at from 1⅓ cents to 15 cents each, find the demand to be good and are operating at close to capacity. The call for Class B and Class A cigars, however, is only fair, and both large and small manufacturers report that it is little if any greater than it was a year ago. The factories making these classes are running at an average of 80 per cent of capacity. Practically all of the orders booked are for prompt shipment, less that 5 per cent being for delivery beyond sixty days.

"Manufacturers of Turkish cigarettes report that the demand is fair and much the same as in previous months of this year, but it is considerably better than it was a year ago. Production of Turkish cigarettes is at about 60 per cent of capacity.

"The call for American cigarettes continues to be good and production is well above 85 per cent of capacity. Severe price cutting in retail stores is on the decline. Manufacturers of scrap and chewing tobaccos report that the demand is only fair, and some even characterize it as poor. Production in the tobacco factories varies from 30 to 90 per cent of capacity.

"In the closing days of April one of the largest manufacturers of cigars announced an increase of $1 per thousand on their Class B brands, but the other cigar makers in this district have not followed this example. In general, prices of cigars are firm and unchanged. Cigarette prices, too, are firm. Tobacco leaf prices are exceedingly steady, and as each new crop comes into the market, it is quickly bought up at prices well above those of a year ago.

Stocks Moderate

"At the majority of factories, the stocks of cigars are moderate and are again increasing, but a few manufacturers report that their finished stocks are light. Some cigar makers are operating on order only and are thus keeping finished stocks low. Supplies of tobacco leaf at most factories are moderate and are increasing, as many packings of both foreign and domestic leaf are now being bought by manufacturers.

"The supply of skilled operatives at most plants is sufficient, but a scarcity of unskilled workers is noted. In general, wage scales for skilled workers are unchanged, but several manufacturers have advanced their rates of pay for unskilled labor from 10 to 20 per cent.

"To some points in New England, manufacturers are still resorting to express shipments, because of embargoes on cigars via freight; but the general transportation condition is improving. Collections are slower than they were a month ago, and the majority of firms report that they are only fair.

"With the exception of Sumatra leaf and the pool-controlled Wisconsin and Connecticut tobaccos, purchases of tobacco leaf have been light during this month. The Lancaster market has been very inactive, but packers report that this is to be expected at this time of the year, as the 1921 crop has practically disappeared from the market, and 1922 packings are not yet completed. Several large factors made some purchases of 1922 Pennsylvania packed wrappers at from 28 to 30 cents per pound in the middle of the month. The 1922 Pennsylvania fillers in the bundle have been practically absorbed at prices ranging from 5½ to 8 cents per pound.

Good Binders Scarce

"Dealers report that there is a scarcity of good Wisconsin and Connecticut binders because of the short crop in those States last year, but they believe that there will be enough to go around. Ohio,

(*Continued on page 80*)

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

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Porto Rican Am. Tob.
R. J. Reynolds "A"
Schulte Retail Stores
United Cigar Stores
U. S. Tobacco
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Specialists in Tobacco Stocks

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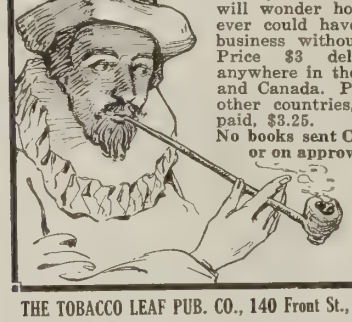
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TOBACCOLAND

By

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THE TOBACCO LEAF PUB. CO., 140 Front St., New York

Bound for the East

Z. Ch. Zafirides, general manager of Zafirides Bros., tobacco importers, of 76 Broad street, New York, sailed on the White Star steamer *Homeric* last Saturday for Greece, to prepare the new crop of Macedonian and Greek tobaccos for shipment to the New York market. While in the East he will also inspect the new Zafirides plantations of Macedonian leaf tobacco, at Drama Districts, Macedonia.

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.	78	82
American Cigar Co. Pfd.	88	92
American Mach. & Fdy.	130	..
Bayuk Bros. Com.	50	58
Bayuk Bros. 2nd Pfd.	112	..
Bayuk Bros. 1st Pfd. (wi)	99	102
British-Amer. Tob. Co.	20	22
Eisenlohr & Bros., Com.	69	73
Eisenlohr & Bros., Pfd.	95	105
Geo. W. Helme, Com., new.	55	60
Geo. W. Helme Pfd.	110	115
Hav. Tobacco Com.	..	½
Hav. Tobacco Pfd.	..	1½
Imperial Tobacco Co.	20	22
International Cigar Mach.	50	58
Johnson Foil	80	100
J. S. Young Com.	105	110
J. S. Young Pfd.	105	..
MacAndrews & Forbes Com	129	132
MacAndrews & Forbes Pfd.	97	101
Mengel Co. Com.	..	34
Metropolitan Tobacco	80	105
Patterson Bros.	15	16
Philip Morris	16½	18½
Porto Rican A. T. Co.	78	90
Porto Rican A. T. Scrip	80	..
R. J. Reynolds "A"	117	125
Schulte Retail Stores	88	89½
Schulte R. S. Pfd.	116	122
Tobacco Prod. Export	5½	5¾
United Cigar Stores	175	210
Universal Leaf Com.	105	110
Universal Leaf Pfd.	95	99
United Profit-Sharing	5¼	5¾
U. S. Tobacco Com.	54	55
U. S. Tobacco Pfd.	105	110

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	140	146
American Snuff Pfd.	93½	96
American Sumatra	25	27
American Sumatra Pfd.	50⅛	57½
American Tobacco	146	147⅜
American Tobacco "B"	145¾	147
American Tobacco Pfd.	102	102½
Consolidated Cigar	27	28
Consolidated Cigar Pfd.	..	78
General Cigar	85	86
General Cigar Deb. Pfd.	107	109½
General Cigar Pfd.	106	108¼
Liggett & Myers	195	210
Liggett & Myers "B"	180	200
Liggett & Myers Pfd.	113	114
Lorillard, P.	156	159
Lorillard, P. Pfd.	112	114¾
Tobacco Products	53	53⅜
Tobacco Products Pfd.	106¾	107¾
Tobacco Products "A"	81½	82
United Cigar Pfd.	108	114
United Retail Stores	76¼	77½

American Can 5s in Strong Position

Financial position and earning power of American Can Co. justify a high rating among industrial issues for its 5% debenture bonds, due February 1, 1928. Selling at 98½ over the counter they yield about 5.34% to maturity.

American Can Co. 5s are a direct obligation, but not secured by a mortgage. Company has no mortgage or funded debt other than this issue, and it is the only charge against plants and property. Sinking fund provision requires company to pay trustee $500,000 annually to retire bonds at not exceeding 102½ and interest, and if bonds are not purchasable at that price an amount sufficient to exhaust sinking fund payment is to be called by lot at 102½. In 1922, company purchased $2,767,000 of debentures in the market at a cost of $2,732,189, says the *Wall Street Journal*. These with bonds previously obtained nearly provide for remaining sinking fund requirements leaving outstanding $6,372,500 callable on 60 days' notice on any interest date.

Company owns and operates 48 plants in the United States and Canada.

Report for year ended December 31, 1922, showed surplus of $10,433,350, after charges and federal taxes, equivalent, after deduction of preferred dividends, to $18.30 a share on $41,233,300 common stock against surplus of $4,027,861, or $2.76 a share on common in previous year. In November, 1922, common stock was placed on $5 annual dividend basis. Operating income in 1922 was largest in its history with exception of 1916 and 1917 and net income was second only to peak war year, 1917. At end of 1922 current assets were $46,230,379, of which $19,926,445 was in cash and government securities. Current liabilities were $9,160,587, leaving net working capital of $35,069,792, compared with $29,736,047 in 1921 and $22,625,568 in 1916.

There has been an increasing demand for canned goods in the past few years and American Can Co. so far this year is reported to have had heavier sales than for corresponding period of 1922.

Following table shows annual interest requirements and times earned on outstanding debenture 5s from 1918 to 1922:

Year	Bond interest	Times earned
1922	$465,575	23.40
1921	492,400	9.18
1920	520,928	10.65
1919	548,533	10.44
1918	575,508	11.42

Bayuk Brothers Preferred

Question—I have purchased from a friend of mine 20 shares of Bayuk Bros., Inc., 7 per cent preferred stock at $100. I wish to ask you if you consider this a good business man's investment and oblige. —F. E.

Answer—Bayuk Bros., Inc., was incorporated in Maryland in 1920 to manufacture, sell and deal in cigars, smoking materials, tobacco and the like. The company took over a Pennsylvania corporation of the same name established by the Bayuk brothers in 1897. Property owned and leased is located in Pennsylvania and New Jersey. Plant and equipment were valued at the end of 1922 at $535,392, and inventory amounted to $3,455,000. Net working capital amounted to $2,817,0. Capitalization, as a result of changes made in February, consists of $2,000,000 7 per cent cumulative preferred, $1,280,500 second preferred (each $100 par) and 63,[illegible] shares of no par value common, carried on the balance sheet together with surplus of $1,362,813. Net tangible assets applicable to the common stock, excluding $209,[illegible] intangible assets amounted to $1,153,[illegible] at the end of the year, or $18.05 a share. Net income last year amounted to $1,12[illegible] 926 against $494,342 in 1921, and surplus after dividends was $930,206 against $3[illegible] 222. The first preferred is entitled to preferred assets and dividends at the rate of 7 per cent; the second preferred to 7 per cent non-cumulative dividends after the first preferred have been provided for. Payments have been made regularly on the preferred stocks, but no dividends have been paid on the common of the new company. On the old company common dividends ranged from 16 to 20 per cent. Range of prices: high 65 in 1922; low 27 in 1921. The first preferred is a reasonably good investment.—*New York Tribune.*

Imperial Stock Dividend

LONDON, May 24.—The management of the Imperial Tobacco Co., at a special meeting, adopted a resolution to capitalize the reserve and create 7,490,000 ordinary shares of £1 each, to be distributed to shareholders registered June 19.

Fanciful Ideas Accredited to the French

WASHINGTON, D. C., May 30.—French legal authorities who have been considering the Supreme Court decision holding that foreign ships may not enter American three-mile limit with liquor aboard, have suggested that France may properly act in reprisal against the ruling by barring American ships carrying tobacco or permitting its use abroad French waters. The legal basis of [illegible] it is pointed out, would be somewhat parallel to the American basis, in that tobacco is a Government monopoly under control of the French Government.

Such a step scarcely is likely to be taken but its suggestion furnishes an interesting indication of the manner in which the American ruling has been received.—LAMM.

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ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS
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Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign.
Demand....4.62 Cables....4.62¼

FRANCE—Par 19.3 cents per franc.
Demand....6.60 Cables....6.60½

ITALY—Par 19.3 cents per lira.
Demand....4.77½ Cables....4.78

BELGIUM—Par 19.3 cents per franc.
Demand....5.67½ Cables....5.68

GERMANY—Par 23.8 cents per mark.
Demand.. .0016⅝ Cables.. .0016⅝

AUSTRIA—Par 20.3 cents per crown.
Demand.. .0014⅛ Cables.. .0014⅛

DENMARK—Par 26.8 cents per krone.
Demand...18.48 Cables...18.50

GREECE—Par 19.3 cents per drachma.
Demand....2.10 Cables....2.13

HOLLAND—Par 40.2 cents per florin.
Demand...39.10 Cables...39.12

HUNGARY—Par 20.3 cents per crown.
Demand.. .0193 Cables.. .0193

NORWAY—Par 26.8 cents per krone.
Demand...16.43 Cables...16.45

SPAIN—Par 19.3 cents per peseta.
Demand...15.20 Cables...15.22

SWEDEN—Par 26.8 cents per krona.
Demand...26.57 Cables...26.60

SWITZERLAND—Par 19.3 cents per franc.
Demand...18.03 Cables...18.05

CHINA—Cents per silver dollar for Hong Kong; per tael for Shanghai and Peking.

HONGKONG—
Demand...54.875 Cables...55.00

PEKING—
Demand...78.375

SHANGHAI—
Demand...74.25 Cables...74.375

PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.
Demand...49.625 Cables...49.75

JAPAN—Par 49.8 cents per yen.
Demand...48.88 Cables...49.00

ARGENTINA—Par 42.44 cents per Argentine paper dollar.
Demand...35.00 Cables...35.10

BRAZIL—Par 32.45 cents per paper milreis.
Demand...10.30 Cables...10.35

Australian Tobacco

WASHINGTON, D. C., May 29.—There is growing much interest manifested by the people of Victoria in the matter of tobacco production, according to a dispatch received by the Department of Commerce from American Consul Sammons regarding Australian tobacco production. For many years attempts have been made to increase the production and to improve the quality of domestic tobacco, in order to reduce the tobacco imports into Australia; but on account of the growers being unfamiliar with the proper methods of culture and curing the leaf, their efforts have been unsuccessful.

The state of Victoria has commissioned Temple Smith to proceed to the United States for the purpose of inducing at least twelve American tobacco growers to emigrate to Australia to demonstrate to Australian farmers the proper methods of cultivation and curing tobacco.

Importation of American tobacco into Australia for the fiscal year ending June 30, 1922, amounted to about $10,264,137.

Joseph Winnick Heads Cigar Mfrs. Board

The Cigar Manufacturers' Board of Trade makes the following announcement:

"Please note that at the last regular meeting of the Cigar Manufacturers' Board of Trade the following officers and directors were elected for the ensuing year: Joseph Winnick, of the G. H. P. Cigar Co., president; Samuel Wasserman, of the B. Wasserman Co., vice-president; Arthur Werner, of Goodman & Werner, secretary and treasurer. The board of directors consists of the following: Asa Lemlein, of Gans Bros.; Leo G. Steiner, of E. P. Cordero & Co.; I. J. Block of the Inter-Borough Cigar Co.; Julius Blum, of Harry Blum, and Albert Reichert, of Carl Upmann, Inc.

"The Cigar Manufacturers' Board of Trade primarily was formed for the purpose of forming a link between the cigar manufacturers, jobbers and retailers. The need for such a link must be apparent to everyone. In almost all industries the Boards of Trade are becoming more useful to both their members and to all those interested in their particular industry as time goes on.

"Comment was passed at the last meeting of the Board, held at the Hotel McAlpin last month, by some of those present, that our organization at this time is not only bigger but contains more representative firms and is accomplishing more than it ever did in its existence. It may be of interest to retailers to know that they are cordially invited to consult with the secretary of our organization, Arthur Werner, at 51 Chambers street, New York, at any time concerning matters of interest to the retailer. This applies to financial matters, as well as other questions that the retailer desires to solve. The Board of Trade is always willing and anxious to give a helping hand to retailers."

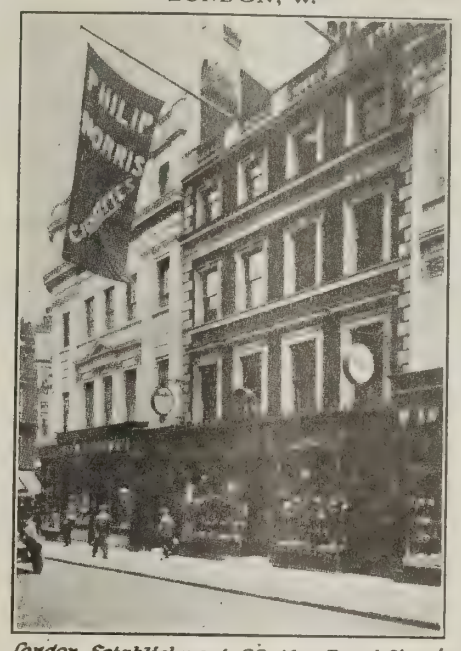
Cedar Products Changes Hands

The business conducted by William H. Thatcher, P. L. Sillman and C. E. Hildebrandt, under the name of the Cedar Products Co., at 76 Main street, Long Island City, N. Y., has been sold to Philip L. Hans, of Long Island City, who will continue to manufacture the same high-class cedar can linings for the cigar trade.

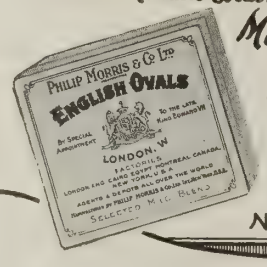
Returns from Inscriptions

Lother Herzog, of Herzog & Sarluy, who has been attending the inscriptions at Amsterdam, returned to New York on the Cunard liner *Mauretania,* arriving last Friday. Mr. Herzog succeeded in buying a good quantity of fancy Sumatra tobacco for his organization.

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INCORPORATED
LONDON, W.



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Manufacturers of the Famous



72 5th AVE.
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For Gentlemen of Good Taste
SAN FELICE
2 for 15c

Two Good CIGARS
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10c — 2 for 25c — 15c
The Deisel-Wemmer Co., Mfrs. :: :: *Lima, O.*

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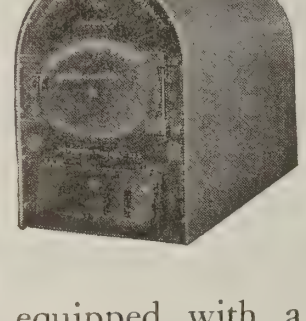
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It Gives A Care-free Service

One convenient feature of the JOHNSON TOBACCO CURING FURNACE is that users are relieved of an annual repairing or overhauling.



Once properly installed, the Johnson Furnace is guaranteed to give five years care-free service.

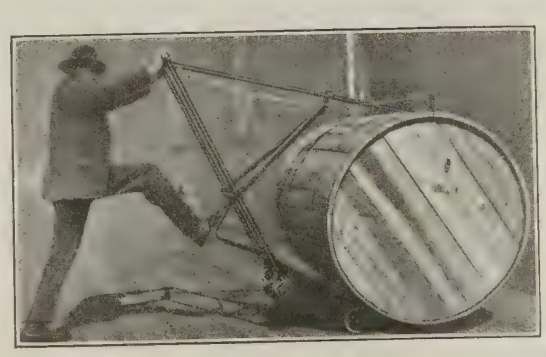
Old barns give excellent cures, once equipped with a Johnson—the curing quality is improved—the fuel expenses are lessened—the time necessary is diminished.

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Southern Iron & Steel Corporation

Winston-Salem, N. C.

ONE-MAN TRUCK



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Labor
Tobacco
Hogsheads
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CIGARETTE BELTS

Manufactured by

SOUTHERN ENDLESS BELT CO.
PETERSBURG, VA.

Supplying the trade for eighty-three years

LICORICE

EXTRACT **POWDER** **ROOT**

Laurel leaves, Deer Tongue, Lavender Flowers, Slippery Elm Bark, Star Anise, Orange Peel, Angelica Root, etc.

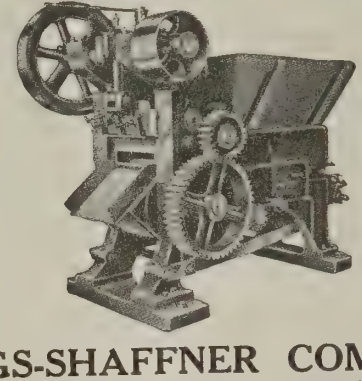
PEEK & VELSOR, INC.
76 William St. **New York, N. Y.**

Read Tobacco and Keep Up-to-Date

THE QUESTER CUTTER
FOR CUTTING ALL KINDS OF TOBACCO

CAPACITY 4,000 LBS. TO 10,000 LBS.

"THE ONLY MACHINE THAT WILL STAND UP AND DO THE WORK"



THE LEADING TOBACCO CUTTER

Write for Prices

BRIGGS-SHAFFNER COMPANY
FOUNDERS AND MACHINISTS
MACHINE WORK OF ALL KINDS WINSTON-SALEM, N. C.

Albany Biziness in Line With Elk Purple-Whi

Manufacturers and Jobbers Bizzy!—So Are Oppressed I tailers!—Man Wanted: Must Be Union Workman!—Wh Gato No More—Country Gentleman?—Nix!—Fifty-sev All Set!—Advertising Gets the Gold!—Tobacco Page r Sports, Which?

NEW YORK STATE CAPITOL DISTRICT, Elk Week, 1923.—"Town looks pretty pretty!" commented Jim Stubb, removing his purple-and-white banded straw lid and swinging it upon the proper nail in the wholesale warerooms o' Stubb & Ash, Inc., tobacconists to the tourists. "Never saw Albany put on so much swish, did you, Sam?"

"Huh! Yuh should now mebbe believe it some business will also be done!" sighed Sam, laying down the last sheet o' Elk crepe paper in the window. "What day, y'unnerstan, should the rush be so heavy as to sag this here floor, hey?"

"Tomorrow," announced Jim Stubb, drawing up a seat in the Hot Chair Club, and, at the same time, avoiding the wrinkles possible to his blue serge coat and white pants. "Tomorrow is the big day for the parade. But, Sam, business has been fine anyway this week, hasn't it?"

Was, Is, and Shall Be!

"This week?" shouted Sam Ash, putting in the window some purple-and-white cigarette tubes, with a card, "For Elks Only." "Why this week has been r-r-r-rh-otten! Outside of that one order we should ship to Catskill, yet, I bet yer——"

"Well, I got that, didn't I?" Jim Stubb claimed, calling together the Committee on Good Business. "And Schulte got Dearstyne's old corner of South Pearl and Division streets, too, you'll notice!

"Took over just the tip o' the corner, I hear. There they will open in about eight weeks, perhaps for the Fourth o' July. Good stand for cigars that, Sam. Dearstyne's sold a lot of stuff there, and it's been a cigar store so long that I guess it always will be!"

What About Abe Lerner?

"Uh-huh, but what about Abe Lerner?" yelled Sam Ash, from his spot in the sun o' the show window. "Should he give up that there see-gar privilege on the opposite corner o' South Pearl and Division streets, unnerstan', just on account Schulte should say so?"

"No, no, Sam, you got that wrong," corrected Jim Stubb, opening up the daily sessions by lighting a favorita. "You see, Sam, Lerner got that store lease as a sub from the Schulte folks. You ought to remember when the United had that shot, which they disposed of indirectly to the Schulte people.

"Then it was sub-let again to a concern which recently turned it over to Abe Lerner as a haberdashery. While Abe, when he saw the possibilities for cigars after Dearstyne's moved to Broadway and Steuben, got ready to put in a full line o' smokes. This the Schulte firm forbid. And there the matter rests, with Schulte sitting pretty?"

Get Back of the C. of C., Urg George

"Sittin' pretty ain't always a business, y' unnerstan," objected Ash, adding to his window-trim ano box o' foil wrapped Resagos for vis Elks. "That's exactly what George Slyke told that there Chamber o' C merce when he got to be president, nerstan me?

"Oh, yes, that's so, George Van S is the boss there now, isn't he?" no Jim Stubb, knocking the ash off favorita in Sam's plush hat. "So I pose he'll put the Peter Schuyler c pepperino in the ninety-cents-per- luncheons, too."

"Sure, already he has done so," Ash retorted, getting into George's ner with a box o' Schuyler perfectos the window display. "For he adver the Chamber o' Commerce in a mem ship drive this month in a way to at attention of even them there City o' portunity people across the river t in Rensselaer.

"Letters and radiograms from President Harding, Charlie Hughes all that class o' boys was read a luncheons, not knocking the camp y' unnerstan. An' the Expansion ended up with almost so many members for the Chamber as G. Van Slyke & Horton had orders Peter Schuyler cigars at this here bany factory, unnerstan."

Wanted: Another Union Work

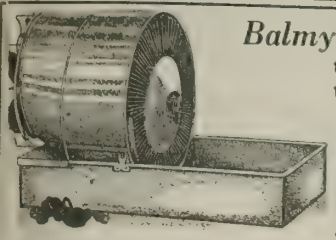
"Factory orders are what's ke us very busy!" reluctantly admitted Faust, filling his bruyere with more Union Workman for the ac o' Scotten-Dillon Tobacco Com "And we want another good missi man here in the Capitol District.

"He needn't be a graduate sale of any correspondence school. But works all day for Scotten-Dillon h expect a fair deal. Our business is enormous. All brands and lines are ing in excellent shape, and we loo a big Summer."

From the South Comes Potpo

"So do we," chimed in J. E. Fox ing down his ace for the J. S. P sohn Cigar Company, Savannah and where. "Because our Potpourri bra smoking mixture is now intro pretty much all over the northern tory, and the repeat business is ning to pour in.

"One of our first representatives was Aaron Pareira, of South Pear State Streets. He sold Potpourri the demand was small, and he has increased it materially. Shipment made direct to you, as we do not o through any jobber here."



Balmy Moist Atmosphere
to prevent the leaf from drying out
to keep cigars fresh—

The American Portable Humidifier

For Eight Years
used by the leading Cigar MANUFACTURERS in all departments where humidity helps production.
CIGAR JOBBERS AND RETAILERS find it THE humidifier best suited for use in humidors and stock rooms, large or small.
No mist, no spray, no noise.
Humidity evenly distributed and regulated.
40% of total sales are repeat orders
AMERICAN AIR PURIFIER CORPORATION
165 East 35th Street New York City

Twelve Years He Sold Gatos

either do we," put in George W. npson, for a dozen years the Gato but now of Carlos Garcia & Com- Brooklyn, the Rensselaer of New "All our cigar products are sent from our Fulton Street plant to etail dealer.

hese accounts of ours are more rous in Troy than in Albany and ectady. But I'm certainly going to Albany and vicinity more thor- y when I obtain more leeway. Now st hurry west, as I'm overdue up tate, and this is the time for busi-

a Country Gentleman Anymore

s, I guess that's so," endorsed y Ryan, late of Bennett, Sloan & iny, N'Yawk, as he selected a seat he Hot Chair Club. "But, tem- ly, I'm away from the cigar busi- Sold my last Country Gentleman last week.

antime, I'm in communication with three pretty fair accounts for this try. And if I can double the busi- f Bennett, Sloan here in a short don't see why I cannot do the hing for someone else, too."

Burlington Route Goes John

at's what I thought, so I quit the vne Brothers Tobacco Company," l John King, picking up an arm- Burlington cigars for quick deliv- Now, as you know, I'm jobbing own account. Only local trade ere nearby Albany, but that's

des a pretty complete line of and cigarets, I distribute the oble, El Murillo, and Burlington cigars for the Bruce Macdonald ny. And I may say I am doing ll indeed for a recent arrival in oing business."

l Set Now at Fifty-Seven

re we," affirmed Bruce Macdon- of the Bruce Macdonald Com- 7 Maiden Lane. "And our new here is now almost complete ny discouraging delays with carpenters, steamfitters, painters, and the like.

"But newspaper advertising is bringing the business around to the Maiden Lane address alright, even though the former State Street site was more conspicuous. And when the new theater opens in our rear during September, we'll also have a retail stand here on this side of the lobby."

All Gold That Glitters Here

"Well, our recent movement is now completed, too," observed Earl Goodrich, sales-boss o' the Dearstyne Brothers Tobacco Company. "All business is being done from our new building at Broadway and Steuben street. And if you haven't seen the beautiful gold signs for Ottina cigars and Kaywoodie pipes at the door of our retail store you have certainly missed some works of art!

"Then, too, our perpetual newspaper advertising in large space has attracted lots of attention. Besides urging our old customers to patronize the new retail store, we are always advertising Blackstones, Ottina, and Popper's Eight-Center in the papers."

Where's That Sport Page, Hey?

"Also La Palina, Cinco, and others," commented Jim Stubb, arising from the Hot Chair Club for a good stretch and yawn before running over to the Elks' Club to see who's who. "All on the sport page, you know, so there's hardly space to mention the box scores.

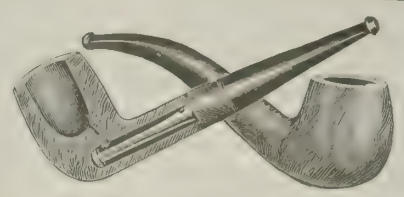
"And, to crowd 'em off entirely, along comes big copy for the Chesterfield cigaret, and that other chesterfieldian gentleman, Herbert Tareyton. And some people wonder why there are so many newspaper pages o' sport!"—THE SMOKER.

A Prominent Engagement

Mr. and Mrs. Bernard Mayer, of 41 East 72nd street, New York, announce the engagement of their daughter, Miss Theresa Mayer, to Milton I. Durlach, of Durlach Bros., the well-known Water street leaf dealers. Mrs. Mayer is giving a reception and dance on June 6, at the Ritz-Carlton Hotel.

The Pipe That Cleans Itself

MADE IN LONDON



It not only traps the nicotine, moisture, etc., but actually extracts it from the pipe by the simple operation of removing the mouthpiece.

"Underboar" pipes are guaranteed. A new pipe will be given instantly should any fault be found or should the pipe crack or burn.

Underboar

"Underboar" pipes are made from the finest old Bruyere Root, hand made Vulcanite mouthpieces; in all desirable shapes.

SAMUEL GORDON
95 Madison Avenue, New York
Sole American Distributor

Glass Cigar Box Covers
Highest Quality - - Lowest Prices

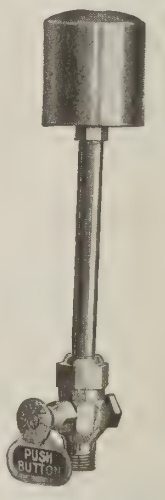
Our Style D Suits the Purpose

100	15 cents each
250	14 " "
500 or more	12 " "

Includes Printing on Glass or Metal.

Choice of Five Colors. Send for Sample.

GEBHARD MFG. CO.
Manufacturers
9-11 E. FAIRMOUNT AVENUE NEWARK, N. J.



The **"RUTZ"**

a gas-burning cigar lighter for your counter or stand

SIMPLE—DURABLE ECONOMICAL

"Just push the button"

MILWAUKEE GAS SPECIALTY COMPANY
MILWAUKEE, WISCONSIN, U. S. A.



To Cigar and Cigarro Manufacturers—
The only
SCRAP CUTTER
built for economical results and service

WHAT IT DOES
Cuts damp tobacco. Cuts 2500-3500 lbs. per day. Cuts uniform. Is adjustable to different sizes. Consumes little space and power.

WHAT IT DOES NOT DO
Does not choke up.
Does not tear or drag the leaf.
Does not make over 1-10% dust.

ade in sizes.

Himoff Tobacco Machine Co.
13th Street
LONG ISLAND CITY, N. Y.

CIGAR CANS

FIDELITY CAN CO.
600 S. CAROLINE ST.
BALTIMORE, MD.

Imported Cigars

Partagas
Castaneda
H. Upmann-
Romeo y Julieta
Ramon Allones
Hoyo de Monterrey
Rey del Mundo
Por Larranaga
Belinda
Punch
Eden

From the
INDEPENDENT
MANUFACTURERS
of Cuba

Best Values ~ Best Profits
Fresh shipments arriving weekly
Latest price list on request

Grosvenor Nicholas
and Company
60 Broad St.
New York

HAVANA CIGARS

The Leader in All the World's Markets

ROMEO y JULIETA

U. S. REPRESENTATIVE
WM. T. TAYLOR, 50 E. 42nd St.

ROBERT E. LANE

Representing CIFUENTES, PEGO & CO., of Havana, Cuba

"PARTAGAS"

107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO GUTIERREZ, *Representative*
351 West 121st Street New York

Joseph F. Cullman, Jr., President
Chas. W. Duignan, Treas.
Milton Samuels, Joseph Mendelsohn, Vice-Pres.
Harry S. Rothschild, Sec'y

STERN-MENDELSOHN CO., Inc.

HAVANA & PORTO RICO TOBACCO
165 Front Street, New York
PACKING HOUSES: HAVANA, CUBA; CATANO, PORTO RICO

ERNEST ELLINGER & CO.

IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

Telephone M. 2368.
Cable "Fegrau."
Manuel Fernandez Grau.
Antonio R. Fernandez Grau.

FERNANDEZ GRAU Y HERMANO

Leaf Tobacco Dealers
Monte 116, Havana, Cuba
Large Stripping Plant, 199 Manrique St.
Telephone M. 7643.
General Offices, 199 Manrique St.

Cable Toranoco

TORAÑO & CO.

HAVANA LEAF TOBACCO PACKERS AND DEALERS
SPECIALISTS IN PARTIDO
Cable: Toranoco 53 Estrella Street Habana

IT PAYS TO HAVE UP-TO-DATE INFORMATION. READ TOBACCO

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Orizaba —*May 22*

	Cases
Grosvenor Nicholas & Co.	5
G. S. Nicholas & Son	2
Park & Tilford	16
Reymer & Bros.	5
S. S. Pierce Co. (Boston)	5
Benson & Hedges	7
R. J. Seidenberg Co. (Buffalo)	3
B. Wasserman Co.	7
Estabrook & Eaton (Boston)	1
C. B. Perkins Co. (Boston)	2
Goldstein Co.	2
United Cigar Stores Co.	9
D. A. Schulte, Inc.	6
Andrew Wilson & Co.	2
Schwarz & Son (Newark)	4
M. J. Dalton Co. (Phila.)	2
Harvey Hotel & Restaurant Co.	2
T. H. Hart & Co.	2
A. Clubb & Sons	2
Hyneman Bros.	1
J. T. Snyder	2
O. Heyman	2

Tobacco from Cuba

S. S. Orizaba —*May 22*

	Bales
H. Duys & Co.	32
Friend & Co.	5
L. Cantor	228
S. Ruppin, Inc.	38
E. Rosenwald & Bros.	15
F. D. Grave & Son	80
Stern-Mendelsohn Co.	433

	Barrels
Friend & Co.	88
M. Schwarz	304
L. Cantor	15
S. Ruppin, Inc.	75
H. Oppenheimer & Co.	5
E. Rosenwald & Bro.	31
Stern-Mendelsohn Co.	21
Montag & Cassidy	5
E. P. Cordero & Co.	37
Cruz Bros.	5
E. Ellinger & Co.	25
Waitt & Bond (Newark)	70
Hinsdale, Smith & Co.	321

	Packs
J. Bernheim & Son	48
Blink & Sons	
M. Schwarz	
Bayuk Bros. (Phila.)	
Stern-Mendelsohn Co.	
I. Kaffenburg & Sons (Boston)	
Cruz Bros.	

Cigars from Porto Rico

S. S. San Lorenzo —*May*

E. Fernandez & Co.	
Porto Rican American Tob. Co.	
United Cigar Stores Co.	
Villar, Lanza & Co.	
A. Riera & Co.	
Royal Bank of Canada	
A. Moss	
Infanzon & Rodriguez	

S. S. Caracas —*May*

Porto Rican American Tob. Co.	
United Cigar Stores Co.	

Tobacco from Porto Rico

S. S. San Lorenzo —*Ma*

W. Finck	48
Villar, Lanza & Co.	3 ba

S. S. Caracas —*May*

	Ba
American Cigar Co.	
Durlach Bros.	
Selgas & Co.	
American Cigar Co.	141
American Cigar Co.	357 c

Tobacco from Rotterdam

S. S. Veendyke —*May*

Hinsdale, Smith & Co.	
E. Rosenwald & Bro.	
R. Schubert & Co.	
L. Schmid & Co.	
A. Bornholdt & Co.	
Joseph Holzman	
D. Dreux, Inc.	
Herzog & Sarluy	
Manus, Muller & Co.	
H. Duys & Co.	
Irving National Bank	
W. Van Doorn	
Cullman Bros.	

AIXALA & CO.

Packers and Dealers of Havana Tobacco
ALSO PORTO RICAN TOBACCO
New York Office M. A. André 196 Front St.
Havana Office Corrales 6, 8 and 1

HINSDALE SMITH & CO.

Established 1840
Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane SPRINGFIELD, MASS. New Yo
Cable Address "Nargil" Telephone 901 Jc

Webster Cigars

STANDARD FOR OVER FIFTY YEARS

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

O. Smith & Co..... 19
ieral Cigar Co. 58
Duys & Co. 3

. S. Nieuw Amsterdam May 26

Bales
erican Sumatra Tobacco Co.....350
Rosenwald & Bro. 203
sdale, Smith & Co..... 63
zog & Sarluy 27
Duys & Co. 219
Van Doorn 51
man Bros. 57
Bornholdt & Co..... 19
Dreux, Inc..... 74
ring & Co. 5
Order 75

Cases
erican Cigar Co. 348
Rosenberg & Co..... 22
Van Doorn 100
Order 175

Tobacco from Alexandria

S. Amarna —May 24

ort Leaf Tobacco Co.....50 hhds
ort Leaf Tobacco Co.....75 cases

Tobacco from London

S. Missouri —May 24

Cases
A. Schulte, Inc..... 3
rles & Co. 1
r, Coe & Gregg 1
Order 1

Tobacco from Southampton

S. Mauretania —May 25
. Downing & Co. .....2 Cases

S. Albania —May 28

Cases
ner & Bros. 1
dman Co..... 1
Order 1

Tobacco from Hamburg

S. Ohio May 28
Order.....190 bales

Tobacco from Bremen

S. Bremen —May 23
D. Smith & Co.....1 case

bacco and Cigarettes from Cuba

S. Orizaba —May 22

Cases
r, Coe & Gregg..... 33
al Cigar Co. 4

cco and Cigarettes from Liverpool

S. Cedric —May 28
ppenheimer & Co.....3 cases

Cigarettes from Porto Rico

S. S. San Lorenzo —May 24

Cases
Porto Rican American Tob. Co..... 3
United Cigar Stores Co..... 2

Cigarettes from Alexandria

S. S. Amarna —May 24
To Order .....1 case

Cigarettes from London

S. S. Missouri —May 24
To Order .....1 case

Cigarettes from Southampton

S. S. Mauretania —May 25
R. F. Downing & Co.....1 case

Cigarettes from Liverpool

S. S. Cedric — May 28
American Tobacco Co. .....1 case

Cigarette Paper from Le Havre

S. S. Lapland —May 25

Cases
de Mauduit Paper Corp..... 22
Surbrug & Co. 21

S. S. Pipestone County —May 28

Cases
Rose & Frank 52
de Mauduit Paper Corp..... 30

Cigarette Paper from Antwerp

S. S. Lapland —May 25
P. J. Schweitzer, Inc.....25 cases

Briar Pipes from London

S. S. Port Lincoln —May 24

Cases
D. A. Schulte, Inc. 2
Grosvenor Nicholas & Co..... 1

Briar Pipes from Southampton

S. S. Mauretania —May 25

Cases
Interocean Forwarding Co. 3
To Order 9

Briar Pipes from Le Havre

S. S. Rochambeau —May 25
D. A. Schulte, Inc.....22 cases

Briar Pipes from Hamburg

S. S. Bayern — May 82
Interocean Forwarding Co. .....1 case

Smokers' Articles from Rotterdam

S. S. Veendyk —May 23
A. B. Newman & Co. .....6 cases

SOBRINOS DE A. GONZÁLEZ

HAVANA LEAF DEALERS

Industria 152-158
Habana, Cuba

P. O. Box 495 **Cable ANTERO**

LESLIE PANTIN & SON

Commission Merchant

LEAF TOBACCO and CIGARS

Virtudes 74, HAVANA, Cuba

TADEMA HAVANA CIGARS

ARGUELLES, LOPEZ & BRO.
MAKERS

GENERAL OFFICE AND FACTORY: TAMPA, FLA.

EASTERN OFFICE:
222 PEARL ST., NEW YORK

WAREHOUSE:
HAVANA, CUBA



Pablo L. Perez
Frank B. Strater

Cable: Palupe
Codes: A.B.C. 5th Ed.
Bentley's

PABLO L. PEREZ & COMPANY
Successors to
HAVANA TOBACCO STRIPPING CO.

LEAF TOBACCO

Telephone A-7914

Lealtad 110, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY

(S. en C.) ESTABLISHED 1873

GROWERS, PACKERS AND DEALERS IN

LEAF TOBACCO

Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

HIJOS DE DIEGO MONTERO

S. en C.

COMMISSION EXPORTERS

LEAF TOBACCO

DRAGONES 106-108 **HAVANA, CUBA**

M. ABELLA

PACKER AND LEAF DEALER IN

PARTIDO, SEMI VUELTA AND REMEDIOS

100 Galiano Street **Habana, Cuba**

Cable: Abella

ROCHE & GALVAN

Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

H. UPMANN HABANA

H. UPMANN & CO.

ESTABLISHED 1844

Bankers and Cigar Manufacturers

HAVANA, CUBA

HAS. LANDAU, Agent, 35 Wall St. New York

A NEW PARK & TILFORD PRODUCT

"TILFORD CIGARS"

THESE CIGARS ARE MADE BY OURSELVES IN OUR NEW YORK FACTORY. In every respect they embody the PARK and TILFORD standard of quality and value.

This new departure has been made for the man who wants a FRAGRANT, VERY MILD AND FULL-FLAVORED CIGAR.

MADE IN SEVEN SIZES:

Tuxedos	10c	Perfectos	2 for 25c
Deliciosos	10c	Invincible Finos	2 for 25c
Londres	10c		
Club House	15c		
Invincibles	15c		

PARK & TILFORD

Established 1867 Original Factory No. 1

The Standard Clear Havana Cigar Factory

Manufacturers of

La Flor de Sanchez & Haya

and

Ignacio Haya

Office & Factory: SANCHEZ & HAYA CO. 14th Ave. & 17th St., Tampa, Fla.

Distributors for Greater New York & New Jersey B. WASSERMAN CO. 77 Chambers St., New York City

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters OF

TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

Compañia de Abraham Haas

ESCOGIDAS SANCTI SPIRITUS LA VUELTA

Escogedor de Tabaco En Rama

SAN MIGUEL 85, HAVANA, CUBA Cable: Haas, Havana

CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Cable "Quinto" P. O. Box 502

WALTER SUTTER COMPANY

COMMISSION MERCHANTS—EXPORTERS

LEAF TOBACCO

VIRTUDES 129 HAVANA, CUBA

Cable "Hermdiehl" Tel. A. 3682

HERMANN DIEHL

GERVASIO 182, HABANA, CUBA

Diehl's Havana Tobacco Cable Code, $15.00

Commission Dealer and Exporter

Havana Leaf Tobacco of all kinds

Special attention given to American and Foreign Accounts

STRIPPING PLANTS

Cable "Nuco" P. O. Box 1985. Tel. A. 9067.

MENENDEZ, MENDEZ & CO.

Dealers in All Kinds of Havana Tobacco

Specialty—Remedios & Vuelta Abajo Tobaccos

SITIOS 11, HAVANA, CUBA

R. LOPEZ TRUJILLO

Manufacturers of Clear Havana Cigars Exclusively

KEY WEST, FLORIDA

La Mas Fermosa—Comal—Magnetica

Smokers' Articles from Southampton

S. S. Mauretania —*May 25*
F. Murray Hill & Co. ..... 10 cases

Smokers' Articles from Hamburg

S. S. Ohio —*May 28*
To Order ..... 6 cases

Cigarette Holders from Hamburg

S. S. Bayern —*May 28*

	Cases
Manufacturers' Trust Co.	6
American Bluefriesveem	1
Transatlantic Clock & Watch Co.	1

Cigarette Holders from Le Havre

S. S. Rochambeau —*May 25*
William Demuth & Co. ..... 2 cases

Briarwood from Leghorn

S. S. West Lashaway *May 28*
Leghorn Trading Co. ..... 50 bales

Briarwood from Messina

S. S. West Lashaway *May 28*
A. & J. Vassas ..... 245 bags

Briarwood from Marseilles

S. S. Fenchurch —*May 23*

	Bales
A. & J. Vassas	265
Vassas, Aire & Co.	198

Licorice from Tarragona

S. S. Nuria —*May 22*
H. Utard ..... 300 cases

S. S. Fenchurch —*May 23*
H. Utard ..... 300 cases

Licorice from Marseilles

S. S. Fenchurch —*May 23*
To Order ..... 14 cases

Gum Tragacanth from Bombay

S. S. Eastern Knight —*May 24*

	Bags
Goschens & Cunliffe	55
To Order	77

Labor Statistics

WASHINGTON, D. C., May 28.—The Bureau of Labor Statistics of the Department of Labor has just issued a statement showing employment in selected industries for the month of April. In 27 chewing and smoking tobacco establishments reporting, the number on the payroll for April was 3,384, as compared with 3,380 in March, an increase of 0.1 per cent. The amount of the payrolls in these establishments was $51,802 for April as compared with $50,737 for March, an increase of 2.1 per cent.

In 176 establishments manufacturing tobacco, cigars and cigarettes, the number on the payroll for April was 31,355 as compared with 32,408 in March, a decrease of 3.3 per cent. In these establishments the payrolls for April amounted to $552,519 as compared with $582,042 in March, a decrease of 5.1 per cent.

In 74 establishments manufacturing tobacco, cigars and cigarettes, the number on the payroll for April, 1923, was 15,9 as compared with 14,457 in April, 1 an increase of 6.2 per cent. The amo of the payrolls for April was $283,47 compared with $232,757 in April year, an increase of 21.8 per cent.

April Cigar Producti

WASHINGTON, D. C., May 28.—T were 532,533,522 large cigars manu tured in April of this year, as comp with 501,393,544 manufactured in A of last year, according to figures made public by the Bureau of Inte Revenue. There were 41,154,200 s cigars manufactured in April this yea compared with 49,720,007 manufacture April last year. There were 1,495 large cigarettes manufactured in A this year, as compared with 1,180,440 year and 4,710,544,617 small cigarette compared with 3,453,060,850 last y The amount of snuff manufacture April this year was 3,296,140 pounds compared with 2,811,813 pounds last in April. There were 30,759,305 po of tobacco manufactured in April year, as compared with 28,564,591 po in April last year.

In Porto Rico there were 13,18 large cigars manufactured in April, 1 as compared with 10,422,820 in A 1922. There were 2,000,000 small ci manufactured in April this year, as c pared with 1,000,000 last year. T were 95,000 large cigarettes manu tured in April, 1923, as compared 10,000 in April, 1922, and 1,000 s cigarettes manufactured in both A 1922 and 1923.

In the Philippine Islands the nu of large cigars manufactured in A 1923, was 17,763,469, as compared 8,102,976 in April, 1922. The numb large cigarettes amounted to 1,00 April this year, as compared with last year and small cigarettes amou to 147,440 in April, 1923, as comp with 5,800 in April, 1922. There 102 pounds of tobacco manufacture April this year, compared with pounds last year.—LAMM.

Answers Federal Complai

WASHINGTON, D. C., May 29.—H Schagrin, president of the Schagrin-H man Co., tobacco jobbers of Yo town, Ohio, has filed an answer wit Federal Trade Commission in its fo complaint in Docket 1012 and 1013. Schagrin states that his firm paid in the Ohio Wholesale Grocers f period of only three months in 1921 "we did not attend any meetings of association and our files contain no respondence in connection with said plaints. We attended no meetings ever and have no knowledge of the plaints above referred to."

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Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

Tampa Tidings

AMPA, Fla., May 26.—A. C. West-, of the Tampa Cigar Co., Inc., re-s that this month's net business vs some gain over that of last th, which was a little off the aver-to date. He predicts continued gains ne industry at large and holding con-ably later into the Summer than l. Increasing prosperity in the ding trades in the north is one sav-factor. The fact that unfavorable her conditions has held up outside ations in the trades much later this ng than usual will tend to cause eased activity holding through the l slack summer period, linking it up the customary fall revival—in the r business. He also reports a slack-up in sales of class "A" cigars, and attering gain in class "C." Alto-er the prospects are much better a year ago for a big year.

Predicts Good Year

ctor Diaz, president of Arturo Fuen-Co., Inc., and of Salvador Rico & Inc., left yesterday for a protracted to Memphis and Chicago and in-ediate points. He has a full sample of Fuentes' Garcia Boquet, and & Co., Usa-Cuba. From Chicago ill turn east and take in the Shrin-convention in Washington, D. C., on 5, 6 and 7 and from there work his southward to Tampa. Notwith-ding the high price of leaf and the for light wrappers (which, by the he has been able to supply), he pre-a big gain over last year's sales and asing demand for better quality s. Salvador Rico & Co. are push-Usacuba in Mississippi. Stev-and Thomas, of Birmingham, for-with W. G. Patterson, are the onaries, and can be depended upon ake themselves heard.

Cigars Advertise Tampa

e cigar industry as Tampa's great-dvertising agency as well as its est industrial activity, was graphi-described to the Rotary Club at Hillsboro hotel this week, by Angel uesta, Jr. The part that tobacco in the industry was ably discussed enry M. Lott. The two speakers ted considerable information that hearers had not hitherto acquired. Cuesta who, on this, his maiden as a Rotary speaker, acquitted himself with much credit, despite the fact that he had not prepared a speech, told Rotarians that 375,000,000 of the cigars sent out from Tampa last year had bands carrying the name of Tampa; that the 10,000,000 boxes sent out with these cigars had the name Tampa "smeared all over them"; and that all the larger cigar manufacturers of Tampa use national advertising, in all of which the name Tampa is featured.

He said that to hundreds of thousands of American citizens who had never seen Tampa, the name had become familiar because of the fact that they smoked Tampa cigars, just as the whole country is familiar with the name of Detroit because of the general use of its greatest product, automobiles.

Mr. Cuesta described the "manufactured in bond" law as guaranteeing to the smoker that the cigar so labeled is made of all Havana tobacco by the Spanish hand method, and declared it the greatest protection to the smoker ever put upon the statute books. He described the manufacture of cigars, using a cigarmaker's block, knife and gauge in illustration.

Outlines History of Tobacco

Mr. Lott, who is engaged in the tobacco brokerage business, recited the history of tobacco, from the first discovery and use of the weed to the present time. He described minutely the processes of cultivation and curing and the different grades as grown in this and other countries. He spoke particularly of the Connecticut and Florida tobaccos. Mr. Lott's paper showed much study and was full of important facts.

All Well in Cuesta Party

A. L. Cuesta, Sr., sailed from New York on the 22d for his summer home in Spain. Before returning to the States he will rejoin Isaac Meyer, who sailed with him, and tour Continental Europe. In August Karl Cuesta and wife of Havana will join him. A. L. Cuesta, Jr., has received wireless from his father, stating that all in the Cuesta party are well.

Jorge Leon of San Martin & Leon Co., has returned from a rush trip to Cuba, where he went to secure more of that good leaf for Hoyo de Cuba and San Martin Leon cigars.

José Escalanta has gone to Havana in quest of leaf for "La Corina" cigars.

José Gonzalez of Gonzalez & Mendez is on a leaf purchasing trip to Havana.

"Pancho" Gonzalez, of the Garcia & Vega cigar factory, is visiting New York.



In Perfect Condition

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CAUTION

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HAVANA CIGARS
LOZANO
OR DE NARVEZ
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CIGARS
LINCOLN BROS., Manufacturers
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MONTE CRISTO
CIGARS

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AND

PACKERS

OF

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Florida and Georgia Shadegrown Wrappers

Connecticut Broadleaf

Connecticut Havana Seed

Stripped and Booked Porto Rico Fillers

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CONNECTICUT TOBACCOS
144 WATER ST., NEW YORK
Telephone John 2821

nnecticut Growers Start Their Transplanting

ildfire Reports Come from Some Sections Where No Precautionary Measures Were Attempted—Changes in The Association Directorate Thought Probable.

RTFORD, Conn., May 26.—A few to- growers started to transplant this but it will probably be two weeks fore transplanting becomes general.

ome sections of the Valley it is re- that "wildfire" has gotten into beds and has caused much damage. any the damage was sustained by growers who were not "alarmed" "wildfire" and who did not try any tive measures, which they were ad- o do.

re has already been some complaint "rotting" in seed beds, but this has hecked. It was mostly in beds the plants were too thick and over- d during the cold weather a few go.

y considerable 1922 tobacco was ed to a warehouse, where it will rted and packed.

handling of the 1922 crop has been gest drawn out affair ever in the One thing has been in favor of lated growers. During the con- cool weather but very little tobacco "warmed up" in the bundle.

credit is due to General Man- red B. Griffin, of Connecticut Val- bacco Association, for the able in which he arranged to handle acco expeditiously when it was or the cases. The work has been along without serious delays, and cco put into the case in excellent n, notwithstanding the handicaps eatened earlier in the season. It ured that a lot of tobacco would med up in the bundle.

sampling out of the sweat rooms g pushed along rapidly, and the are showing a much smaller per- of damaged than was expected at when the tobacco was put into es. The reputation of the 1922 s not been regarded as a banner t the Association had the tobacco carefully and under trained ors who were equal to their id this accounts largely for the ss of the crop coming through the nd there is a much larger per- of fine tobacco in the cases than red on earlier in the season.

ver, some of the growers are not with the way that the tobacco rted, and are making much ado work, but time will tell whether wer with little experience in tobacco, or the men who have g experience with tobacco, in its stages during the sweating pe- ll prove to be the better judges. ssociation is grouping the sweat s fast as they come in; pools are ording to the tobacco, and the are now ready to offer for in- "Brokes" from the Broadleaf, as ome primed Havana and shade. still some seed Havana on hand. rk of electing a new Board of for the Association is now in and rumors are that there will be some changes in the Directorate for the coming year. Some of the growers think that the salaries paid to the various heads of the Association are altogether too high and out of proportion, and that too many "plums" have been handed out. But were each of these growers to actually figure up what his "chip in" on the cost of the running of the Association is, he would find that he had not been "robbed" to such an extent as he may be dreaming that he is. The salaries of President Alsop is $30,000; General Manager Griffin, $30,000, and Assistant General Manager Fuller, $15,000 per annum. The managers have already demonstrated that they are getting more for the grower than he could have gotten for his tobacco had he continued to be his own salesman. Some of the prices received on actual sales shows a material increase over last year's. A year ago farmers were selling some of their grades for practically one-half of what the Association has sold the same grades at this season already, and of the Broadleaf, only very little has been sold as yet. If the other grades sell in the same proportion then the management has done what it proposed to do. But why criticize now? Why not wait until they have actually made sales?

The next few days will decide whether or not the growers will go into the hail insurance proposition, a plan which the Association has worked out, offering a decidedly lower rate of premium and on a basis of $300 per acre.

Close Warehouse for Season

Meyer & Mendelsohn have closed down their warehouse for the season on the 1922 crop. They have had a long run. They employed around 200 workers and have put up several thousand cases, and are now ready to show to their customers samples of some of Connecticut's "finest," not only in Havana seed, but also Shade and Broadleaf.

Irving Katz has disposed of his warehouse in the city and will move to State street, better known as "Tobacco Row." Mr. Katz secured a large packing of tobacco and has had his shop running most of the Winter.

To Close Warehouse Shortly

Brewer Bros., who have employed about 100 workers practically all Winter, will close down their warehouse within a few days. In addition to the handling of their own crop, which exceeds 450,000 pounds of Havana prime, they handled over 500,000 pounds of shade, round tip and primed for the Association. They have started setting out the 1923 crop. They are raising shade and have over 30 acres of cloth up and ready.—X. Y. Z.

To Move June 1

William S. Brill & Son, dealers in Wisconsin and Pennsylvania tobaccos, are removing on June 1 from their present address to 147 Water street, where they will occupy larger quarters.

Steane, Hartman & Co.
INCORPORATED
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96 COMMERCE STREET HARTFORD, CONN.

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GROWERS OF CONN. SHADE
And Packers of Leaf Tobacco
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PACKER AND DEALER IN
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UP TO A STANDARD NOT DOWN TO A PRICE
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CONNECTICUT SHADE
QUALITY TO BURN
FFIELD CONNECTICUT

HEYWOOD, STRASSER & VOIGT LITHO. CO.
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CIGAR BOX LABELS, BANDS and TRIMMINGS
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Western Representatives
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Windsor Hotel, Denver, Colo.

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All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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Clean, Uniform Strips a Specialty

ROCKY MOUNT, NORTH CAROLINA, U. S. A.

Leaf Production to Be Decreased

RALEIGH, N. C., May 28.—A very considerable decrease in the production of tobacco in the Old Belt of Virginia and North Carolina seems certain for 1923, according to crop reports sent in from 782 local units of the Tobacco Growers' Co-operative Association to its Raleigh headquarters last week.

A very heavy cut in the tobacco crop of Virginia for 1923 is indicated by the fact that the figures from the signed statements of hundreds of local association secretaries show that 7 per cent of the total Virginia acreage is already abandoned. The Virginia crop is already cut 25,000,000 pounds short of the 1920 total and unless plant and weather conditions improve materially it may be short 50,000,000 pounds in weight compared with 1922.

The Old Belt of North Carolina, according to the locals of the tobacco co-operative, reports decrease in acreage of 3.6 per cent over last year. From Raleigh west and north farmers report the most serious plant conditions they have ever known. Eastern North Carolina and the South Carolina Belt report a slight increase in acreage but uncertain weather conditions. The unprecedented shortage in farm labor and the continuous migration of negro tenants to the north will probably further decrease the production of tobacco in these counties for the coming year.

More than 90,000 tobacco farmers are now members of the Tobacco Growers' Co-operative Association, according to a count of contracts made last week at Raleigh headquarters and the association continues to hold its position as the largest of the American commodity co-operatives. Several new customers are buying the redried tobaccos of the association, which are finding a steady market at association prices.—S. D. FRISSELL.

Smaller Acreage Indicated

OXFORD, N. C., May 26.—Due to the labor shortage, a general complaint as to lack of plants and to the fact that a larger acreage of cotton is being planted in the southern part of this county and the two adjoining counties, we estimate there will be fully 10 per cent less acreage planted than last year.—W. A. ADAMS CO.

Plant Shortage Acute

DANVILLE, Va., May 28.—The advent of warm weather has been a Godsend to the farmers in this section which have had virtually no opportunity of planting out the crop. For the past week the farmers and their helpers have concentrated every effort in getting the tobacco on the hill. There is still great complaint of plant shortage. Some Pittsylvania growers have sent to South Carolina for plants and only a few days ago it was reported here that the Pe burg (Va.) Chamber of Commerce sent an appeal to the Commercial sociation at Warrenton, N. C., as for plants for the growers in that trict.

While in years past the plant shor cry has been raised very often wit real justification, this year the shor is not only real but acute.—TETLEY.

Returning from Europe

WILSON, N. C., May 26.—W. J. head of the Wilson Tobacco Co. and ident of the Wilson Tobacco Boar Trade, who has been in Europe for eral weeks, is now en route home.

W. T. Clark, head of the W. T. Co., Wilson, N. C., and vice-pre United States Tobacco Association, has been abroad for several weeks, sail for New York June 2. Mr. while in London had a mild attack flu, but his many friends will be to know he has recovered.—MCFAR

Renewing Membership D in Dark Tobacco Distri

HOPKINSVILLE, Ky., May 28.—Th opening of the membership books f Dark Tobacco Growers' Co-ope Association of Kentucky and Ten since the organization campaign last November, came the past we the One Sucker district. This ha as yet been marked by the int methods, such as big speakings b tionally prominent leaders in th operative movement, barbecues and things which were largely used las during the organization, but is bein ducted more by personal solicitation each county left largely to devise it plans.

And the early reports indicate th is to be highly successful, for mor a hundred new contracts have a been sent in. There were some One Sucker counties, especially th ing far out on the edges of the d which never were worked last y closely as was desired. This was the strenuous campaign which wa ducted then and the inability to g into those sections. This time the is to be centered largely in those co for it is desired to get them sign Sentiment in all of them is repor being very favorable and first coming from them indicate a sign up.

On Thursday, May 31, all the chants and professional men of ville will unite with the asso workers in a thorough canvass of County. Practically every merch town has signed a resolution en the association and are urging the ers to sign up 100 per cent in that

On June 2 a similar drive wil from the courthouse at Carthage,

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CLARK BROS. & CO.
Buyers, Packers and Exporters
All Grades Virginia and Carolina Tobaccos.
Also Kentucky Air Cured and Burley Types.
We cover closely the Virginia Dark Belt and specialize in this type of Export.
BEDFORD, VIRGINIA

Cable: Monk
Codes: { Arnold's Nos. 5 & 15 / Western Union
A. C. MONK & CO., Farmville, N. C.
A Large Supply of Leaf Tobacco Always on Hand.
We buy all grades Bright Tobaccos, Virginias, Darks and Burleys, Steam and Natural Season. Samples Furnished.
Branch Factories: Wilson, N. C.; Wendell, N. C.; New Bern, N. C.

will extend into Smith and surrounding counties.

The membership books in the One Sucker district will close finally on the 31 crop, July 31. This has been decided by the board of directors and no members will be accepted after the last day of July. This has been widely advertised and it is expected it will be the case of many farmers coming in at once, instead of holding back to the end of the campaign.

After the One Sucker campaign is completed, then similar drives will be started in the Green River and Stemming districts and these will be followed in due time by a drive in the Dark Fired district. It is expected to complete these drives covering the entire Black Patch before the new crop is anything like ready to move next winter.

The crop delivery to association warehouses has been speeded up by the urging that the tobacco be brought in, the agreement that all receiving houses would be closed just as early as possible and the farmers being told that the making of a second distribution to the growers of the Green River, Stemming and Dark Fired districts depended upon the completion of the deliveries and the sale of the tobacco. It has been positively announced that distributions cannot be made in these districts until three-fourths of the tobacco has been delivered, sold and paid for. In other words, the association cannot make a distribution until it has disposed of the tobacco and has the money in hand. The only district that has so far received a second payment is the One Sucker. Naturally the growers of the other three districts are anxious to get another payment on their crops and they are putting forth special efforts now to get the tobacco in.

The campaign to organize the members in several counties into school district organizations of "Locals," is gaining speed all through the district. Everywhere the members are taking hold of the proposition with real enthusiasm, and not only are the school district locals being formed, but the county organizations as well. And the reports from the meetings that are being held are most inspiring and indicate a fine spirit among the growers. Also the crop reports and other proceedings are of much value to the association officials in the conduct of the business.

A marked incentive to the work was the issuing of orders by C. A. Mahan, state leader of the county farm agents in Kentucky, instructing all county agents to co-operate actively with the association in the organization of these locals. Pursuant to these instructions, and their natural inclinations, the county agents everywhere in Kentucky are rendering a splendid service.

County agents are government officers and work under direct orders, and as every activity of farming life is to be advanced, the agricultural department has put it on the agents to give every assistance in their power.

Another thing which has broadened the scope and interest of these locals is that they are not to be confined to members of the association but are also open to non-members. Of course this is expected to bring into the organization many farmers who possibly would not be reached otherwise, but at the same time it opens these community clubs to every farmer. And it is proposed that the locals shall not confine themselves by any means to association affairs but take up any other matters pertaining to their community or to their problems that they may desire and consider of sufficient importance.—M. E. Bacon.

Featuring Havana Cadets

Greensboro, N. C., May 26.—The Callum Tobacco Company is introducing a new cigar named Havana Cadets, which is a full, corona-shaped five-cent seller. This is the first step towards an advertising campaign which will prove to be the largest ever put on locally on a single brand, according to Bill Callum. Newspaper space plus aeroplane stunts will bear the brunt of the advertising. The aeroplane will make trips over the city dropping the cigars in miniature bombs and wherever this has been tried out it has always created a sensation. This campaign is expected to start within the next two weeks.

The Havana Cadets are manufactured by the Manchester Cigar Co., of York, Pennsylvania.

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LEAF TOBACCO DEALERS
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Commission Merchants and Exporters

If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.

WILSON, N. C., U. S. A. *The largest bright leaf tobacco market in the world*

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T. S. RAGSDALE COMPANY

Leaf Tobacco Dealers

ORDERS SOLICITED FOR LEAF STRIPS AND SCRAPS

Packed by Steam or Natural Season. Special Attention Given to Packing. Latest Proctor System.

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Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in LEAF TOBACCO

Strips, Scraps and Stems Samples submitted on request

WILSON, N. C., U. S. A.

PINETOPS TOBACCO COMPANY

PINETOPS, NORTH CAROLINA, U. S. A.

We have latest improved systems for handling tobacco either in leaf or strip form on order or contract, and are located in one of the best tobacco belts of the Carolinas. We carry good size stock on hand at all times suitable for domestic and export requirements. All correspondence solicited and samples submitted promptly upon inquiry.

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Largest Loose Leaf Tobacco Market in the World

W. T. CLARK & COMPANY

Established 1887

Dealers in All Grades Bright Leaf, Strips, Stems and Scraps

Packed for Export and Domestic Trade

We operate in North Carolina, South Carolina, Virginia and Georgia

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Packing guaranteed. Samples submitted on application.

A. H. BUCHAN, President & Treasurer J. S. NEAL, Secretary

Cable DIBUCO, Mullins, S. C.

DIXON-BUCHAN TOBACCO COMPANY

Dealers and Exporters

VIRGINIA-CAROLINA TOBACCOS

Mullins, South Carolina

N. C. Auction Warehousemen Criticise Co-ops

(*Continued from page* 46)

was induced to sign the agreement in the face of this provision of the Act, when in truth and fact the conditions of the Act had not been complied with, has the right to go into the court of his county and ask that he be relieved of the obligations of the contract which was not to become binding until conditions were complied with which cannot be complied with.

"But the question is asked: Do the farmers want to be relieved of their contract? And for the answer to this question, one only has to talk with the farmers who have signed the agreement.

"The association as it is now constituted cannot hope to survive its five-year period. No organization, certainly one based on co-operative effort or co-operative action, can be successful when the overwhelming majority of the members of the association were induced to become members by representations which have proven to be false. The resentful, determined humor of the farmers I do not call disloyalty. They feel that they have been tricked into making a contract which is inimical to their best interest. They are resentful of that trickery and are determined that the benefits of their labor expended in the cultivation of tobacco crops shall not be taken from them by an association not of their own making and against which they entertain feelings of enmity and hatred. They realize that it is not and never has been a farmers' organization. They do not so regard it nor can they be made to accept it as such.

"This thing has proven to be no benefit to the farmers. On the contrary it has meant a very great loss to those who delivered to this association their crops. Hundreds are unable to pay their taxes for the lack of funds which should came to them from the association. Mortgages are being foreclosed or forebearance sought in thousands of instances, while the neighbors of these deceived people, who would not sign the contract or who did not deliver their tobacco even if they did sign the contract, are meeting their obligations and have an optimistic outlook on life. If the Co-operative Association has deceived itself into believing that the farmers of North and South Carolina and Virginia will further permit the result of their labor to be dissipated in a manner unknown to the farmers, and if it has deceived itself into believing that by applying to the courts for a decree of performance to compel the delivery of tobacco to it, the contracts for which were induced by fraud, it is destined to have a rude awakening, for as the temper of the overwhelming majority of these people is read, it argues no meek submission to an injustice which to them seems robbery."

Upholds Auction System

Colonel John F. Bruton, president of the First National Bank and the Wilson Trust & Savings Bank; director of t Federal Reserve Bank of Richmond, w has always stood for the best things the country and who is familiar with bo the auction system and the co-operati system, was next called upon by Preside Brinkley. Following great applause t distinguished banker and prominent la yer rose and said, in effect:

"Mr. Chairman and Gentlemen: If judged my audience by the type of m who are at the head of the auction war house business, it is a great honor speak to you, for they represent t highest type of citizenship, many of th having put their lives into their busin and expended millions of dollars. T business in which these gentlemen ha engaged has been recognized by the Sta and good laws sufficient to regulate have been made. We are bound to ad that the auction plan of selling tobacco proven to be legitimate, regular and f and, comparing it with the co-operat plan of last season, it is much to be p ferred by the farmer. Having ming with the farmers, I feel that I am ab lutely safe in saying that not five per c of those identified with the co-operat plan would continue in that organizat if set free from the iniquitious contr they were deceived into signing.

"But I am not here today, gentlem said Col. Bruton, "representing prima the auction warehouses' interest, par me for saying. I am afraid some of warehouse people are regarding the n ter as strictly a personal one. We burn up your warehouses, pension owners and still live, but this country ours cannot exist without good citizens made up of men who, conscious of t responsibility as citizens, must, as i viduals bear that responsibility. The operative plan of marketing tobacco not and will not prove successful, for one reason alone, if none other, that it stroys the individual initiative of citizen. It destroys the individuality our citizens and renders a republ form of government an impossibility.

"Legitimate business has adjusted i to the auction plan of marketing c and to upset that plan will work o demoralization destructive of faith credit, evinced in a small degree by fact that members of the co-opera plan of marketing tobacco have admitt lost their standing and credit with merchant and with the banker and crop liens are being recorded in our ern territory than for past several y

"Do not understand that I am clai to represent the teachers of morals of political economy, but there are cl I am intensely interested in—men women, who, by reason of their ig ance, false statements made to them, guided, have committed themselves t co-operative plan and who are now su ing for the necessities of life on ac of their inability to realize on their year's crop.

"A widow lady came into my off

T. S. WILLIAMSON & CO., *Leaf Tobacco Dealers*

Orders and Contracts Solicited Samples on Application

DANVILLE, VA., U. S. A.

EASTERN AND OLD BELT TOBACCO LEAF, STRIPS, SCRAP AND STEMS

Cable Address: "SPENCER" ARNOLD'S CODES 5 and 15

few weeks ago, and, while not ignorant or poverty stricken, she is, on account of having a family of seven or eight little children, dependent upon the rents and profits accruing from her farm. She told me she had been waited upon and solicited to sign the co-operative contract; that it was represented to her that if she did not join she would have no place to sell her crop; that her husband, having recently died, she turned to her neighbor who was an intimate friend of the family, seeking advice. It was the most natural thing in the world to do. She knew nothing as to contracts drawn by shrewd attorneys. In consequence of her neighbor's advice, she signed and became a member of the co-operative plan; that she had received scarcely anything for her tobacco and was in actual need. The purpose of her visit to me was to get release and be acquitted of her obligation as a member of the co-operative association. It was painful for me to have to tell her that I saw no relief for her; that I knew her well enough to know she would not seek to do anything wrong to avoid her obligations. It was an unhappy day to me. She left my office crying.

"There are hundreds of other instances that can be cited as painful as the foregoing, you know all about them. It would be carrying coals to Newcastle to enumerate them.

"Well Established Failure"

"Now this is my message to you,—in our fight against this well established failure, the co-operative plan of marketing tobacco, I beg you to forget yourselves, if you will, and *remember the widow*, the ignorant man who is about to be deprived of his citizenship, who is realizing that he has no voice in his own affairs, that he has a master, a guardian, who is not even required to file an account of his stewardship.

"We want good citizenship. We must have good citizenship in order to have a good government and good government is worth more to us than anything in the world with conditions as they are and forces at work seeking the dethronement of virtue and honor.

"May I beg you, gentlemen, to *remember the widow.*"

Officers Elected

Following Colonel Bruton's eloquent address, the election of officers next took place. The following were elected as officers:

W. E. Fenner, of Rocky Mount, president.

Geo. P. Fleming, of Kinston, first vice-president.

J. C. Eagles, of Wilson, second vice-president.

B. B. Sugg, of Greenville, secretary-treasurer.

Board of Directors

The officers, together with the following constitute the Board of Directors:

P. C. Vestal, of Rocky Mount.
S. H. Anderson, of Wilson.
. F. Brinkley, of Greenville.
. P. Tapp, of Kinston.
. Y. Monk, of Farmville.

It has been the custom of the association in the past to alternate the officers every year, or two years at the most, as this is a non-paying organization, but B. B. Sugg, by a rising vote, was requested to continue as secretary-treasurer.

Following this was the announcement that the lunch hour had arrived and the meeting was adjourned until after lunch. And, my, my, what a lunch. Ye gods and little fishes. Genuine North Carolina barbecue, cooked over live coals, with all the trimmings that go with this delightful Southern feast. Managers Flemming and Petway, of Silverlake, simply outdid themselves.

The Barbecue

The convention again met at one o'clock, and President Fenner, the newly elected president, was inducted into office. Mr. Fenner, always a graceful presiding officer, the first president, by the way, that the association ever had, was at his best on this occasion. His address, though short, was a gem. He called on others for talks, and among those responding were W. H. Daniels, president of the South Carolina Tobacco Auction Warehouse Association; R. D. Cothran, of Manning, S. C.; G. R. Bowen, of Lake City, S. C.; Mr. Woolard, a banker of Greenville; T. T. Martin, E. T. McMillan, and H. B. Smith, bankers of South Carolina. Loud cries were made for Wilson, of Danville, and Robertson, of Lynchburg, and both of these distinguished Virginia citizens and well-known auction warehousemen gracefully responded with terse and timely remarks.

The convention adjourned to meet again next year, probably at Winston-Salem, but so many invitations having been received for the next annual meeting, this was left to the Board of Directors and this announcement will be made later.

Thus closed one of the greatest conventions of auction warehousemen ever held in North Carolina—probably ever held in any State.—McFarland.

A Pooler's Prayer

Tobacco has received the following from a subscriber in Paducah, Ky.:

"Will you please forward this letter to your correspondent who signs himself "Badger" at Edgerton, Wis.?"

"Badger:

"Reading your very interesting articles in Tobacco regarding the pool in Wisconsin, thought maybe you would like to hear about the pool in old Kentucky. One of our negro farmers delivered his first load to the association and received his papers. That night, as he prepared to get into his bed, he got on his knees and said the following prayer:

"'Now Ah lays me down to sleep;
All I'se got is a warehouse receipt.
If'en I should die, before I wake,
I'se got two more loads they's gwine to take.'"

Harvesting the Florida Shade Grown

Madison, Fla., May 26.—Gathering of this year's crop of shade tobacco is now the one absorbing topic to be heard here.

The county over can boast of the best crop as a whole in its history, and the growers are determined to save it judging by the large truck loads of workers being hauled around mornings and afternoons.

Active gathering was commenced on two of the Hardee Tobacco Co.'s farm on the 17th, of this month, and since that date some of the finest middles have been taken into the barns.

There is about five hundred acres planted tobacco in this county this year and it is all under shade, most of it being combination and from present outlook the next few weeks will bring many buyers as the county is fast coming to the front when it comes to high grade light wrapper tobacco.

John L. Fielding who looks after the Florida interests of Cullman Bros., of New York, was here this week, and expressed great surprise at the size and quality of this year's crop. Cullman Bros. purchased through Mr. Fielding last year several hundred bales, amounting to more than $100,000 of last year's Madison County tobacco, and from present outlook he says he sees no reason why they should not buy even more out of this year's crop.

Albert Fraleigh, Jr., owner of Florida Leaf Tobacco Co., is making a trip out through the Middle West this week and reports business good with his firm.

Sol Friedman was a visitor in Quincy this week, and reports everything in the tobacco line as on a boom in Gadsden County. Sol was one of the members of the board of appraisers to help adjust a big fire loss which occurred there of some months ago.

A Forthcoming Wedding

Mrs. Mary Nash Maloney announces that the wedding of her daughter, Miss Marion Louraine Maloney, to Francisco Fonseca, Jr., will take place at the Church of the Blessed Sacrament, New York, next Saturday. Mr. Fonseca, Jr., is a member of the firm of F. E. Fonseca & Co., cigar manufacturers. Here's wishing the lucky couple a long and happy married life.

HOPKINSVILLE, KENTUCKY, U.S.A.

THE LARGEST DARK FIRED TOBACCO MARKET IN THE UNITED STATES

HEADQUARTERS OF THE DARK TOBACCO GROWERS CO-OPERATIVE MARKETING ASSOCIATION

and where its general sales rooms are located. Here you can buy one hogshead of tobacco as cheaply as you can buy a million pounds.

Send your orders to your broker at Hopkinsville.

Also, millions of pounds of tobacco are marketed here each year by the independent growers by auction on the loose leaf floors.

INFORMATION GLADLY FURNISHED BY J. W. HANCOCK, PRESIDENT OF THE HOPKINSVILLE TOBACCO BOARD OF TRADE.

MAIL POUCH

The Tobacco that has maintained its

High Standard of Quality

For Over 40 years

THE BLOCH BROS. TOBACCO CO.
Wheeling, W. Va.



Dealers CAN NOW GET DILL'S BEST SMOKING TOBACCO THROUGH ANY REGULAR JOBBER

J.G.DILL CO.
RICHMOND, VA.
Manufacturers of
HIGH GRADE SMOKING TOBACCO.

CABLE ADDRESSES { U. S. A.—Command, Owensboro, Ky. ENGLAND—Invade, Liverpool.

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BUYERS, REHANDLERS AND REDRYERS OF
LEAF TOBACCO and STRIPS ON ORDER
FOR HOME TRADE AND EXPORT
Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
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Buyers on all Hogshead and Loose Leaf Markets in Burley and Dark Sections

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LEAF, STRIPS, STEMS AND SCRAPS
FOR HOME AND EXPORT TRADE
Samples Submitted. LEXINGTON, KY. *Contracts Solicited.*

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Leaf Tobacco Broker
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to green Rivers and Burleys.
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Warehouse and Steam- Drying Plant
Ninth & Wing Avenues
OWENSBORO, KY.

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Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco
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Phone—Broad 1915
A B C 5th Edition
Arnolds & West. Union Codes
TANSY TOBACCO CORPORATION
Leaf Tobacco Dealers and Brokers
All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf. We respectfully request your inquiries and Orders.
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The Largest Tobacco Seed Growers in the World
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Packers and Exporters
Burley, Kentucky, Tennessee, Virginia
Cable: "ALEDREUX," Louisville, Ky.
Codes: A. B. C. Fifth Edition, Western Union, Bentleys

Louisville Tobacco Market Reports

LOUISVILLE, Ky., May 26.—The Louisville Tobacco Board of Trade, makes report of the hogshead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to May 25

Warehouses	Week: Auction sales	Week: Private sales	Week: Total for week	Year. Jan. 1, to date
Turner	...	....	....	792
Kentucky	154	19	173	6,036
Main Street	13	....	13	2,573
Planters-Farmers	217	16	233	7,160
New Tenth Street	88	13	101	2,824
Louisville	...	....	....	4,102
	472	48	520	23,487
Year 1922			1,558	39,944
Year 1921			323	34,991
Year 1920			217	31,283

Classification of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	449	10	459
Dark	40	21	61
	489	31	520

Classification of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	6,728	14,649	21,377
Dark	1,553	557	2,110
	8,281	15,206	23,487

Classification of Sales to Same Date

	1922	1921	192
Burley	38,330	32,641	30,(
Dark	1,606	2,350	1,2
	39,944	34,991	31,2

Comparisons with Previous Years

	1923	1922	192
Sales—			
Total sales of new crop to date	19,728	14,704	28,3
Sales of new crop to date. Original inspection	16,009	12,209	23,3
Rejections—			
Rejections this Week:			
Burley	74	....	
Dark	25	....	
Total	99	307	
Percentage of Rejections to Auction Sales:			
Burley	18	....	
Dark	46	....	
Total	21	25	
Rejections, Jan. 1 to Date:			
Burley	4,638	....	
Dark	350	....	
Total	4,988	8,429	7,1
Receipts—			
Receipts this week	280	829	
Receipts, Jan. 1 to date	16,324	24,734	27,1

Official Quotations, at Louisville, May 25, 1923

	Burley, Old: Dark Red	Burley, Old: Bright Red	Burley, Old: Colory	Dark Manufactur
Trash (green or mixed)	6 to 7	to 7	7 to 8	to
Trash (sound)	7 to 9	8 to 10	8 to 10	4 to
Common Lugs	9 to 12	10 to 14	12 to 15	4½ to
Medium Lugs	12 to 16	15 to 17	15 to 20	5½ to
Good Lugs	16 to 18	18 to 20	20 to 24	6½ to
Common Leaf (short)	12 to 14	12 to 16	20 to 22	8 to 1
Common Leaf	14 to 18	16 to 18	22 to 26	10 to 1
Medium Leaf	18 to 24	18 to 24	28 to 35	14 to 1
Good Leaf	25 to 30	25 to 30	40 to 45	18 to 2
Fine and Selections	30 to 35	35 to 40	50 to 55	22 to 2

	Burley, 1922 Crop: Dark Red	Burley, 1922 Crop: Bright Red	Burley, 1922 Crop: Colory
Trash (green or mixed)	10 to 12	12 to 14	13 to 1
Trash (sound)	12 to 14	14 to 16	16 to 1
Common Lugs	14 to 16	15 to 17	18 to 2
Medium Lugs	16 to 18	18 to 20	20 to 2
Good Lugs	19 to 21	20 to 22	23 to 2
Common Leaf (short)	10 to 12	14 to 17	18 to 2
Common Leaf	14 to 18	18 to 20	22 to 2
Medium Leaf	22 to 26	24 to 28	27 to 3
Good Leaf	26 to 35	28 to 35	30 to 3
Fine and Selections	35 to 42	38 to 42	40 to 4

N. B.—Unsound or defective in condition; length or color, or mixed packa from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

The Hopkinsville Market Nearing Close

HOPKINSVILLE, Ky., May 28.—The local tobacco market is rapidly drawing to its close for the present season. Receipts are small, and growing smaller, and the rehandling houses that have been running at maximum capacity for months, are now working to close for the Summer just as soon as possible.

The Dark Tobacco Growers Co-operative association is also trying to wind up its receiving season as quickly now as it can be done, and its repeated urgings to the members to bring in their crops has had substantial results. Receipts for the season now approximate 165,000,000 pounds and may run to 175,000,000 pounds. This is considerably in excess of the estimates. Receipts at Hopkinsville for the past week were 300,000 pounds. The association reports prices asked by the association.

Prices for the week on the loose floor markets, ranged, Trash, $3 to $5. Lugs, common, $5 to $7; medium, $7 to $9; good, $9 to $12; fine, $12 to $16. Leaf, low, $10 to $12; common, $12 to $20; medium, $20 to $30; good, $30 to No fine leaf offered.

Rains at the close of the week g the farmers another fine transplan season, and they have made the most it. Tobacco setting has been the o of the day and all hands available v put on the job. Most of the land been prepared and if the wet spell tinues a few days longer it means setting of the bulk of the crop. S of the reports indicate that the m feared excess planting may not m rialize, but it is too early yet to tell a this with certainty.—M. E. BACON.

Clarksville Average, $14.7

CLARKSVILLE, Tenn., May 26.—The bacco sales on the Clarksville L Leaf Market for the week ending 25 amounted to 139,765 pounds. for the season, 8,787,500 pounds. to same period last season, 12,427 pounds. Average price this week, $14 average for the season, $14.58. Ave to same date last season, $15.86.—J SMITH, Supervisor of Sales.

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The Tobacco Trading Corporation

G. O. TUCK, President

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Leiber's—Bentley's

All Grades Kentucky-Tennessee and Virginia-Carolina Leaf, Strips, Sc raps and Stems.

Paducah Prospects

ADUCAH, Ky., May 26.—The move-t of loose tobacco was heavy during early part of the week and has con-ed fairly good throughout the week. ever, the favorable weather for doing work has checked deliveries to a iderable extent. The association agers have been kept busy with re-ing and making deliveries and have been handicapped on account of the er deliveries. They are making good ress in every way, receiving sufficient cco to fill contracts that they have e, and have been busy with classing prizing on stock that they have in .

he greater part of the tobacco that is ng has been in bulk and shows good ition, but where it has been left ing in the barn it is showing more or deterioration, and it is hoped that ers who have not taken their tobacco will do so at once to preserve it.

is hard to estimate the quantity that ll in the hands of farmers, and still er at this time to estimate the yield e 1922 crop. Our estimate last Fall he Western District was about 90,-00 pounds, and I think we have ly overestimated the yield, which not be over 85,000,000 pounds. Fig-it at 85,000,000, I would say that is still in the district to be delivered hing like 12,000,000 to 15,000,000 ls.

mers have made more progress in ring their lands and planting during st week than during any other period eason. They are now preparing and ng and quite a good per cent of the has been planted. With favorable ier conditions by the end of next the crop will be planted, as farm-re devoting their entire energies in g their crop of tobacco planted conditions are favorable. Plants lentiful and are generally large h to plant and the next few weeks e the busiest time with farmers that will have, for other crops are crowd-em and no doubt the tobacco acre-will be reduced somewhat on this nt.—W. B. KENNEDY.

Make Second Payment to Burley Members

INGTON, Ky., May 26.—Announce-was made here yesterday that the Tobacco Growers' Co-operative ation is preparing to pay to its rs fifteen million dollars as a sec-ayment on their 1922 crops deliv-o the association, which is about per cent of what was advanced to owers when they delivered their .

tobacco delivered to the associa-as all been sold or re-dried, that sold, which has been re-dried and in the association's storage houses, ing principally of the better

Has Not Borrowed Money

association has not borrowed it was stated, to make the second nt, and does not owe a cent to any bank or person on the 1922 crop, it was said.

The amount of money represented in the checks being sent to the growers in the second payment is five and a half million dollars in excess of the amount paid them at the corresponding period last year, and the total paid to growers so far on their 1922 crop is more than $33,000,000, or $14,000,000 more than the total paid to the growers up to this time last year.

In a statement in connection with the second distribution President and General Manager James C. Stone, of the Burley co-operative, said that the checks probably will be in the hands of the growers within the next two weeks.

A Patient Membership

"Our members have been patient and loyal," Mr. Stone said, "and have backed their officers in all that has been done by them in selling their crops. We hope they will continue to keep in mind the fact that this association is their own, that it belongs to them, and that whatever injures it injures them.

"The purpose of this association is to get for the growers a fair price for their Burley tobacco. I think that no fair-minded, unprejudiced man will deny that we have succeeded in that purpose for the past two years."

Secretary H. Lee Earley and his office staff are at work on the checks for the second payment, which will be mailed to the growers as soon as all are written, Mr. Earley said.

Vice-president Bush W. Allin, of Harrodsburg, is assisting Mr. Earley in the signing of the 132,000 checks necessary to make the second distribution to the growers.

"We are unable to say just what day the checks will be mailed," said Mr. Earley, "but the growers can depend upon it that we shall get them in the mails at the earliest possible moment. We ask them to have patience, as they have had in the past. At this time, I would judge that we shall be able to get the checks in the mails within the next two weeks, if no unforeseen contingency arises to prevent it."—PORTER.

Owensboro Outlook

OWENSBORO, Ky., May 26.—The weather has continued very cool for some time with an occasional warm day intervening. Consequently, I have to report rather moderate growth in tobacco plants. However, planting has begun in a small way and as prevalent weather is favorable we can expect considerable planting during next week.—J. S. PHELON, Tobacco Broker.

Hopkinsville Average, $12.03

HOPKINSVILLE, Ky., May 26.—Total sales for the week, 125,405 pounds; average price per 100 pounds, $12.03. Sold to date of 1922 crop, 13,942,165 pounds; average price per 100 pounds, $14.53. Sold to same time last year, 19,993,195 pounds; average price per 100 pounds, $14.58.—J. W. HANCOCK, President Hopkinsville Tobacco Board of Trade.

Clown Cigarettes and Old Hill Side Smoking

Manufactured by
Axton-Fisher Tobacco Co.
Incorporated
Louisville, Kentucky, U. S. A.

PAPER TOBACCO BAGS
PATENTED
WAX LINED BAGS
Especially adapted for Chewing Tobacco
TOBACCO CARTONS
THE U. S. PAPER GOODS CO.
Manufacturers of Envelopes, Paper Bags and Paper Boxes
1224-1248 West 8th St. Cincinnati, Ohio

Cable: Kennedy Codes: Arnold's 5 and 15, A. B. C. 5th Edition
W. B. KENNEDY
PADUCAH, KY., U. S. A.
Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips
Business Solicited on Orders for Commission
Factories: Paducah, Ky., Murray, Ky., Mayfield., and Martin, Tenn.

Cable "Miller" Paducah Codes—A. B. C., 5th Edition.
ED. R. MILLER & SONS
DEALERS and BROKERS
Dark Fired Kentucky Leaf Tobacco
PADUCAH, KY. U. S. A.

To Manufacturers of Scrap and Fine Cut Tobacco
To protect your goods, you ought to pack it in our paraffine lined, weatherproof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

Cable: Austin, Greeneville
BURLEY BRIGHTS STRIPS SCRAP
CODES: { Arnolds No. 5 / A B C 5th Ed. Improved
LEAF TOBACCO
THE AUSTIN CO., Inc.
GREENEVILLE, TENN.
Latest Proctor System

It's
TOBACCO
You need every week

Experimenting With Tobacco

(*Continued from page* 53)

pipes every evening. The best anecdote is that of Mazzini and his would-be assassins. He kept no guards, but when they entered the room to slay him he said: "Take cigars, gentlemen." Smoking and chat followed until he exclaimed, "But you do not proceed to business, gentlemen. I believe your intention is to kill me." The conspirators were abashed and fled from his presence.

The testimony of living celebrities was rather inconclusive. "Most of the women in the literary group smoke. It was a surprise to the writer to learn that 55 per cent of the Congressmen who responded were non-smokers, since there is a popular belief that all persons engaged in political life use tobacco. It was a surprise, too, to learn that 60 per cent of school superintendents indulge in tobacco, and a still larger per cent of university presidents and deans gain comfort from it."

As studied in high schools, tobacco is shown to have an evil effect on the growing boy. Mr. O'Shea is very fair in this respect and tries to show that other factors may account for the low status of the youth who smokes. However, his evidence shows conclusively that smoking is a bad habit for adolescents.

The third part of the book is devoted to the author's own experiments. He devised very ingenious tests for smokers and non-smokers, in accuracy, memory and other mental tests. He found that men who were accustomed to smoke did rather better work after smoking, and that the contrary was true of the non-smoker. Evidence seemed to show that tobacco slowed down mental processes. However, that might not be wholly evil. He says: "Even though psychological tests show as they do that tobacco as a drug actually slows down intellectual processes to some extent, nevertheless there may be compensating factors which offset its disadvantages and which may make it a beneficial agent for some persons. A man who derives pleasure from a pipe or a cigarette may be able to accomplish more intellectually despite a certain amount of dulling of his intellectual processes, than if he were deprived of this pleasure."

The testimony which Mr. O'Shea gathers tells us more about human nature than about tobacco. Man has a happy faculty of believing what he wants to believe. Hence the habit of smoking has fanatic defendants and assailants.

A psychologist says: "It is my general impression that both the alleged enjoyments and the alleged deleterious effects of tobacco have been largely exaggerated." His cautious statement seems to fit the facts as Mr. O'Shea finds them. Mr. O'Shea says: "So far as the records show, men who have used tobacco have achieved as much in every field of activity as the men who do not use it. Some employers of men for intellectual tasks maintain that tobacco promotes efficiency, but there is at least an equal number of employers who maintain that tobacco lessens efficiency."

Southern Business Improves

W. P. Miller, of the American Sumatra Tobacco Co., has returned to New York after an extensive Southern trip, in which he visited New Orleans, Tampa and Key West. Mr. Miller noted a decided improvement in Southern business conditions.

Returns from Porto Rico

Milton I. Durlach, of Durlach Bros., who has been in charge of the Durlach interests in Porto Rico for several months, arrived in New York last Monday on the steamer *Ponce*.

Cigar Industry Improves

Ray C. Clark is interviewing his clients in the Pennsylvania territory, in the interests of D. Dreux, Inc. He reports a considerable improvement in cigar manufacturing activity.

How Successful Retailers Get More Business

By FRANK H. WILLIAMS

How are some of the more successful tobacco retailers going about the task of getting more business? Wouldn't it help other retailers in doing the same thing to learn about the methods adopted by these particularly successful retailers?

With the thought in mind that it would be of real help to various tobacco dealers to hear about the methods employed by other dealers in going out after more business and in getting more business, the writer recently interviewed a number of store owners and from them secured some very interesting and worth while information.

This information is as follows:

Local Sports Pictures Help

"We have found," said one of the tobacconists, "that if we make the interior of our store more interesting we will get more customers into the store and so will be able to sell more goods and make more money. And we have found from experience that a large percentage of all the men coming into our store are interested in pictures and particularly in local sports pictures.

"It seems as though all regular men, whether young or old, take a delight in knowing about the athletes who are doing big things in the athletic world and they like to look at pictures of these men. They are particularly interested in such pictures, too, when the photos are of local athletes as this gives the customers a chance to see whether or not they personally know the athletes and so on.

"In view of all this we have recently started making quite a play for new trade with this stunt of having a gallery of local sports pictures. We get these pictures from the local newspapers and from the athletic instructors at the local gymnasiums and from the local sports lovers who come into our store. With each picture we use a typed caption gi the names of all the athletes in the ture and telling something about they have done and are going to do.

"We use these photos in two We put some of them in a string a our main show window like some n paper offices do with the pictures the in their regular picture services. An other pictures we put inside the store place where they will be plainly v to all the people coming into the s In this way we accomplish two t with the pictures—we attract attenti the store and get people to stop and at our store and we get more interest the interior of the store.

"And all this is proving to be a help to us in our business."

Asking Customers to Buy He Business

"Not so very long ago," said an particularly successful tobacco owner, "we determined to put on a paign at our establishment for the pose of getting more business. Bu quite a while we couldn't figure ou what sort of a campaign this shou We had been engaging in various of promotion work for some time looked, at first, as though we had about exhausted all the best form methods of promoting the business.

"Then, after considering the matt some time, we came to the conclusio our very best opportunity for incr our business lay in the simple propo of asking the customers to buy goods. And right away we put proposition into effect.

"Now unless there is a big rush store when it keeps all of our sales on the job to wait on the trade, salesman when waiting on a cus

(*Continued on page* 80)

ANNOUNCEMENT

You can now **BUY or RENT** latest improved Liberman Power Scrap Bunch Machines—illustrated at the right.

The work they are now doing in many high grade cigar factories PROVES that they:

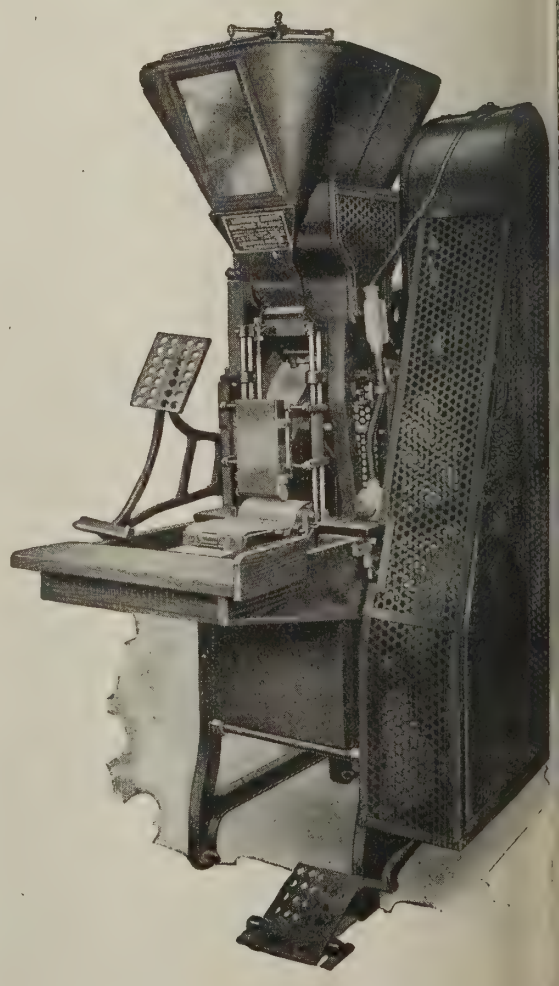
1. **Make Perfect Bunches** of any size and shape, out of any size scrap, large and small together, always evenly distributed.

2. **Enormously Increase Production**—4,000 to 7,000 Bunches Daily according to speed of operator.

3. **Save Binder** enough to more than pay for the machines.

4. **Have no complicated mechanism** — requiring no mechanic to adjust and keep in order.

Full Particulars on Application



LIBERMAN MANUFACTURING CO.

N.W. Cor. 20th St. and Allegheny Ave.

PHILADELPHIA, U. S. A.

San Francisco Outlook Grows More Encouraging

General Conditions Vastly Improved—Predicted That Tobacco Industry Will Enjoy Good Business During Balance of Year—Retailers Buying More Frequently.

San Francisco, Calif., May 22.—Although the tobacco business on the Pacific Coast showed a slight decline for part of May, the outlook is now much better than it has been for some time. General conditions are extremely favorable and it is predicted that the tobacco industry will enjoy good business for the balance of the year.

San Francisco in particular looks for a fine summer. Ordinarily this is a period when building is less active than the winter months, but according to the San Francisco Forward Association, building will show a continual increase during the summer months. The reason for this is that there has been a real shortage of labor the past year or two in the building lines. During the long strike and lockout over the open shop question, much of the skilled labor in the bay region migrated to other points where they were welcomed. Consequently it has been necessary to import labor from other places, but this plan has not been successful. The real relief from the situation has come from the establishment of trade schools which have been filling the requirements more and more and so aiding building. As a result of this, there has been a great deal of building held back which will be started this summer. Then too, there is quite a group of prospective builders who have been holding off for lower prices of building materials and now are becoming willing to build as they have given up hope of lower prices for a long time to come.

Stimulating to Trade

This should aid to make business in the tobacco trades of San Francisco very good. Other business enterprises are also thriving and the port is being taxed to its capacity by shipping. Shipping is, in fact, at a higher point in San Francisco than at any time in the history of the port. This is not including the big advances made by the other ports located in San Francisco Bay and as much a part of the harbor as Brooklyn is part of New York.

The out-of-town conditions should also be good. There is not to be any real boom in agriculture this year from indications, but crops will be good and prices such that they will yield reasonable profits to the farmers in all fields. Consequently the wholesale tobacco trade of San Francisco should be very good.

Skywriting

Captain Cyril Turner, the well-known British Ace, who has been traveling over the country for the Lucky Strike cigarettes, has just completed a stay of ten days in San Francisco, Oakland and vicinity. Perhaps it would be more correct to say that he spent a week over San Francisco and vicinity, for he lost little time in spending his reputed $1,000 a day in San Francisco. It is said that there are more stiff necks in San Francisco than have ever been noted before. A good deal of newspaper publicity was given, including photographs and interviews with Captain Turner.

Activities of a Youngster

H. L. Judell, a youngster of 79, spent two weeks at the Grand Army Encampment at Modesto. Mr. Judell is considered to be one of the youngest at the encampment, though he has more years to his credit than most men in the tobacco trade. He has finished 50 years in this line and has just moved his business, H. L. Judell & Co., into a new building which bespeaks his activity and prosperity.

Visiting Branch Establishments

Louis Cahn, secretary of the Consolidated Cigar Corporation, visited the branches of Glaser Bros. in the San Joaquin Valley. Mr. Cahn is on the coast for a short visit.

To Introduce Blue Boar Dollar Award

The plan of the American Tobacco Co. to increase the popularity of Blue Boar cigarettes by awarding a dollar bill to every merchant who is found to have a carton on the counter of his store is to be introduced on the Pacific Coast. Circulars have been sent to all jobbers of the American Tobacco Co. on the Coast and other circulars for distribution by the jobber to his retail trade are soon to be supplied. The plan will be in operation until October 31, of this year.

San Felice Repeating Well

Placement on San Felice is being very thorough according to the Jos. Rinaldo Cigar Co., Inc. This brand has only been recently introduced on the Pacific Coast and repeats are coming in very well, showing that it will be as popular here as elsewhere.

Large orders are being sent in by S. S. Goldberg of Goldberg & Lehnhardt, San Francisco leaf house. Indications are that the cigar business in Southern California, where Mr. Goldberg is now traveling, is on the up-grade. All lines are now moving in the South, he says.

Business More Healthy

Conditions appear to be more healthy than has been thought according to J. H. Judell. While retailers are buying in smaller quantities at the present time, they are buying more frequently so that the gross volume of business is about the same. Mr. Judell says he is now receiving over a million manila cigars a month.

(Continued on page 82)

THE JOBBER AND THE RETAILER

can obtain this

BIG 5c.

aight shape, long filler and Banded Cigar at prices convenient to make them a leading seller.



ILANG-ILANG

is packed in 100s

Exclusive territory for

JOBBERS

Delay—Get this brand for your territory.

Henry Ottenberg

Front Street New York

DURLACH BROS.

Growers and Packers of

High Grade Porto Rico LEAF TOBACCO

Caguas, Porto Rico.

New York Office: 181 Water St.

El Gallo Del Tabaco

DONATO VIGIL & CO.

Importers and Exporters of LEAF TOBACCO

San Juan, Porto Rico

HERMANN J. ROSE

Packer of Porto Rican Cigar Leaf Tobacco

Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.

Quality, Not Price

SANTURCE, PORTO RICO

RAMON MORAN & COMPANY

Growers, Packers & Strippers of

Porto Rican Leaf Tobacco—Exclusively Inland

MANATI, PORTO RICO

Cable "Jarieraco," San Juan

Codes A. B. C. 5th Edition

ALONSO RIERA & CO., Inc.

THE TOBACCO PALACE

58-62 Tetuan St., San Juan, P. R.

Importers and Exporters of Leaf Tobacco

The eldest tobacco house in Porto Rico

Cable "Rodevia"

Bayamon, P. R.

Code A. B. C. 5th Edition

RODRIGUEZ, HEVIA & CO.

Barrio Nuevo, Bayamon, P. R.

GROWERS, PACKERS and STRIPPERS of PORTO RICAN TOBACCO

Specialty—Comerio and Naranjito Tobacco

KOHLBERG-GONZALEZ CO.

INCORPORATED

PORTO RICAN TOBACCOS

144 Water Street, NEW YORK Tel. John 2821

Warehouses & Plantations: AIBONITO—COMERIO—GURABO

Rubberized Cloth and Blankets for Covering and Wrapping Tobacco

A. J. GOLDSMITH CO.

433 BROOME STREET NEW YORK CITY

Telephone Canal 8531—Canal 6231

MAX GANS' SONS, Inc.

Packers, Growers & Importers of

PORTO RICO TOBACCO

197 Water Street, New York

TEL. DRY DOCK 7468

GLASS CIGAR BOX COVERS

Highest Quality. *Lowest Prices.*

THE SERVICE SHOWCASE CO., 65 Jefferson St., N. Y. C.

THE MEADS TOBACCO CO.

If It's TOBACCO *We Have It*

RED LION, PA. U. S. A.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: FLORIN, PA.
Correspondence Solicited.

Write Us if you need
PENNSYLVANIA
Correspondence Solicited
Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

W. K. Gresh & Sons
NORRISTOWN, PA.
Manufacturers of
The MEDITATION Cigar

ROBERT M. GRANAT & CO.
LANCASTER, PENNA.
GROWERS and PACKERS
Connecticut Shade Grown Wrappers, Connecticut Broad Leaf, Connecticut Havana Seed, Pennsylvania Broad Leaf

WILLIAM H. WHITNER
Importer and Packer of
LEAF TOBACCO
24-25 and 26 Wall Street BINGHAMTON, N. Y.

CIGAR FACTORY EQUIPMENT
CIGAR MOLDS
CIGAR MACHINERY
SUCTION TABLES
BUNCHING MACHINES
SCRAP CUTTERS
TOOLS AND SUPPLIES
THE MILLER, DUBRUL & PETERS MFG. CO.
CINCINNATI, OHIO.

Pennsylvania Tobacco Market Has a Dull Period

Recent Brief Buying Rush Is Followed by Inactivity—Regular and Co-op Warehouses Are Busy—Wildfire Appears in Various Seed Beds—Many to Attend N. C. L. T. Convention.

LANCASTER, Pa., May 28.—The lull following the rush of buying on the Lancaster market, which continued for but a few brief weeks, has become a dead calm. At the present time the apparent apathy on the part of buyers has thrown activities into a state of coma. Despite the fact that approximately 10,000 cases of cigar leaf remain unsold, not one purchase was recorded for last week. Those still holding their packings do not feel any alarm at the sudden cessation of buying, as there is every prospect of plenty of buyers for the small amount of tobacco on hand. The almost feverish scramble for Lancaster grown tobacco did not include a number of manufacturers who are annually customers of local packers and it is these concerns who are looked to to buy up the remainder of the seedleaf on hand.

Warehouses Still Busy

The warehouses, even at this late date, still present scenes of activity. Several packers have some leaf yet in the bulk sweat and are busy getting it in shape for packing. Resweating is also being done in several warehouses and all of the leaf that has been put through this process seems to be coming through in excellent shape. Casing and sampling are going forward and the greater part of the 40,000,000 pound crop is stored for the "natural sweat" over the summer months and to undergo the ageing process.

Securing Samples from Co-ops

The work by the co-operative packing companies is keeping pace with the operations by other packers, although none of the "co-ops" have as yet sold their packings. Growers who packed with these concerns are very optimistic, however, as the goods are reported to be coming through in very good condition. Several buyers last week visited the three co-operative companies who packed this year, and procured samples. On the whole, it seems as though the growers who consigned their crops to the co-operative concerns this year are in a fair way to secure an appreciable advance on their tobacco over their neighbors who sold at the early prices which averaged about 17 cents. Allowing a sufficient margin to cover shrinkage, cost of handling and insurance on the crop, there will still be a premium for the co-operatives if the packings bring a price comparable to those which prevailed in the early buying rush this year. Additional goods received late in the season by the co-operatives will bring the total amount handled by the three companies to about 2,500 cases.

Transplanting Starts

Several weeks of warm sunshine and balmy weather have forced the tobacco plants along to a point where the work of transplanting has just begun. Although held back by the series of successive cold snaps which from time to time threatened complete annihilation of the young plants, the recent favorable weather conditions have effected their "convalesence," and prospects for a normal crop are good as far as delayed growth is concerned. The tobacco fields have been plowed and lying ready for the oncoming crop for some time, and as the plants are removed from the beds to the fields, the 25,000 acre crop of 1923 seedleaf is taking on actual proportions.

Wildfire Shows Up in Seed Beds

Many seed beds, now that the plants have reached the full growth necessary to transplant, are showing decided symptoms of wildfire. In quite a number of cases, practically all of the plants ar affected. Although many growers fol lowed the recommendations issued by th Lancaster County Farm Bureau for th control of this dreaded disease, thei work may come to naught if the easil communicated disease is allowed to ga headway. An extremely dry growin season in 1921 and 1922 checked th wildfire in its most virulent state an saved the farmers of the county man thousands of dollars. Whether the san dependence may be put upon the weath man during the coming season is ver doubtful, and should the growing perio be featured by wet weather, the Lan caster County crop will probably be short one.

Farmers Show Much Concern

Dozens of calls at the Farm Bure office every day indicate the tardy a preciation of the grower of the serio character of this disease and the inform tion broadcasted from these headquarter if applied, may still do much to elimina the chances for damage which now loo Save for the presence of this one infe tion, the Lancaster County tobacco cr has every prospect of being the heavi and finest that has been produced for number of years.

Big Delegation to N. C. L. T. Co vention

The chief business—besides golf which is occupying the attention of t packing fraternity at the present time the convention of National Cigar L Tobacco men who are to meet in N York, June 4 and 5. The largest de gation that has ever gone from Lancast will travel to the "Big City" next we and there indulge in a two-day "ja boree" which is expected to overshad any previous event of the kind in annals of tobacco. The Lancaster L Tobacco Board of Trade will attend i body and 100 per cent representation predicted. Those who will make trip are as follows: A. W. Gehman, W. Brenneman, Herbert B. Weaver, I. H. Weaver & Co.; L. H. Nolt, Herb P. Taylor, of Long and Taylor; C. Smith, C. H. Nolt, E. H. Swope, J. Minkoff, T. D. Shertzer, Milton Ranck, F. S. Harnish, W. G. Fi Joseph Goldberg, E. L. Nissley, of E Nissley & Sons; John F. Weaver, of Lancaster Tobacco Growers' Co.; Ja Bowman, of the Lancaster Toba Growers' Co.; B. F. Good, of B. Good & Co.; B. F. Good, Jr., of B Good & Co.; J. G. Froelich, of J. Froelich & Son; Edward I. Froelich J. G. Froelich & Son; J. K. Leaman B. Hess, Benjamin Schwartz, M. Ro thal, Hayden R. Geyer, M. Micheali S. Seigrist, of Seigrist & Lehnard; E Hoffman, Howard H. Herr, He Bowman, A. B. Groff, D. W. Gray Otto Olson, Charles Hess, of the S leaf Tobacco Growers' Co.; M Dembo, R. M. Granat, J. Miller E man and George S. Mann.—KEYSTON

Returns from Holland

Howard Yocum, of Yocum Bros., c manufacturers, of Reading, Pa., arr in New York last week on the White liner *Homeric*. Mr. Yocum attended Amsterdam inscriptions for several w and secured a good selection of fine matra tobacco.

Books Good Orders

Leopold Holzman, of Strouse & H man, has returned from Pennsylv where he booked some good orders

D. DREUX, Inc.
Successors to Wm. Quanjer, Inc.
Importers of Sumatra and Java Tobacco
Telephone John 2700 136 Water Street, New York

York County Activities

ORK, Pa., May 28.—The theme of lcussion at a special meeting on May 2 of the York County Cigar Manufac-ers' Association at Red Lion, was the eat at Harrisburg of the proposed ury. tax under the Alexander bill, ch would impose a five per cent tax cigars. A graphic description of the ne at the State capital when the death ll of the measure was sounded was n by C. M. Ehehalt, a member of the slative committee of the association. proposed tax, it is stated, would e amounted to approximately $8,000,- to the counties of York, Lancaster, ks and Philadelphia. Assemblyman b M. Flinchbaugh was complimented the assistance he gave the association ghting the bill.

M. Hannigan, East Prospect, the ident who filled the chair at the ing, and Arthur S. Ziegler gave ac-ts of the meeting of the Tobacco chants' Association of the United es, which was held in Washington.

At the Red Lion Meeting

mong those present at the Red Lion ing were D. A. Horn, C. F. Rose-H. F. Martin, Lemuel Sentz, H. W. rist, Arthur S. Ziegler, Samuel Win-G. Andrew Strobeck, George W. uigan, A. Scott Frey, Herbert M. h, Harvey A. Waughtel, Steward A. ller, S. M. Downs, Clair Sentz, s W. Kelly, Harry Fishel, Sterling ely, Laury Sevis, Spurgeon Pom-ng, Stewart F. LaMotte, Wallace M. nill, C. S. LaMotte, A. B. Lloyd, H. Miller, Samuel A. Roseman, David Wolf, L. Earl Grove, T. C. Miller, lward Mate, Vernon D. Frey, C. C. s and B. M. Hannigan.

e cigar factory of C. E. Bair & Wrightsville, which had been closed wo weeks, owing to lack of orders, een reopened with a full force of yes. John H. Drenning is foreman factory.

wart S. Shindler, manager for the Foreman Cigar Co., Red Lion, has ned from a Western trip.

The Aristocrat Cigar Car

ovel scheme of C. E. Bair & Sons, sburg, to advertise the Aristocrat attracted much attention last week streets of this city. It consisted arge model of a cigar on two sup-on an auto truck. The cigar is five feet in length. It is painted aped to represent the well-known of this company. By means of a y devised mechanism, the exhaust he fachine produces the effect of issuing from the ash end of the Three cities have contributed to struction of this unique advertising The three-fourths ton truck was y the Dodge Co., Detroit, Mich., ar was designed in New York city nished in Baltimore, Md. While ad office of C. E. Bair and Sons ted in Harrisburg, the firm has ories in the Pennsylvania capital. re all located in York county and in number. One of the factories is located at Goldsboro, another at Strinestown, one at Craley, a fourth at Wrightsville, a fifth at East Prospect and the sixth at Yorkana. All the factories are busy turning out the product of this firm, which is in popular demand. The Aristocrat retails at 10 cents. The advertising truck came to this city from Williamsport and Wilkes-Barre on May 22, where it was used in an extensive campaign of publicity. Clark Bair is in charge of the truck. It left here for Columbia, where it is working this week. S. L. Etter and Son are the distributors of the Aristocrat for York and Adams counties.

Doubling Capacity

Expansions are being made which will double the floor space of the cigar factory of W. H. Falker & Son, Mackenzie street, near Cottage place, this city. At the present time workmen are engaged in building a three-story addition in the rear of the building and, as soon as this is completed, changes will be made to the present factory by putting in a new front and adding another story. The building will be of brick construction. The contract for the work is held by W. A. Thompson, of Red Lion.

The firm has about 40 employees on its payroll at the present time and as soon as the work on the building is finished, which is expected to be about August 1, employment will be given to an additional number. The factory will have dimensions of 60 feet front on Mackenzie street and a depth of approximately 59 feet. The floor space of the factory will be virtually doubled.

Employes at the Falklet factory are working on full time, although the cigar business, from the standpoint of a manufacturer, at the present time, might be better. It was stated by a member of the firm that there has been a lull in the trade for the past 90 days or more, and prospects for the immediate future are not exceptionally encouraging as the usual inactive season is in July and August. The firm makes 5 and 10 cent brands of cigars and it was said that the demand for both grades has dropped to a noticeable degree. This condition was said by him to be general throughout the trade.

To Re-Open Factory

S. F. Kreider, who operates a cigar factory in this city, is planning to reopen his factory at Spry, which has been closed for some time.

K. W. Jacobs, of the firm of Jacobs & Holtzinger, cigar manufacturers, Windsor, is on a business trip through the western part of Pennsylvania.

Sails for Europe

Isaac Meyer, of Isaac Meyer & Co., tobacco growers, packers and dealers, accompanied by Mrs. Meyer, sailed for Europe on the Cunard liner *Mauretania* last Tuesday.

Back from Amsterdam

Max Maier returned from Amsterdam last week on the White Star steamer *Homeric*. While in Holland Mr. Maier bought a quantity of choice Sumatra and Java leaf.

MOHAWK CHIEF

The High Quality 5c. CIGAR



In Two Sizes:
4 7/8" Perfecto
5/4 " Invincible

Also packed 5 in Foil and in Lithographed Oval Tins

Some Territory still open. Jobbers and dealers desirous of handling this brand write

THE CHARLES CO.
YORK, PA.



Thomas Nelson
A Cigar of Quality
10c
and up
FIVE SIZES
Corona, Invincible, Perfecto, Perfecto Sublime & Panatela.
H. J. ROTH CIGAR MFG. CO.
BAIR, PA.

CIGAR LABELS



CIGAR BANDS

HIGHEST QUALITY SPECIAL PROCESS

Sole Distributors for
New Model Cigar Banding Machines for Ungummed Bands
WM. STEINER, SONS & CO.
257 West 17th Street New York

An entirely new standard of cigar value—the new



Flor de Melba was born with our determination to surpass every previous effort at value-giving.

We determined to offer a cigar of such quality—at such a price—that equal value could not be found in any other cigar in the world.

Through changing conditions we have stood by our resolve and now, with the return to normalcy, we are able to offer the new Flor de Melba, increased in quality and size—all Havana filler — delightfully mild — with the taste and aroma found only in imported cigars.

Display the Flor de Melba—and watch 'em sell!

Made By

I. LEWIS CIGAR MFG. CO.

Largest Independent Cigar Factory in the World

NEWARK NEW JERSEY

2 for 25c

Escepcionales Size

MARSHALL FIELD

NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets *Philadelphia, Pa.*

Philadelphia Business Progressing On Up Grad

"Comeback" in Orders Measuring Up to Fullest Expectation —Largest Proportionate Gain Comes from South and Atlantic Seaboard—Healthful Indications Noted.

PHILADELPHIA, May 29.—On their return from the great convention at Washington with renewed optimism for the future of the business in both a purely commercial and organization way, the representative Philadelphia cigar manufacturers, who so largely and conspicuously were in attendance at the national gathering in the capital, found sufficient in the experiences of the stay-at-homes to carry on their enthusiasm. Although there had been no real quietness in the business of the big producers, there was experiences, before the convention days, as told in these columns, a slight lull attributed more to a reaction from the exceptional activities of the ordinarily dull opening months of the year than to real commercial depression. But practically co-incident with the national meeting this temporary quiet was dispelled and the comebacks from Washington found a "comeback" in orders measuring up to their fullest expectations.

Business from the Middle and Far West had been good all along, but it grew better. The largest proportionate gain, however, came from the South and the Atlantic Seaboard, previously quite spotty. There was not, and is not yet, anything approaching a boom in these sections, but there is a sound and entirely healthful activity, and of a character which suggests, indeed, confirms to many, continuance of good times as far as vision can reach. Philadelphia business still lags a little behind expectations, but it, too, is on the upward move, and best opinion is that it is only a matter of time and, hopefully a very short time, before trading again will be in the active swing it assumed earlier in the year.

The lot of the smaller manufacturers who, not having national distribution, and most directly affected by local conditions, was fair, bad or, in rare instances, good, depending solely upon the conditions existing at the points of their chief outlet.

Throughout the State sales more readily were made than at home or nearby. The leaf trade experienced rather than suffered a rather quiet week, but there is nothing approaching despair in its ranks.

Even cut-raters who, after a very brief period of quiet, broke out again in warfare to the knife, returned to a condition approaching innocuous desuetude. Jobbers complain that the city business is only of a hand-to-mouth character, and that collections are very backward. State buying, however, is very satisfactory, especially throughout the hard coal regions and in the western industrial counties.

Distribution of Della Casa, the leader of the El Predomino Cigar Co., of which L. M. Cohen is head, and which is located at 110 North 2nd street, is rapidly increasing. The newest distributor on the growing list is Samuel Gottlob, 1120 Euclid avenue, Cleveland, who is to cover the territory of Ohio and Indiana. The leader is made in eight sizes, retailing at 10 cents to 3 for 50 cents, and is becoming a particular favorite in the coal regions, where it is a popular smoke among the populace of Wilkes-Barre, Scranton and Carbondale.

The business of the Halpern Cigar Mfg. Co., 37 North 2nd street, is now being liquidated, and the stock of labels and equipment will be disposed of by auction sale to take place in the early days of next month.

Increasing demand for the brands of the Hyperion Cigar Co. of New Haven, Conn., has impelled it to expand its Philadelphia factory by the addition of another floor in the building which it took over just a little over a year ago, at 37 Nort 2nd street. It will not be the tenant the third and fourth floors of these pren ises under the management of Gustave Plomgren, who supervises the productio of Hyperion.

Returning in motor car from the T. M A. Convention in Washington, Vice-pre dent William S. Paley, and Sales Ma ager Willis F. Andruss, of the Congre Cigar Co., paid a visit to the Neudeck Tobacco Co., of Baltimore, and thence the Congress branch factory in Wilmin ton, Del. Charles Bock, of the Bo Staufer Co., Pittsburgh, and George Scrambling, of the George B. Scrambli Co., Cleveland, accompanied them on t journey from the Capitol City. A visit of the week to the firm's headquart was B. H. Billman, of the National Ra ways News Co., which has taken on La Palina for its wide distribution o Great Lake boats, and Atlantic Ocean mestic lines. Miss Gertrude Lenhart, fice manager, who was recently injured an automobile accident, is recuperating Sunset Hall, Wernersville, Pa., for t weeks.

President Paul L. Brogan, Vice-pre dent Harry Shetlein, Jr., as well as the city salesmen and those connec with Atlantic City Branch of the Du Goodloe Co., enrolled during the w in a newspaper insurance campa which, by a nominal payment, protect to the extent of $1,000 is secured. firm is featuring the Blackstone, leader of Waitt & Bond, of New N. J. W. F. Lakin, factory represen tive, is in the city in connection with drive and publicity campaign which being conducted throughout the One hundred colored posters, measu 11 feet high and 25 feet long, form of the campaign.

Charles M. Hipple, head of Hi Brothers, 151 North 3rd street, who been sojourning for the past three mo on the other side of the Atlantic, retu to his Quaker City home, after an joyable pleasure and business trip. W in Europe he attended the Sumatra scriptions at Amsterdam, where he tured 200 bales of choice wrappers. his tour of the Continent he stopped in Paris, Rotterdam and Plymouth, land, on sight-seeing diversions.

Newlyweds

Wedding bells chimed during the for the junior member of the firm Valenchik Bros., 134 North 3rd s when Harold Valenchik, son of Sa Valenchik, head of the concern, and Frances Gittelman were united at Synagogue Beth El, Fifty-eighth Walnut streets, in the presence of se hundred relatives and friends. Follo the ceremony, at which Rabbi Free officiated, an elaborate reception given the young couple at the b home, 6119 Washington avenue. S the daughter of Mr. and Mrs. Be Gittelman, a prominent Arch street ness man. After a two weeks' h moon in the South the newlyweds reside temporarily at the home o groom's father, 715 South Sixtieth pending completion of their own which is now in course of construct Highland Park, near Philadelphia.

Celebrate Golden Wedding

A nuptial mass was sung durin week at the Church of the Jesuit a of the golden wedding celebrati Mr. and Mrs. James Sheahan. Th ple were married in the church M 1873. Mr. Sheahan has been enga the cigar business at Nineteenth an ish streets for almost a half ce

AMERICA'S FINEST LABEL

GOLD LEAF AND BRONZE WORK OUR SPECIALTY

Samples Submitted on Request.

H. J. FLEISCHHAUER
68 No. Fourth St., Phila., Pa.

Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N.

e family has six children, eighteen ndchildren and sixteen great grand-ldren, all of whom attended the serv-s.

Hyman Velenchik, member of the firm Velenchik Brothers, 134 North Third eet, spent the week in Lancaster, where was engaged in the work of packing 1922 crop of Lancaster leaf in the n's four-story warehouse, which it pur-sed a year ago, and which is located Plum and Walnut streets. There is g stocked 70,000 pounds of the leaf.

abe Schloss, of the leaf house of loss Brothers, 153 North Third street, ing the past week was covering the le in Lancaster county. He is now in w York to call on the centralized nufacturers.

harles H. Krull, 55 North Second-et, is placing on the market a new of the firm's special 5-cent leader, Krull in the Invincible shape, long r, Sumatra wrapped. There is also g demand for Muriels, for which the ll interests are distributors, covering city trade.

nerican Tobacco Firms Help Greece

ASHINGTON, D. C., May 26.—During past month there has been a steady in the Greek drachma, according to rts to the Department of Commerce Acting Commercial Attaché Hall, ns, and other sources. On April 14, as quoted at $0.011561, and on May t $0.018122. It is reported that this is partly due to the heavy drachma hases by American tobacco buyers. revenue of the custom house of us during January amounted to over 0,000 drachmas, an increase of over 0,000 drachmas, as compared with This increase is partly, if not ly due to the depreciation of the cur-. The revenue for the first half of uary exceeded the total revenue of uary, 1922.

e Greek authorities have practically shed the control of foreign exchange nnection with the export of tobacco. s place an export tax payable in ng exchange is imposed. According ress reports a group of American hants are endeavoring to establish dustrial institute at Drama, Mace-, for the study of tobacco cultiva-and for the training of tobacco spe-ts.

ring floods in Macedonia and west-Thrace have caused heavy damage to Communications have been n and railway service has been dis-d.

perty holders in Greece will be seri-affected by the decree, which be-effective on April 1, imposing a tax on unearned increment. This pplies to property owned in Greece reigners or foreign corporations, and perty in foreign countries owned by s. Estates not exceeding 50,000 mas are exempt. On other estates, x progresses from 2 to 20 per cent. ayment of this once-for-all tax will l over five years in semi-annual in-lents.

agreement relating to the establish-ment of a free zone at Saloniki has been reached between the governments of Greece and Yugoslavia. This will give Yugoslavia an outlet on the Ægean Sea, and should be beneficial to the trade relations between the two countries.

Baltimore Market

BALTIMORE, Md., May 24.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND:—The receipts for the last week were again small, totaling 145 hogsheads with sales of 54 hogsheads. Prices ruling firm.

OHIO:—No receipts, while sales of 39 hogsheads were reported.

Association Data

The Leaf Tobacco Association of Baltimore City issues these statistics for the week ending, May 23:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date 1922	Same 1922
Maryland	457	2,719	3,176	2,256	2,100
Ohio		271	271	225	82
Total	457	2,990	3,447	2,481	2,182

Reinspections this week: Maryland 312, Ohio 0; to date, Maryland 920, Ohio 46.

Deliveries

	Maryland: Coastwise and Domestic	Maryland: Foreign	Maryland: Total	Ohio	Total
This week		317	317	11	328
Previously	1,885	6,981	8,866	907	9,773
	1,885	7,298	9,183	918	10,101

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1	9,590	3,025	12,615
Receipts since	2,256	225	2,481
	11,846	3,250	15,096
Delivered since	9,183	918	10,101
Stocks today	2,663	2,332	4,995

Sales

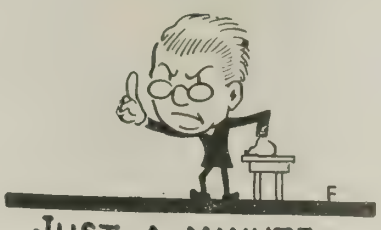
	Maryland	Ohio	Total
This week	54	39	93
Previously	2,265	762	3,027
Totals	2,319	801	3,120

On Business and Pleasure

Percival R. Lowe, and Mrs. Lowe, are scheduled to sail on the White Star liner *Majestic* next Saturday for Europe. They plan to visit London, Paris, Switzerland and Italy and are also to take in the Sumatra inscription at Amsterdam on June 29. They expect to return towards the end of August.

Home from Cuba

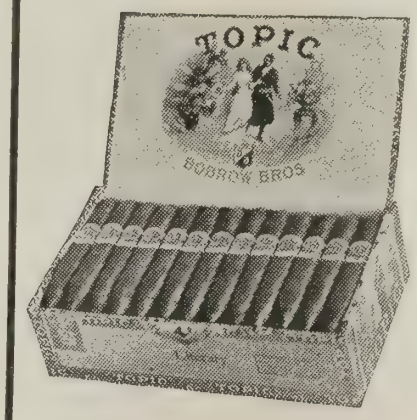
Theodore Smith, of Hinsdale, Smith & Co., and his family, who have been sojourning in Cuba for some time, returned to New York on the Royal Mail steamer *Ebro* last week. They expect to spend the Summer in Massachusetts.



Mr. Cigar Manufacturer, are you keeping tabs on your supply of cigar boxes? If Contemplating a larger output, why not place your order now for our quality cigar boxes?

MONROE JARRETT SONS
MANUFACTURERS OF
CIGAR BOXES
S.W. COR. RANDOLPH & JEFFERSON STREETS
PHILADELPHIA, PA.

The Popular Seller from Coast to Coast



Best Value for the Money

Victor Size - - 10c
Packed 1-20 wood and 1-20 tins

American Size - - 2 for 25c
Packed 1-20 wood. Foiled and plain

Size
Corona — Packed 1-20 tins
Senator — Packed 1-20 wood } 15c
Delmonico — Packed 1-20 wood

BOBROW BROTHERS, Inc.
Manufacturers
Philadelphia Penna.
Makers of Famous "Bold" Cigar.

STICK TO Cinco - IT'S SAFE



2 for 15c
everywhere

OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

LA PALINA
IT'S JAVA WRAPPED
CIGAR
The pioneer Java wrapped cigar and to-day the *finest* Java wrapped cigar that you can offer to your customers.
More than one hundred and fifty million sold yearly
CONGRESS CIGAR COMPANY
Philadelphia

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Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill, New York, vice-president.
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Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, Secretary.

How Successful Retailers Get More Business

(*Continued from page 74*)

asks that customer to buy something else in addition to the goods he is purchasing. If the customer is buying cigarettes, then the salesman asks him to buy magazines or candy or cigars. If he is buying magazines the salespeople ask him to patronize our soda fountain or to buy some other goods.

"This thing of asking the customers to buy more goods doesn't take very much effort on the part of the salespeople and it 'sure' does get the results. Since inaugurating this plan our sales have increased fifteen per cent over the amount we could normally expect them to be during this period. Consequently we are going to continue this plan for some time to come at least."

Special Week-end Offerings Help Business

"In our town," said still another successful tobacco merchant, "there is a great amount of travel out of the city during the Spring and Summer months to the nearby lakes and Summer resorts. And in many of the resorts which are patronized by our local people there are no cigar stands or stores and, consequently, it is necessary for the people spending the week-ends at such resorts to stock up on smokes and other articles before leaving the city.

"For some time we had been noticing that we were doing quite an extensive business on Fridays and Saturdays in the selling of whole cartons of cigarettes and in the selling of whole boxes of cigars, boxed candies, magazines, and so on. Upon analyzing the reasons for this business we discovered that we were selling these goods to the week-end excursionists. And so the idea naturally came to us that by going after more of this business strongly we could get a lot more of it and could increase our volume of business materially and make more money.

"Now we make a special drive for this week-end business every week and we do so by means of making special combination offers of goods at prices which are lower than when the goods are purchased separately and by means of advertising our offers by placards in the show windows and by means of attracting the attention of week-end excursionists to our store through the use of pictures of nearby resorts in the show windows.

"This plan has brought us a substantial increase in business and I am sure that the same plan could be used with equally good results by other tobacconists who are situated much like we are."

Repainting the Store Brings Trade

"How do we go after more business?" repeated another successful tobacco merchant when this question was put to him. "We get more business by constantly keeping our store in a spic and span condition. Whenever we feel that we ought to make a drive for new business we have our store repainted, inside and out—new signs put on the windows and new decorations inside. Invariably this sort of thing makes the customers do a lot of commenting and former customers who haven't been patronizing us recently come back to the store to see what the new decorations look like and new customers are attracted to the store by reason of the nifty appearance of the establishment.

"The repainting of our store has never failed yet to bring in a lot of business which, otherwise, we probably wouldn't have gotten."

Gasoline Curb Pump Brings Trade

"We have inaugurated a rather unique stunt for a tobacco store in going after more business," said a leading tobacconist in a middle western city of about 60,000. "This stunt consisted in putting in a gasoline curb pump in front of our store and thus doing something which makes the motorists stop in front of our establishment.

"We had a particularly good opportunity for doing this because there isn't another gasoline pump for a distance of half a mile in every direction from our store and because there are always a large number of motorists passing our store. And we figured that by putting in the pump we would not only make money on the gasoline we sold but we would also get a lot of the motorists into the store and sell them goods and in this way make more money out of them.

"That's exactly what has happened, too. Our pump is in use a large portion of every day and we tell the motorists who buy gas from us about the goods we are selling inside the store and about one out of every two of the motorists who get gas from us come into the store and buy other goods.

"This simple little thing of putting in this gasoline pump has brought us a lot more business and has made us quite considerable money and I know of no better way for a tobacco store which is situated like our's to go after more business."

Legal Lore

When You Can Collect Interest on Overdue Accounts

I have two inquiries this week from widely separated correspondents (one in Youngstown, Ohio, and the other in Garnerville, Nev.), asking when interest can be charged on overdue accounts. From this it would appear that there is sufficient interest in the subject to warrant the writing of this article.

The Nevada correspondent says, "We print on our billheads that '1 per cent interest will be charged on all overdue accounts.' Can this amount be collected when the legal rate of interest in this State is 7 per cent? Does the fact that the goods are accepted under the terms printed on our billhead make it an accepted agreement by the purchaser under the law?"

The Ohio correspondent submits the following:

"A purchases from B in January, 1919, a bill of jewelry goods and subsequently several other bills and which account on January, 1922, showed a balance due B of, let us say, $3,000. Between the aforementioned dates the various datings had been allowed to fall considerably overdue, because of the economic depression, and in keeping with special requests from A, extensions of time were granted by B upon several of the bills.

"On January 1, 1922, B requested notes from A to cover unpaid balance of $3,000. On June 1st A received a statement indicating balance due $3,000, whereupon B suggested settlement of the account as rendered. A immediately sent four notes of thirty, sixty, ninety and one hundred and twenty days, respectively, to balance the statement as rendered. Please note that during no period of business relations between A and B up to this time had the question of interest been mentioned, nor was there any exception to this when the notes were given, which also did not specify interest.

"Following receipts of notes, B submitted an itemized statement of account of A covering all debits and credits plus interest at the rate of 6 per cent., based upon average overdue accounts. Legal opinions differ as to this interest charge, it being contended that the requesting of the notes virtually became a definite contract between A and B, and only for the amounts represented by the notes in question, the sum total of which equalled the balance due on January 1, 1922, and the last date of purchase by A, up to June 1st.

"The notes have been paid and no interest charged, but B is now claiming an interest charge based on the average overdue account, and it is my contention that I do not owe such interest, inasmuch as had this been legally due, I am unable to understand why B did not include such interest charge in the statement and require notes to cover the principal plus interest."

First, let me say something about when interest can be collected on overdue accounts. Fundamentally, an account bears interest, or could bear interest, from the date when it should have been, but was not, paid.

By Way of Illustration

For instance, goods are sold on terms 2 per cent in ten days, net thirty. Under these terms the bill is due in thirty days, and if not paid in thirty days it represents money owed, overdue and unpaid. Under all the theories of interest, it bears interest from its due date and there would be no doubt about the right of the creditor to collect interest, if it wasn't for one thing.

That one thing is the custom of business men generally not to charge interest. There are exceptions to this, of course, but I suppose everybody will admit that at least 95 per cent of all merchants, wholesale and retail, carry their delinquent accounts along for months and sometimes for years, without any thought of interest.

As a fundamental principle, overdue accounts should bear interest, and can bear interest, and the only thing you as a seller have to do in order to collect interest on them, is to get rid of the custom, not to charge it. Getting rid of that, from a practical standpoint, is easy. All that is needed is to tell your customers you will charge interest after a certain date. You can tell them by sending each one notice to that effect and by printing it on your billheads. Don't put it in the smallest type your printer has, but print it in a good black line, clear across the bottom of the sheet: "Legal interest charged on accounts not paid in thirty days." Note I say "legal interest"; of course you can't charge more than that, for that would be usury—a penalty for tardy payment, in other words, instead of mere compensation for the use of the money, which interest is supposed to be. Even the acceptance of goods by a buyer who knew perfectly well that you would try to charge him 12 per cent a year on unpaid balances would not make the usurious provision binding on him. You can charge the legal interest of your state and no more.

A Self-Answer

The interest problem which the Ohio correspondent submits, pretty nearly answers itself. Owing to the widespread custom not to charge interest on overdue accounts, I have explained that you can't collect interest until you tell your customer you are going to do so. And, of course, it follows that you must tell him *before* you do it. You can't settle an account as B did in the submitted case, and take notes for it, and *then* demand interest, not on the notes, but on the account. Perhaps if under the custom of that trade, or the understanding between the parties, that account had been bearing interest right along, the m failure to include interest in the nc wouldn't have amounted to anything, as I understand the case, that was so. I should say that A could not charged interest in this case.—*Copyri 1923, by Elton J. Buckley.*

Wrappers for Canada

Andrew Wilson, of Alexander Wil & Co., cigar manufacturers, of Toro Canada, inspected the local leaf mar recently, and purchased a good stock fancy wrappers for Canadian consu tion.

A Good Buyer

Bernard Schwarz, the Detroit ci manufacturer, was a heavy purchase the local leaf market early this w Mr. Schwarz also ran over to Hartf to obtain first-hand information of shade-grown crop.

Philadelphia

(*Continued from page 57*)

Wisconsin and Connecticut tobaccos fully 25 per cent higher in price than were a year ago, and, although pool trol of the Wisconsin and Connect crops may have caused some of the crease, a general short crop last yea chiefly responsible.

"Manufacturers have made large chases of Sumatra from New York d ers and brokers during the month record prices. The fancy grades of matra wrapper are commanding pr ranging from $8 to $13 per pound. quality of this year's Sumatra tobac reported by dealers to be as good as of any crop ever imported.

"American packers and dealers l been active buyers in Porto Rico, growers on the island are quickly dis ing of their crop. Those districts wh last year were selling their tobacco from 28 to 30 cents per pound are year receiving 35 to 36 cents, and pr show no tendency to soften. The out for Porto Rican tobacco growers brighter than ever before, and alr forecasts of a bigger acreage of the crop are being made."

San Francisco

(*Continued from page 75*)

Price Increases

Recent price advances in San F cisco as announced by Sam Israel, l jobber, are Tuxedo 15 cent tins, $1. dozen, and "111" 15 cent packages, $ a dozen. Also Lucky Strike, Roll $1.50 jars are $16 a dozen.

A Barbecue

Harry Bercovich, well-known Francisco chain store man, gave a p to his friends recently that was nov the extreme. He engaged a park at Altos, hired an expert caterer and a real old-fashioned barbecue.

CLASSIFIED ADVERTISING

MODERN EQUIPPED FACTORY. Des located, State of Pennsylvania. Steam he Capacity 100,000 minimum, 200,000 maxi Producing good workmanship. Scale of right for 10-cent line. Actively operatin present with good organization. Rent re able. Further details on inquiry. Box 27, of Tobacco, 10 E. 39th St., New York.

I WANT TO BUY MORE CIGARS. FRO DOWN, FROM MANILA MANUFACTUR ALSO FROM FLORIDA. ANTHONY CAR 4831 DIX AVENUE, DETROIT, MICHIGAN.

A WONDERFUL OPPORTUNITY FO MANUFACTURER—A cigar plant comp equipped, four Universal Stripping Machine Borgfeldt Bunch Machines, and a general plete equipment to be sold at a sacrifice gether with labels, and manufacturing 350,000 cigars per month. Labor costs i Angeles less than any other city in the States. Write for particulars to M. W. 517 So. Rampart St., Los Angeles.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXVI. No. 6 NEW YORK, JUNE 7, 1923 Per Annum, $3.00 Per Copy, 10 Cents

The N. C. L. T. A. Silver Anniversary Convention a Grand Success

About 200 Members and Guests Foregather in Woolworth Building — Important Business and Interesting Entertainment Program Carried Out with Celerity—President Joseph Mendelsohn and Associate Officers Re-Elected for Another Term.

The Silver Anniversary Convention of e National Cigar Leaf Tobacco Associ- ion, held in the Assembly Rooms of e Merchants' Association, Woolworth uilding, New York, Monday and Tues- y of this week, was an event long to remembered by those in attendance. ordiality was a notable and gratifying ature of the assemblage.

President Joseph Mendelsohn made an al presiding officer.

The Entertainment Committee, under e chairmanship of John H. Duys, ably led by Chas. W. Duignan and Harry Rothschild, could not have done more entertain the members and guests.

Monday's Session

Delegates, alternates and members be- n arriving at 9:30 Monday morning, d when the meeting was called to order President Joseph Mendelsohn, over) were present. Immediately on taking chair President Mendelsohn asked the legates to rise. He then decorated m with a white carnation. Following s, he called on the alternates, and pre- ted each of them with a red carnation. The credentials of the following offi- s, directors and delegates were ex- ined and found legally entitled to con- ute the convention:

Officers

oseph Mendelsohn, president
A. W. Kaercher, vice-president
erome Waller, secretary
V. S. Fuller, treasurer

Directors 1922-1923

Harry S. Rothschild
Chas. R. Goldsmith
Carl J. Kaffenburg
L. H. Nolt
M. E. Stern
Fred Newmann

Directors 1923-1924

Jenno Rosenwald
. A. Calves
Chas. Emory Long
. W. Stewart
Henry Fisher
eo. M. Berger

Regular Members

ernando Alvarez
ohn Brand & Co.
reen's Tobacco Co.
elmerichs L. T. Co.
ochstein Bros.
im Jaskulek
Kaffenburgh
aiser & Boasberg
W. Lentz & Co.
cIntosh Bros.
uis Newburgh Co.
Schlessinger & Son
E. Stern
n Berger & Son
ff, Way & Brand
as & Co.
rhold L. T. Co.
perial Leaf Tobacco Co.
ferson L. T. Co.
B. A. Kaiser
Kraus & Co.
Lukaswitz & Weaver
Henry Miller Sons
J. R. Reynolds
Chas. Semon & Sons
Sternemann Bros.
A. Stromberg & Co.
W. L. Whitner
Geo. M. Wood & Son
W. B. Wentworth
M. Winkelstein & Son

Delegates and Alternates

Lancaster

Delegates
M. Michaelis
Joseph Goldberg



PRESIDENT MENDELSOHN swings a "mean" gavel

A. B. Hess
C. H. Nolt
J. W. Brenneman
B. F. Good

Alternates
D. W. Smith
Roy Nissly
Jacob Bowman
Benj. Schwartz
T. D. Shertzer
L. H. Nolt

Chicago

Delegates
A. W. Kaercher
P. O. Wolf

Hartford

Delegates
E. M. Hartman
Benj. L. Haas
N. A. Shepard

Alternates
Sol. Kohn
M. J. Gans
V. Brewer

Philadelphia

Delegates
S. Weinberg
John R. Young

Alternates
S. Grabosky
C. M. Hipple

New York

Delegates
L. Leopold
Jos. Cullman, Jr.
John H. Duys
Ernest Ellinger
Fred Frese
Howard Friend
Fred Bloch
Leo Leventritt
I. M. Jacoby
Morris Neuberger
Henry Oppenheimer
Nathan Bijur
Milton Samuels

Alternates
Edward Brill
M. Gershel
Sam Hamburger
C. Sarluy
J. Kohlberg
I. Adler
J. D. Palmer
Menko Rose, Sr.
Henry Rothenberg
S. G. Ruth
Phil Mayer
Ira Strouse
Phil Wasserman

Associated Members

American Cigar Co., New York
American Exchange Cigar Co., New York.
Bayuk Bros., Philadelphia
Harry Blum, New York
Bobrow Bros., Philadelphia
Chas. Boldt, Detroit, Mich.
Breslin & Campbell, New York
Bucher & Bucher Cigar Co., Dayton, Ohio
Congress Cigar Co., Philadelphia
Cuban Cigar Co., Cincinnati, Ohio
Deisel-Wemmer Co., Lima, Ohio
Nathan Elson & Co., Chicago, Ill.
H. Fendrich, Evansville, Ind.
E. Goss & Co., San Francisco, Cal.
F. D. Grave & Co., New Haven, Conn.
Hava-Tampa Cigar Co., Tampa, Fla.
Heineman Bros., Baltimore, Md.
Michael Ibold, Cincinnati, Ohio
H. S. Immel Estate, Mountville, Pa.
D. Emil Klein, New York
Kuhles & Stock Co., St. Paul, Minn.
La Contente Cigar Co., New York
P. D. Mayer & Son, New York
Mazer Cigar Co., Detroit, Mich.
H. C. Pfaff, Baltimore, Md.
Phoenix Cigar Co., New York
Porto Rican American Cigar Co., New York
Powell & Goldstein, Inc., Oneida, N. Y.
Rauch Cigar Co., Indianapolis, Ind.
Mortimer Regensburg, New York
Antonio Roig & Langsdorf, Philadelphia
San Telmo Cigar Co., Detroit, Mich.
Max Schwartz, New York
H. N. Smith Cigar Co., Frankfort, Ind.
R. G. Sullivan, Manchester, N. H.
Telegrafo Cigar Co., Key West, Fla.
Waitt & Bond, Newark, N. J.
Webster Cigar Co., Detroit, Mich.
Welcher Bros., New York
W. H. Whiting, Tecumseh, Mich.

Following the decoration of delegates and alternates, President Mendelsohn introduced Jerome Waller, president of the New York Leaf Tobacco Board of Trade, who in a few felicitous remarks eulogized the National Association for the splendid results it has accomplished during the past twenty-five years, carrying on for the good and steadfast maintenance of all good principles of the industry.

It had achieved, he said, greater things than its founders ever anticipated or hoped for. He called attention to the many good men who had gone to the Great Beyond, and urged the young men of the trade to become active members

of the association, that they might help to perpetuate the good work.

He said it was during the World War that the National Association had been the guests of the New York Board, but the war clouds have passed, and now peace reigns, good cheer, good fellowship and brotherhood are supreme.

Mr. Waller said the Mayor of New



York was evidently too busy and too occupied with other matters to offer them the Keys of the City, but that he, as president of the New York Leaf Tobacco Board of Trade offered them the freedom of their homes and their offices, and requested them to enjoy their hospitality.

He welcomed all present most heartily, and stated that the Entertainment Committee had arranged a splendid entertainment during their sojourn in the city.

President Mendelsohn replied, thanking him in the name of the National Association.

The reading of the minutes of the last meeting being dispensed with, President Mendelsohn read his address, which was as follows:

Annual Report of President Joseph Mendelsohn

To The Members of the National Cigar Leaf Tobacco Association:

I congratulate you one and all upon the assembling of the 25th annual convention of the National Cigar Leaf Tobacco Association. Following the call issued in the spring of 1898 by the Leaf Tobacco Board of Trade of the City of New York there soon rallied for the formation of a national organization the strong men of the trade from Boston, Hartford, Philadelphia, Lancaster, Cincinnati, Dayton, Chicago, St. Louis, and other cigar leaf centers. To the substantial achievements of the Association during the past quarter of a century the few charter members who today are still active in the organization may well point with pardonable pride.

In another section of our annual reports to this convention you will find a condensed retrospect of the activities of our Association which should both enlighten and convince the most skeptical in our trade of the mutual benefits of co-operation and especially of the value of such an organization as ours for protection against every form of adverse influence.

It is becoming more than ever apparent in these days of individual concentration and spirited competition that it is absolutely necessary for merchants to unite for a free exchange of views and to devise all legitimate means of protecting common interests. The function of the national trade association has recently come to be fully recognized and endorsed by the highest officials of our Government who at this moment are tendering us their hearty co-operation in a very important field that can only be reached by the long arm of the executive departments in Washington.

But there is a human side to the national association. We come together not only for our material benefit but to become better acquainted with each other, for the furthering of good fellowship and that our natures may respond to the personal touch. Our conventions should provide not only an opportunity for our business deliberations but in the leisure hours they afford they should provide a playground for the boys, old and young, where the sterner realities of business life, with their cares and responsibilities, may be laid aside for the purpose of meeting old acquaintances, renewing old friendships, and making new ones. If we approach our annual gatherings in this fine spirit of mutual regard and esteem our conventions can not fail to be as enjoyable as they are profitable.

Revision of the Tariff Law

When we met at Atlantic City a year ago we were in the throes of a momentous campaign against unreasonable and unnecessary increases in our tariff schedule. Certain interests were seeking an advance of one dollar per pound in the duty on wrapper leaf tobacco while the Ways and Means Committee of the House of Representatives, moved by a false hope of securing a substantial increase in the revenue, planned an increase in the duty on filler from 35 to 45 cents per pound and in the rate on scrap tobacco from 35 to 55 cents per pound.

In no previous campaign have our members worked together in a finer spirit of co-operation for the welfare of our entire industry. Our Legislative Committee especially, attacked its task with great vigor and repeated journeys were made to Washington upon the call of our representative to lay the salient facts in our problem before the members of the House and Senate. In this serious undertaking we were fortunate in having the hearty co-operation of influential men in both Houses, and I make no invidious distinctions when I record here our deep appreciation of the efforts made in our behalf by Senator George Wharton Pepper, of Pennsylvania, Senator Frank B. Willis, of Ohio, and Representative W. W. Griest, of Pennsylvania.

The outcome of our campaign was eminently satisfactory. The tariff bill as finally enacted added but 25 cents per pound to the duty on wrapper tobacco, which, if unstemmed, was fixed at $2.10 per pound, or if stemmed, at $2.75 per pound. The rates of the previous law on filler, namely, 35 cents per pound on unstemmed and 50 cents per pound where stemmed, were retained as was also the 35-cent rate on scrap tobacco. The new tariff law also recast the bonded manufacturing warehouse provisions of Section 311 as applied to tobacco products in such a manner as to continue the existing law. Further details of this interesting and important episode in our activities during the past year will be found in the legislative report which will be presented to you by our Washington representative, Mr. Crounse.

I have deemed it wise to make an innovation in the method of presenting our annual reports to the convention. Reserving to myself a summary of our activities, together with such observations and suggestions as it seems to me should be urged upon your attention by your presiding officer, I have asked Mr. Crounse to prepare and present the review of our legislative work. I have done this not only because I believe it to be the logical method of placing these matters before you, but also as a personal tribute to Mr. Crounse, who has just completed his twenty-third year of service to this Association at the National Capital. His work during the long period in which he has labored in our behalf speaks for itself, and I take pleasure in heartily recommending the further retention of his services.

Cooperation of Federal Government

It is exceedingly refreshing to be able to announce to you that the Federal Government, which for so many years has seemed to look upon us as a step-child to be considered only in financial emergencies and at all times to be subjected to the most rigid regulation, has tendered us the fullest measure of its co-operation in a broad field, the importance of which is constantly increasing. The Department of Commerce, presided over by Secretary Hoover, whose genius in the solution of business problems and whose magnetism is drawing to himself for aid the ablest figures in the world of commerce and industry, has not only created a special trade bureau to further our interests in an extensive field of which our foreign trade is the chief factor, but has appointed an executive committee representing the leading tobacco trade associations of the country, with our Washington representative as its chairman, the functions of which will be to co-ordinate our work with that of the Government and to suggest to the accomplished head of the new bureau, Mr. T. L. Hughes, the special directions in which the Federal Government with its broad powers and unlimited facilities may be of aid not only to the members of our Association but to the entire domestic tobacco trade from growers to manufacturers, dealers and distributors.

There can be no doubt of the value of this co-operation which Secretary Hoover now so generously tenders us. The ability of the Government to obtain reliable information of trade movements in all the countries of the world is, of course, unquestioned. With a thousand trade representatives scattered over the globe it will be possible for the new bureau to gather and assemble facts of highest importance to our industry and with the appropriation at the department's command this information can be forwarded to Washington by cable and distributed to the interested trade with such speed and timeliness as to greatly increase the importance and actual monetary value of the data thus obtained.

The chief of the new tobacco bureau modestly disclaims any hard and fast program of activities. So far as the cigar leaf industry is concerned he will look to us for suggestions and I bespeak your very careful consideration, prompt action and hearty co-operation in placing before the new bureau suggestions as to how its usefulness may be increased and how best it can serve our trade.

There can be no doubt of the tremendous potential value of this important new division of the Department of Commerce. Its success, however, must depend upon the spirit and energy with



which we grasp the hand Secretary Hoover holds out to us. I know I am not going too far when I say that our response will certainly demonstrate how deep is our appreciation of the consideration shown us.

The Cigar Leaf Tobacco Pools

The widely heralded tobacco pools in the cigar leaf field have taken concrete

on in Connecticut and Wisconsin, asing no little anxiety among our acers and jobbers. Dark, indeed, is the ure pictured by many in our trade I feel that the avenues of successful ness have thus been barricaded. moment's sober reflection, however, uld allay such fears. The history of ze and industry the world over has onstrated that the middleman must



A shot from life at Jerry Waller holding 'em down

s exist as an indispensable figure en the controlling interests of a odity which is so manifold in its s and which must be distributed to y large number of manufacturers, of whom can not in the nature of avail themselves of the specific and conditions exacted by the pool. well known fact that many manu- ers can use only limited quantities tain grades of leaf. Such operators eed the jobber who, by his experi- nd knowledge of distribution, can le a service of such importance that he most conservative manufacturer e only too glad to pay a fair re- ation for the assistance rendered.

consideration should be given us fact that packers, who before the zation of these elements were l to assume all the risks connected packing and curing, are now re- of these burdens and therefore can heir undivided attention to their ses with the advantage of know- exact quantities, grades, and qual- hich are offered under a supervi- hich, as in Connecticut, controls 0 per cent of the production.

y trade is temporarily staggered if mned by each new and important ssive development in methods of ndising. It is not surprising, there- at our trade today seems to stand less while it attempts to appraise luence of these new conditions. I sfied, however, that it will hesitate ng enough to call into service all ulties at its command. In the evo- of new trade channels and policies s will be found that will amply our sturdy men of business who o often proven their mettle and ave weathered many storms of severity. The skillful sailor de- to go west, notwithstanding the inds blowing strongly against him, ned that by manipulating his tiller reach his goal in the face of the ubborn obstacles.

e Dark Wrapper Problem

ore serious problem today con- our industry, involving growers, turers, and packers alike, than the for devising some practicable method to stem the ever increasing demand for light wrapped cigars. The grave aspect of this problem is reflected in the activity of the trade press, which at present is busily engaged in devising an effective slogan to increase the sale of cigars and another designed to induce the smoker to abandon his time honored prejudice and turn to the dark wrapped cigar. This movement of the press is undeniably of great assistance, but it will hardly gather sufficient force to change a custom maintained for many years, advocated and sustained by careless advertisements and, therefore, today a fixed habit.

Not only does the smoker from long habit demand a light cigar, but the man behind the counter, by the very form of the inquiry with which he greets his customer, in asking whether he wants a "light, medium, or dark cigar," leads the buyer to call for light colors when in reality his desire is merely for a mild cigar regardless as to whether it is light, medium, or dark in color as long as it suits his palate.

How many millions of dollars are sacrificed yearly in the universal effort to secure the small percentage of light wrappers available, be it of foreign or domestic leaf? Every man in the trade knows only too well that dark wrappers form the major percentage of most crops and because of the senseless prejudice against them are disposed of at ridiculously low figures. What a relief it would be to every one, from grower to manufacturer, if these dark wrappers could come into their own! If they could but find their just and proper use the cost of wrapping cigars would be materially reduced to the benefit of the smoker as well as to the advantage of the entire cigar and leaf trades.

The conviction is forced upon me that a broad and far reaching campaign of education in this field is indeed a necessity and that no matter how elaborate and costly such propaganda might be the results would justify every penny of the investment. Right here, indeed, is a chance for grower, packer, importer, and manufacturer to join hands in fighting a common evil and furthering a common cause.

Do you realize that we have nearly 500,000 licensed cigar dealers in the United States? Of these it is safe to state that over 400,000 are operating retail stores, the proprietors of which would be the direct beneficiaries of the movement to give the dark wrapper its proper place in the production of acceptable cigars. Consider for a moment what it would mean to launch a campaign that would enlist this great army of enterprising retail merchants, each of whom would be an active apostle of the new doctrine able to point to a conspicuous sign hanging on the walls of his shop, visible to all who entered, reading something like this:

"Dark Wrappers are Ripe Wrappers and Make Sweet Cigars. Try One and be Convinced."

Such a sign, authenticated by the official seal of the National Cigar Leaf Tobacco Association, would have a telling effect. To speed the good work let the man behind the case abandon his shop-worn phrases and ask his customer to decide between "heavy, medium, or mild" cigars, at the same time enlightening him upon the fallacy of asking for light colors in order to secure a mild smoke. With these methods vigorously pursued in every city, town, and hamlet throughout the country the trade would soon notice a fundamental change in the arrangement of its color scheme.

I am confident there would be no trouble in forming a joint committee to co-operate in this work that would include representatives of the growers of wrapper tobacco in Connecticut and Florida, the importers of Havana, Sumatra, and Java wrappers and the manufacturers of cigars. Such a committee would have little difficulty in obtaining all the necessary funds to launch this most essential campaign of enlightenment.

In your behalf I offer the pledge that the National Cigar Leaf Tobacco Association will do all in its power to assist.

Tobacco Products Credit Association

It is with a deep feeling of the responsibility resting upon me that I bring to your attention a matter which to my mind is of paramount importance. I refer to the necessity of eliminating so far as possible the credit risks in our business which have so demoralized it during the past two years and which in my opinion can be reduced to a negligible minimum if we will give adequate support to the Tobacco Products Credit Association. The success of any such organization must necessarily depend upon the confidence reposed in it by those whom it would serve. To secure a maximum of benefit, therefore, it is highly important that as many of our members as possible shall join this credit association to the end that the information it distributes shall be authoritative, reliable and impartial.

tial fundamentals have been disregarded in heedlessly extending lines far beyond reasonable limits with the natural result that those who decided to do business without regard to their discretion have learned to their sorrow that such methods maintained in violation of the soundest principles of merchandising must prove most disastrous.

The past two years have seen a number of failures of unusual magnitude the disclosures of which have presented such deplorable pictures of credit judgment that I have felt it my duty to bring to your attention with the greatest possible emphasis the fact that it is exclusively within your power to remedy these evils. Such incidents can only be obviated by a closer exchange of ledger experience, a readiness to co-operate with competitors and a fearless insistence upon all available information which only the credit-seeking debtor can give you. These are the means to protect your credits and I am sure that no better vehicle through which a methodical credit system can be established is offered than that presented by the Tobacco Products Credit Association, which is now making gratifying progress in securing subscriptions from representative houses throughout our trade.

In urging you to subscribe to this service I feel that in no other way can you obtain the information so necessary in the conduct of your business. I would especially stress the point that the efficiency of this credit association will be greatly increased as it gains in membership; hence you consult only your interest when you join with other members of the trade in giving it your support.

I do not hesitate to recommend the Tobacco Products Credit Association to your confidence. It is significant that its chief executive is a man possessing peculiar qualifications to operate a service of this character in the most efficient manner. The fact that his activities are limited to the tobacco trade is a guarantee that the work of the service will be concentrated upon our welfare without extraneous entanglements of any kind.

The Tobacco Merchants' Association

I am pleased to be able to state that the Tobacco Merchants' Association continues its vigilant attitude and aggressive opposition to the attacks of the "antibacs." While apparently the propaganda of these enemies of our trade has gained few converts in the past year



In my capacity as late president of the Leaf Tobacco Board of Trade of the City of New York, I recently called attention to the almost sublime indifference in which extensions of credit have been granted throughout our trade during the past year or two. The most essential

their activities are nevertheless reflected in measures frequently introduced in the various state legislatures throughout the country which seek to impose limitations on sales of cigars, cigarettes, and smoking tobacco, or to burden these articles with heavy taxation. These bills receive

the Tobacco Merchants' Association's closest attention and in numerous instances have been successfully opposed and defeated. The activities of the Tobacco Merchants' Association in this important field deserve the approval of our Association and our moral support.

Memorial

A resolution was passed at the meeting of the Directors which followed closely upon our last convention, requesting the Secretary to obtain the names of members whom death had called hence during the past twenty-five years for the purpose of recording same in a suitable book. A very earnest effort has been made by our painstaking secretary to carry out the purpose of this resolution, but notwithstanding his untiring efforts and the enlistment of the aid of the secretaries of the various local boards and the trade press, it has not been possible to obtain all the desired data. In many instances no records have been kept and the memory of associates has proven too unreliable to furnish a complete and accurate list.

There is thus presented to us a vivid illustration of the transitory character of man's career and of the speed with which he sinks into oblivion. In a short generation we lose sight of the traces of individual human endeavor, and only here and there where a man's service was exceptional or his personality particularly impressive, do we remember. This should inspire us to serve to the very best of our abilities, for thus only may we preserve a record in the memory of man.

With a deep sense of their loss I have made a record of those of our members who have passed away since our last convention. The grim reaper took heavy toll of our membership during the short twelve months. While paying a silent tribute to their memory I know I shall be pardoned for dwelling for a fleeting moment upon the loss of our good friend, Charles Fox. In many capacities, but especially as the able chairman of our Legislative Committee, he gave us unstinted, unselfish service. His counsel, his aid, and a hearty co-operation, reflecting his genial personality, were always at the command of his friends. His services to our organization have been of inestimable value and most deeply appreciated by all familiar with his work. We miss you, Charlie, and seek comfort in the thought that you are with us spiritually, taking part in our deliberations! During the reading of this all too long list of those who have passed on during the last year I will ask you to rise and stand for a moment in silent prayer:

Deaths

Henry Durlach, died February 7, 1922.
Walter E. Hecht, died April 25, 1922.
Abraham Bijur, died May 1, 1922.
William Taussig, died July 15, 1922.
Emanuel J. Weil, died August 10, 1922.
William S. Brill, died November 2, 1922.
Jacob Sutter, died November 6, 1922.
Leopold Schmid, died November 11, 1922.
Ismar S. Ellison, died November 12, 1922.
Charles Fox, died December 2, 1922.
Nathan Reiss, died March 5, 1923.
Siegfried Schluechterer, died March 13, 1923.
George Levy, died April 5, 1923.

Our Associate Membership has about held its own. We made a number of new members, but owing to a number of resignations we cannot report an increase over last year. This is to be very much regretted, and I would recommend that the retrospect of this report, showing the activities of our association, be printed in pamphlet form and through the medium of our members be distributed among manufacturers who are as yet outside of our fold. Let our efforts during the ensuing year be bent upon enlarging our Association, thus increasing its strength for co-operation and its consequent benefits. Joseph Mendelsohn, President, National Cigar Leaf Tobacco Association.

New York City, June 4, 1923.

Received Deserved Applause

The president's address was roundly applauded.

During his address a printed sign was displayed above the rostrum, which read as follows:

"Dark Wrappers Are Ripe Wrappers and Make Sweet Cigars—Try One and Be Convinced.—National Cigar Leaf Tobacco Association."

Following the president's address, William L. Crounse, the legal adviser of the association, read the legislative report, which was as follows:

Report of Wm. L. Crounse, Washington Representative

In rounding out the quarter century of the life of the National Cigar Leaf Tobacco Association it can truthfully be said that the past year has been marked by activities and achievements as important as those of any twelve-month in the long and successful career of this organization. These include a vigorous tariff campaign protracted beyond all precedent, the establishment of relations with the Government for the extension of our foreign trade, participation in a nation-wide effort to secure the establishment of free zones in the United States, co-operation with the Government in the standardization of cigar leaf tabocco, and the lending of our energetic assistance to the movement to bring about the legalization of price maintenance. They also embrace the operation of a bulletin service covering crop reports, census data, and other matters of value to our membership.

The Fordney-McCumber Tariff Bill

The past year has seen the enactment of an exceedingly comprehensive revision of the tariff law after a campaign in Congress of unprecedented length, begining in December, 1920, and ending with the effective date of the new law, September 22, 1922. Throughout this period our Association was called upon to maintain the utmost vigilance, to keep our representations constantly before both Houses of Congress, and to make demands upon our legislative committee and our individual members for continuous co-operation and unceasing effort. It is no exaggeration to say that never before in the quarter century of our existence has it been necessary to conduct a campaign of such importance, long duration, and unremitting effort.

The results achieved by us have proven most satisfactory. Our chief contention was against any important increase in the duties on the raw materials of the cigar industry, and in answer to our appeal Congress wisely decided to retain existing rates on filler and scrap tobacco and increased the wrapper duty but 25 cents per pound. As a further concession and in response to vigorous representations made by our Legislative Committee the so-called 15 per cent clause as applied to mixed bales of cigar leaf was amended by raising the limit on the wrapper content to 35 per cent, a change of great importance directly in line with efforts made by our Association in connection with every revision of the tariff in our organization.

While the outcome of our campaign was thus most gratifyingly successful we must not forget the obstacles encountered at various stages and the splendid efforts made by our members in co-operation with our Legislative Committee. When the hearings began in January, 192





soon became apparent that the Ways and Means Committee was strongly influenced by representations of the Secretary of the Treasury as to the need for additional revenue and that the rates on the entire tobacco schedule would probably be increased in the hope of obtaining a larger contribution in the way of customs duties from our industry. We left no stone unturned to prevent these increases. It was clear to us that the combined project of the Treasury Department and certain domestic interests raising the wrapper duty one dollar a pound, adding 10 cents to the rate on fillers and 20 cents to the scrap rate should be carried out the Government probably would obtain less rather than more revenue because of the demoralization that would be suffered by the entire cigar industry.

Our arguments respecting the wrapper rate received very serious attention at the hands of the Ways and Means Committee, and it was decided to increase the existing rate but 25 per cent per pound. With respect to the duties on filler and scrap, however, the committee refused to make no concession and these rates were kept at 45 cents and 55 cents, respectively, in the bill as reported to the House.

The experiences of our Legislative Committee after the tariff bill reached the Senate were calculated to test the philosophy of the most optimistic. The hearing before the Finance Committee was so curtailed by unforeseen events that it became necessary to present our arguments in detail and in person to individual Senators. Fortunately, however, the Senate committee employed an experienced staff of advisors, and with the cooperation of these well informed men we were able to make our representations so effectively that when the bill finally passed the Senate the rates of the existing law on fillers and scrap were restored and the House rate of $2.[illegible] wrappers—which the Finance Committee had at one stage raised to $2.35—was adopted. The 15 per cent clause as applied to mixed bales was fixed at 3[illegible] cent.

In the Conference Committee, to [illegible]

bill was referred after passage by the ate for the purpose of harmonizing the rse provisions of the House and Sen- drafts, the Senate provisions relating ller and scrap tobacco, were retained, as also the Senate 35 per cent clause. h wrapper rate of $2.10 having been pted by both Houses, did not come in the jurisdiction of the Conference mittee.

Throughout our campaign we had the te and influential co-operation of a ber of prominent Representatives and tors. In addition to what President delsohn has said in his report with d to the services of Senators Pepper Willis and Representative Griest, I to record my own feeling of grati- to these gentlemen for the courtesy antly shown me throughout a long trying campaign and the prompt as- ce they invariably gave me whenever l occasion to appeal to them. If our bers could but realize the tremendous ure brought to bear upon individual tors and Representatives in a tariff aign and the absolutely overwhelm- emands made upon their time by constitutents, I am sure that they d appreciate the splendid services of entlemen I have named who never ll to respond to our appeals.

Taxation Outlook

The tobacco industry has always lived had its being in the shadow of the atherer. It is therefore appropriate a few words should be said with d to the present outlook for tax ation. No one can foretell the fu- but certain important facts may be as a basis for logical deductions.

o not believe that the tobacco in- need fear an increase in the taxes products in the near future. The t year may show a substantial de- n the Federal Treasury, but I be- that the pruning knife will be so d upon the estimates for appro- ns to be made in the coming Con- that there will be no red-ink figures Federal ledgers at the end of the year 1924. The current deficit ore can safely be taken care of by suance of short time Treasury ob- ns to be liquidated with the aid of e tax and customs receipts which e calendar year 1923 promise to ex- riginal estimates by large margins, come tax by no less than $250,000,- d the customs by a sum almost as

ill be necessary, however, for us to se more than usual vigilance in fol- the financial legislation of the Congress as the Treasury De- nt has on foot comprehensive plans x readjustment. These include a ng of the higher brackets of the surtaxes which, in the opinion of cretary of the Treasury, will in- rather than reduce the revenue. ional reports to the contrary, I am nt that the projected effort to re- he excess profits tax will fail. The will be urged by the so-called ssive Bloc in Congress, but will osed by the powerful contingent up of administration leaders in Houses.

probable that the sales tax will come forward for discussion, but if ly urged it will be as a substitute er existing taxes. There is much aid on both sides of this interesting n, but I do not look for definite ion during the coming year.

the first time in many years, there- think we may look forward to at welve months free from the dis- ing uncertainties which usually ac- y campaigns to amend the tariff rnal Revenue laws.

ment to Stimulate Our Foreign Trade

paying little attention to the to- industry for many years—except e Federal Treasury has needed re- sing—our Government has now un- n to extend to us its most gen- o-operation in the development of ign trade, both export and im- t is not surprising that this most innovation should have been de- Secretary Herbert Hoover, the ished head of the Department of ce, who in many directions has rated the wonderful possibilities way of co-operation between the National Government and the industries of the country. The trade is also to be congratulated upon the fact that an experienced tobacco man, Mr. T. L. Hughes, who has spent the greater part of his life in the principal domestic and foreign tobacco markets, should have been appointed to supervise this work as the chief of the tobacco trade section of the Bureau of Foreign and Domestic Commerce.

Secretary Hoover's administration of the Department of Commerce has been signalized from the outset by a broad vision and a determination to make his department of the greatest possible value to the business men of the country. Former traditions which, limiting the scope of departmental work to the supervision of business operations and to the imposing of drastic restrictions upon individual enterprise, have gone to the scrap heap under Secretary Hoover's regime. His sane view is that the Government belongs to the people, and therefore that every official of the Federal administration should at all times stand ready to do everything in his power to advance American commerce and industry.



Upon this foundation Secretary Hoover has builded well. Many great industries are already the beneficiaries of the co-operative work of his department, and he has now thrown open to the tobacco trade all the facilities at his command. These include not only the staff of skilled experts in Washington whose duty it is to collect and disseminate valuable trade information from all sources, but also more than a thousand trained commercial agents who are now scouring the markets of the world in search of outlets for American products and sources of needed materials. Each of these foreign representatives is a specialist in business procedure, and many of them possess a remarkable amount of technical information concerning many of our most important industries. Each of them is in close touch with the Bureau of Foreign and Domestic Commerce by cable and by expedited mail in the official pouches of the United States Government.

This organization under Mr. Hughes' intelligent direction will gather all possible information of value to the American tobacco trade wherever it is to be found, and will forward it as speedily as possible to Washington where it will be promptly distributed to those directly interested. No longer will the best and freshest information be available only to big combinations of capital able to maintain large corps of independent representatives, but the most reliable data freshly gathered and promptly forwarded will be at the command of the most modest operator in any branch. As indicative of the comprehensive scope of the work which the Department of Commerce will do for us, I will call your attention to the following brief tentative synopsis of lines of activity already suggested by Mr. Hughes:

1. Production—by quality and type.
2. Imports and exports—indirect shipments.
3. Lists of foreign importers and manufacturers.
4. Internal revenue, tariff laws, and foreign tobacco monopolies.
5. Port and warehouse facilities—free zones.
6. Contracts, terms of payment, credits, and exchange.
7. Current information from leading markets.
8. Consumption.
9. Co-operation needed.

In order that our industry may at all times be in close touch with Mr. Hughes' organization, the Secretary of Commerce has appointed a contact committee, of which I have the honor to be chairman, whose chief function it will be to co-operate not only in the work of collecting and distributing information, but also in developing new lines in which the Government may be of assistance to us. Your president has pointed out the necessity for your hearty co-operation in this work, and on behalf of the contact committee I desire to assure you that we shall at all times welcome suggestions as to new fields of endeavor and more efficient methods by which you can be served.

The Campaign for Free Zones

The movement to authorize the establishment of free zones at or near the principal ports of the Atlantic and Pacific made notable progress during the past year and probably failed to complete success because of parliamentary complications incident to the consideration of the Fordney-McCumber tariff bill.

Early in the last Congress the Senate Commerce Committee gave careful consideration to a well balanced bill embodying the free zone policy and providing a measure of flexibility that would have permitted the location of these zones wherever they might be most seriously needed. During the consideration of this bill many witnesses were heard who emphasized the great benefits which the free zones—or free port system, as it is called abroad—have conferred upon commerce. Opponents of the bill appeared in the persons of a few ultra-protectionists, who urged that the principle underlying the bill would imperil the protective policy of the Federal Government.

These critics seem to have lost sight altogether of the great advantages that would accrue to American producers under the proposed plan, not only in the opportunity that would be afforded to clean and repack damaged foreign merchandise before bringing same into the United States, but also in providing an outlet for vast quantities of domestic raw material which, with or without the addition of foreign materials, might be manufactured into salable merchandise intended for exportation. The free ports of Europe have supplied such facilities for many years and have so fully justified their creation as to make it clear that the United States is lagging in the rear of its competitors in failing promptly to adopt this innovation.

In this connection Dr. Julius Klein, chief of the Bureau of Foreign and Domestic Commerce, in discussing recently the benefits of the free zone system, said:

"The kind of products which are most likely to be imported into foreign trade zones for re-exportation are raw materials and certain types of bulk foodstuffs, for which, under favorable conditions, we might become distributors. Such products are very largely of a non-competitive nature, many of them being on the free list of our tariff. Furthermore, they are produced, to a large extent, by tropical countries not possessing any considerable merchant marines. It is evident, therefore, that the creation of foreign trade zones could not possibly injure American industry, while on the other hand, they are likely to benefit our shipping by enabling it to obtain return cargoes."

The bill of the Senate Commerce Committee was reported in the last Congress and its promoters planned to attach it as an amendment to the Fordney-McCumber tariff bill. Unfortunately, however, a parliamentary wrangle of considerable bitterness developed before the final agreement on the tariff bill was reached and the managers of the measure therefore were reluctant to embarrass its progress by attaching to it a rider of such importance as that authorizing free zones. The free zone project will be brought forward early in the new Congress, where an opportunity will be afforded for its consideration strictly on its own merits and without parliamentary complications. I believe you will consult your own interests if you will again indorse this measure and prepare to co-operate with its promoters in urging its attention on both Houses.

The Cuban Sales Tax

Importers of leaf tobacco from Cuba have recently been considerably embarrassed as the result of the enactment by the Cuban Government of a sales tax of one per cent which, under the construction given to the statute by the Secretary of the Treasury of Cuba, applies to all tobacco sold in the Island, even though destined for exportation, unless actually shipped by the original purchaser. The effect of this law, as construed, is to impose this tax upon a part of the tobacco exported to the Uunited States while the remainder is exempt, notwithstanding the fact that the sole difference between the two classes of transactions is the number of hands through which the tobacco passes prior to its exportation.

The theory of the Cuban law exempting exports from what amounts to an internal revenue tax is similar to that which underlies our own system of taxation, and it is difficult to understand the peculiar logic which permits the incidence of this tax to depend, not upon the actual exportation of the tobacco, but rather upon the number of parties who have handled it prior to its shipment to the United States. Our Association has taken an active part in the effort to obtain a more logical construction of this statute, and a movement is now on foot to secure an amendment of the law through the action of the House of Representatives and Senate of the Cuban Government. In the meantime, with a view to making the tax as light a burden as possible upon all parties, the warehousemen and the commission houses in the Island have mutually agreed that in the case of taxable transactions the buyer and seller will each contribute one-half the amount of the tax.

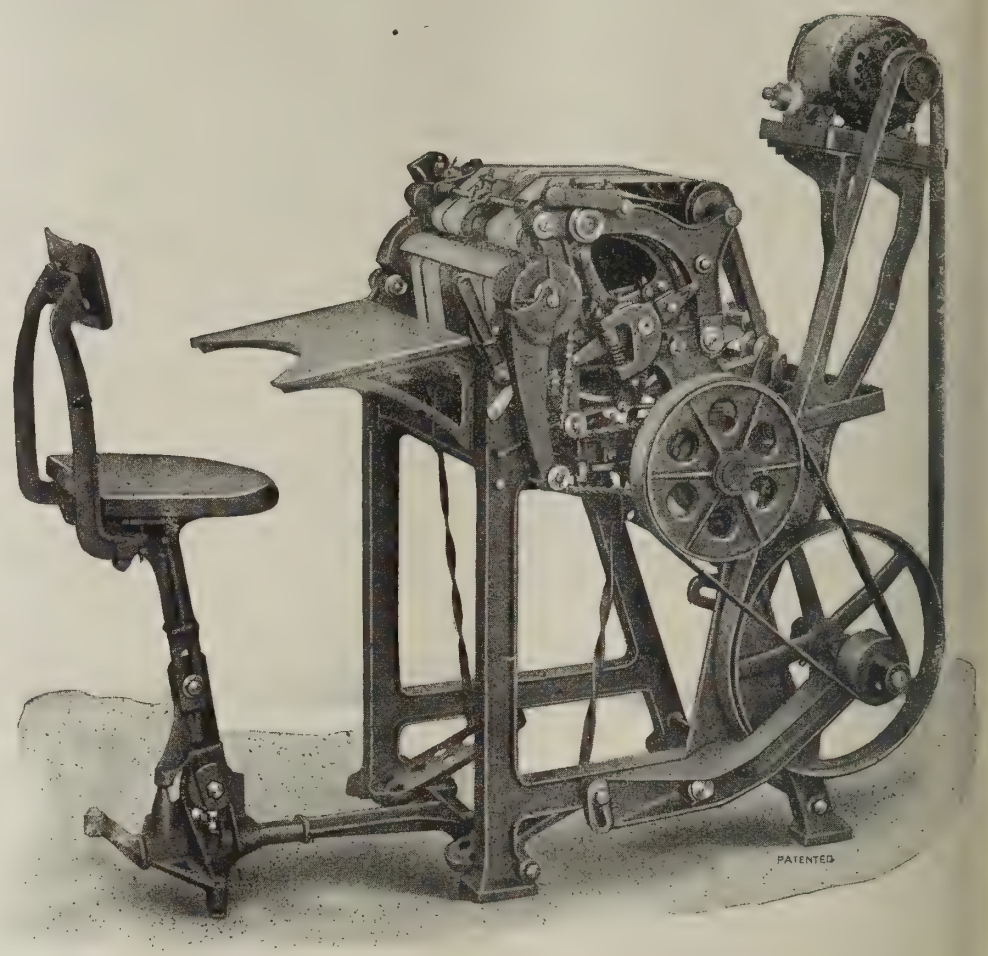
While the construction and enforcement of the Cuban sales tax law are within the exclusive jurisdiction of the

Wrapper Stripping

and

THE 1922 PLANETARY GEAR DRIVEN TYPE

Universal Tobacco Stripping and Booking Machine



You will be truly surprised at the *superior wrapper stripping results* produced on this new Planetary Gear Driven Type Machine.

All of the wrapper stripping objections voiced against the old Belt Driven Type Model M have been overcome in this new machine.

We now offer a machine that:

1. Will strip wrappers with a clean razor edge cut
2. No breaking or tearing in on the veins along the edge
3. Pads will be booked fluffy and loose—no packing of the stock
4. No wrapping of the stock around the brush or drive rolls

WE REBUILD OLD MODEL M MACHINES into our new 1922 Planetary Gear Driven Double End Stop Lever type, on a two weeks' working schedule, at $250 each. We guarantee rebuilt Model M's as to workmanship and materials for a period of one year, just the same as we do new machines.

Have your old Belt Driven Style Model M's rebuilt into the NEW PLANETARY GEAR DRIVEN TYPE during June and July, so that they will be ready when your Fall rush starts.

All Universal 1922 Planetary Gear Driven Type Tobacco Stripping and Booking Machines are also equipped with a Double End Stop Lever.

The 1922 Planetary Gear Drive Attachment offers the following advantages:

1. Books fluffily the evenly stripped stock in right and left pads.
2. Does not "tear in" on the veins.
3. Stock does not pack or slip on the booking drum.
4. Overcomes the wrapping of stock around the brush.
5. Maintains uniform speed of machine and production.
6. Prevents entirely all "stalling and slipping" of the booking drum.
7. Eliminates the necessity of taping drum and drive rolls.
8. On small stock it is possible to book four pads (instead of two) on the booking drum.
9. Reduces to a minimum the cost of upkeep.
10. By eliminating all belt strain and tension greatly lengthens the life of the machine.

Today's Prices are:

1922 Planetary Gear Driven type machine and folding chair	$475.00
Individual motor drive equipment including ¼ H.P. motor	95.00

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posed upon American interests are overnment of the Island, the hardships ich as to justify the making of diplo- atic representations by our Government the proper authorities, and in the ent that the movement now on foot to cure the amendment of the law is not ccessful within a reasonable length of me, it is probable that the interest of e Department of State and possibly the Department of Commerce may be listed by this Association.

The Menace of the Manila Cigar

I deem it my duty to call your atten- tn to the inroads which the Manila car, which for more than a dozen years been brought into this country from Philippines free of duty, has made of in the domestic cigar industry. This npetition has been most keenly felt in 5-cent field, in which it has displaced recent years several hundred million nestic cigars annually. The producers these cigars in the Philippine Islands e the advantages of tropically grown acco, cheap and skillful labor, and free ission to the United States. Thus in of raw materials and labor the Ma- cigar, as laid down in our markets, ntains a marked advantage over our low-priced goods.

ur trade leaders have followed with t interest the efforts that have re- ly been made by our manufacturers roduce an acceptable 5-cent cigar, but e efforts have been rendered more or abortive because of the high cost of tobacco and the difficulty of procur- an acceptable wrapper at a reason- price. This wrapper problem has rendered more acute of late by the recedented prices obtained for Suma- tobacco in Holland and the increase uty imposed by the new tariff law.

ith these considerations in mind it be interesting to glance over the stics of the importation of Manila s from the Philippines since 1908, as n in the following table:

Exports of Manila Cigars from the Philippines

	To all countries				To the United States		
	Quantity	Value	Average price per thousand	Percentage of total exports	Quantity	Value	Percentage of total produced in Philippines
	Thousands				Thousands		
1908	115,881	$1,059,328	$9.14	3	1,182	$18,476	1.73
1909	151,457	1,754,529	11.58	5	37,076	737,396	42.03
1910	184,407	2,759,661	14.96	7	61,526	1,560,799	56.56
1911	134,830	1,901,863	14.10	4	38,112	902,378	47.44
1912	190,842	3,092,064	16.20	6	90,000	1,958,321	63.33
1913	191,762	3,012,234	15.71	6	71,513	1,642,888	54.54
1914	154,753	2,315,159	14.96	5	56,205	1,200,126	51.84
1915	134,648	2,057,302	15.28	4	51,170	1,151,222	55.96
1916	193,026	2,844,375	14.73	4	111,478	2,033,121	71.47
1917	284,525	4,794,096	16.84	5	202,199	3,862,983	80.57
1918	360,145	7,126,318	19.78	5	248,748	5,682,837	79.74
1919	392,339	9,078,853	23.14	8	263,943	6,914,319	76.16
1920	421,545	12,721,138	30.17	8	316,863	10,546,303	82.90
1921	154,879	3,227,443	20.84	4	58,217	1,980,251	61.36
1922	300,485	5,801,110	....	..	173,317	4,259,788	73.44

will be seen from the figures pre- 1 above that importations of Manila at once rose to high figures upon moval of the duty and reached the in 1920 when more than 316,000,000 imported. There was a heavy in 1921, but this was followed by ided increase in 1922, and it is un- lly stated that the imports for the four months of 1923 have shown substantial gains. It is highly sig- t also that, whereas before the a cigar was made free of duty the l States took less than 2 per cent output of the Islands, the imports e United States from 1916 to 1920 ed nearly 80 per cent.

wholly within the power of Con- to regulate the free admission of ts into the United States from the ines. The executive departments o control over the matter, and it be deemed desirable to take any for the protection of our low- domestic cigar it would be neces- await the regular meeting of Con- ext December unless the President decide to call a special session at ier date.

enactment of the Fordney-Mc- r tariff law with its increase of 25 er pound in the duty on wrappers sulted in an important discrimina- favor of the producers of cigars Philippines which we have already teps to remove. Inasmuch as the ne Government maintains a tariff upon imports into the Islands in which the rate on unstemmed wrapper tobacco is fixed at $1.85 per pound, it follows that the manufacturer of Manila cigars may employ Sumatra wrappers on his product and ship it to this country with an advantage of about 50 cents per thousand cigars as compared with the producer in the Continental United States. Our Washington representative, at the instance of our Legislative Committee, has brought this situation to the attention of the Department of Commerce and negotiations are already on foot to bring uniformity in the duty on wrapper tobacco both in the Islands and in this country.

Standardization of Cigar Leaf Tobacco

The Bureau of Agricultural Economics (formerly the Bureau of Markets, etc.) has continued to prosecute during the past year the difficult and important task of providing standards for leaf tobacco. The work has been under the direction of Mr. Frank B. Wilkinson, whose interesting demonstration of the proposed system as applied to cigar leaf tobacco was a feature of our last convention, and who, I am pleased to announce, will address us briefly on this occasion.

More definite steps have been taken during the last year than ever before in the standardization work, but as yet standards have not officially been promulgated for any class of tobacco. The most definite progress has been made with regard to chewing, smoking, and cigarette types, and you will be interested to learn that tentative standards for seven important classes or types have been worked out by the department in cooperation with trade organizations. These classes which constitute about 63 per cent of the American production of leaf tobacco, are: Flue-cured, Sun-cured, Onesucker, Green River, Eastern Dark-fired, Western Dark-fired, and Henderson Dark-fired. The grades as worked out have been used extensively in these classes during the last year, and apparently have given satisfaction, as they are being accepted generally by the trade interested in these classes of tobacco.

In a communication recently made to me by Mr. Wilkinson, the general scope and plan of the department's project and the progress made are set forth in part as follows:

"This plan was tentatively determined upon by the department after several years of investigational work in all classes and types of tobacco. The plan is suitable for any class of tobacco, including the several classes of cigar leaf tobacco to which the plan is particularly applicable. Very briefly, the general frame work of the plan is to treat the grading of each particular class of tobacco strictly on its own merits with respect to four important and independent factors, namely, group, quality, color, and length.

"In establishing a set of grades for a particular class of tobacco under the plan, the first step to be taken is to divide the tobacco into groups (or families) of similar qualities as the particular class of tobacco may justify. For example, wrappers, binders, and fillers, may constitute three of the principal group divisions. Each of these groups is then divided according to quality, for example, in case of the wrapper group we may have wrappers, choice, good, medium, and

Duro-bit

Patent Applied for



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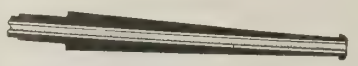
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ommon, or binders, choice, good, medium, ad common, etc. The group and quality f tors considered together constitute the ncipal basis of each grade, but to this added the factors of color and length, pectively. For each of these last two tors will be established a uniform ndard applicable to all classes of to co. The proposed standard tobacco es which were indorsed last year by National Cigar Leaf Tobacco Associ on at Atlantic City, have met with the roval of the trade generally, and it sthe plan of the department to make se sizes the official standard sizes of United States, to be used as the rth factor in the grade system.

In order to avoid the use of rather y names in order to designate the dard grades when established, the rtment is contemplating the use of rs and numbers to represent the four ors. In each set of grades that has prepared, letters have been used to gnate the particular group to which rade belongs, numbers to designate quality factor, and letters to desig the color factor, while the length or has been designated by numbers lustrated at your convention in At c City by charts showing the numer designation of the sizes. To illus the simplicity of this system in nating a particular grade of tobacco, ose we assume that:

'he wrapper group will be desig l by the letter 'A,'
'he binder group will be designated ne letter 'B,' and
'he filler group will be designated by etter 'C.'

'he trade will very readily associate etters A, B, and C with wrappers, rs, and fillers, respectively. Then ose we designate the best or most e quality of each of these groups as he second quality as '2,' the third ty as '3,' and so on for as many ies as may be deemed necessary to for each group. The 'A-1' would to the trade the best quality of ber ;'B-1' the best quality of binder; C-1' the best quality of filler for a tular class of tobacco. Likewise B-2, and C-2 would indicate the l quality of wrappers, binders, and respectively, and A-3, B-3, and ould indicate the third quality, and for as many qualities as it may be d necessary for the particular class acco.

the group and quality factors have determined upon as illustrated, it nly be necessary to add the color ngth factors in order to complete ade. Now, in adopting the letters present the colors of a particular suppose, for example, 'L' was used signate a light color; 'D' a dark 'B' a brown color; 'R' a red color, on as the particular class of to may justify. Then a particular may be designated as A-1-L, which indicate a wrapper of the best in a light color, or grade A-1-D, would indicate a wrapper of the uality in a dark color. If we add the length factor, the first one of grades may read, for example, 17. We would then interpret this mark to represent a wrapper of t quality in a light color with the meeting the requirements of stand e 17."

bers of the Association will recall the time of our last annual con the department was installing a ory in Washington for making ex nts and preserving tobacco samples nection with the standardization I am glad to say that suitable r this laboratory was secured and lete atmospheric conditioning ap has been installed for the pur controlling the temperature and y of the storage rooms at all The bureau has also collected a mber of samples representing the classes and grades of tobacco d in the United States with the t that within a very short time a e of samples will be in place. very interesting experiments are ng conducted in this laboratory. these experiments is to determine t of different atmospheric condi on various types and qualities of and some exceedingly significant have already been obtained show marked differences in the reac tions of certain types when exposed to peculiar atmospheric conditions. In these tests valuable data have been obtained concerning the relative degrees of temperature and humidity that will protect tobacco from mold or damage.

The cigar leaf trade will be especially interested in a series of experiments conducted with a view to developing a method for preserving the color of leaf tobacco in connection with the bureau's plan to establish standards for tobacco color. You will readily appreciate the advantage it would be to the trade if a method could be discovered for preserving the color in tobacco so that the standards when established can be illustrated by samples.

The bureau hopes to give special attention to cigar leaf work during the coming year, and I bespeak for Mr. Wilkinson and his associates your hearty co-operation.

Attacks on Tobacco

It is perhaps significant that the professional assailants of tobacco—and these constitute the backbone of this misguided movement—have made absolutely no progress during the past year in imposing restrictions on the use of tobacco through Federal legislation. Not only have no antagonistic measures passed either House of Congress, but the crop of original bills directed against the use of tobacco, which at one time was large enough to cause considerable anxiety in the trade, has dwindled to a negligible point.

We should not, however, allow ourselves to relax in our vigilant watch upon the movements of these pseudo reformers. For many years a certain class of legislative agents have made a living by prosecuting these movements in Washington and in the several state capitals. They are sometimes temporarily discouraged by lack of success, but as soon as they are able to obtain sufficient funds from hysterical people whose prejudices are easily aroused they can be counted upon to return to the fray. This type of reformer, however, has become so well known at the National Capital that his influence is fast waning and can make but little headway in the face of the prestige of a commodity like tobacco, the production and manufacture of which furnish a livelihood to so many thousand people while the taxation of its products supplies the Federal Treasury with several hundred million dollars per annum.

Repeal of the Cantrill Law

Your association has for several years adopted resolutions urging Congress to repeal the so-called Cantrill Act under which quarterly reports of stocks of tobacco on hand are now compiled for the Census Bureau. The urgency of a heavy docket of post-war legislation has heretofore prevented any progress looking to repeal, but it is believed that an opportunity to take this matter up will be afforded at the coming season of Congress in connection with the movement now on foot to effect economies by various consolidations and through the elimination of duplication of work.

The records of the Internal Revenue Bureau now afford the basis for quarterly bulletins of stocks to tobacco on hand which would be far more accurate than the reports issued by the Census Bureau. The Internal Revenue figures are supplied by dealers and manufacturers and the quarterly reports rendered to the Census Bureau are merely inaccurate duplications of the data furnished the Internal Revenue Bureau through the leaf dealers' monthly returns. There would seem to be an excuse for maintaining this system of duplicate returns, while on the other hand the elimination of the reports to the Census Bureau would result in the issuance by the Commissioner of Internal Revenue of reports that would have genuine value to the trade for statistical purposes.

Legislation Legalizing Price Maintenance

For more than ten years manufacturers and merchants in many lines of enterprise have knocked at the doors of Congress in vain seeking legislation that would legalize the maintenance of resale prices. To-day, however, the outlook for the enactment of a well balanced law permitting agreements to be made be-

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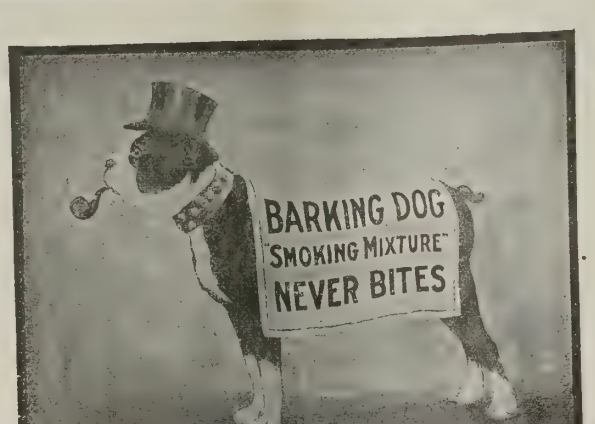
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Sell him KLEEN KLEENERS. He can't be happy with a slug in his pipe — nobody could — so sell him Kleen Kleeners or "Gilco" Pipe Cleaners and turn a customer into a friend.



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tween manufacturers and dealers for the maintenance of prices is exceedingly bright. Not only has Congress become aroused to the importance of this legislation, but some of the most influential members of the administration have joined in the crusade and are preparing to cooperate heartily with the business men of the country.

The outstanding fact in connection with this demand for legislation is the character and present extent of the abuse which is sought to be corrected. Never in the forty years in which I have closely observed the proceedings of Congress have I noted such evidences of the earnestness of business men, both great and small, in an effort to secure remedial legislation. Without regard to locality or class of products involved the price cutters appear to have been running amuck until legitimate merchants have become convinced that there is no help for the situation short of comprehensive legislation by the Federal Congress.

The court decisions rendered during the past eighteen months have clearly emphasized the necessity for legislative relief. In the earlier cases the United States Supreme Court repeatedly advanced the proposition that a manufacturer or merchant might refuse to sell his goods for any reason or for no reason, and these decisions were universally accepted as authority for the refusal to sell to price cutters. In later decisions, however, the court so modified its earlier opinions as to deprive manufacturers and merchants of all practical means of enforcing their abstract rights. Thus, while it now appears that a manufacturer may refuse to sell to a price cutter, yet if he maintains a system by which he can inform himself as to the particular dealers who cut prices, and if pursuant to information thus gathered he systematically refuses to sell, he is held to be guilty of restraint of trade. Obviously nothing but a legislative enactment by Congress can meet this situation.

There have within recent months been three important developments in the price maintenance campaign. First and foremost, Secretary Hoover, the energetic and efficient head of the Department of Commerce, has espoused the cause of price maintenance which he believes to be an essential item in an effective code of business ethics. Second, a new price maintenance bill has been introduced in the House of Representatives by Representative Schuyler Merritt, of Connecticut, an influential member of the House Committee on Interstate and Foreign Commerce, which has jurisdiction of this important question. This bill resembles the so-called Stephens-Kelly measure which has been pending for several years, but it does not contain the provision, objectionable in many quarters, which brings under the jurisdiction of the Federal Trade Commission all manufacturers who adopt a policy of maintaining their resale prices. Third, Representative M. Clyde Kelly, of Pennsylvania, the present sponsor of the Stephens-Kelly bill, has obtained from Chairman Winslow, of the House Committee on Interstate and Foreign Commerce, a definite pledge that the pending price maintenance measures will be called up in his committee soon after the meeting of the new Congress next December, and made the subject of early deliberation and prompt action.

I assume that at this convention you will again adopt resolutions favoring this legislation. I hope, however, that you will not attempt to differentiate between the pending bills, but will endorse the principle underlying them, leaving it to the wisdom of the House Committee to determine the exact form which the legislation shall take.

Washington Service

An earnest effort has been made during the past year to render the service of the Washington bureau of special value to members of the association. Every important step in the progress in Congress of the Fordney-McCumber tariff bill was promptly bulletined to our members and they were thus enabled to cooperate in a most timely and intelligent fashion with our Legislative Committee. Our specially prepared crop reports, Census bulletins, and other current matter have also been appreciated by our membership, judging by the letters of acknowledgement received at the Washington office during the year. Passpo have been procured for members de ing to go abroad and on several oc sions through the expediting of appli tions for passports members have b enabled to offset their own delayed tion and to sail by steamers which oth wise they would have missed. The p tion of our association in Washing has never been stronger than it is to-d

Conclusion

In bringing this report to a clos take occasion to express my deep ap ciation of the confidence reposed in and the co-operation extended to during the past year by all the officers the association, and especially by P ident Mendelsohn and Chairman Cull of our Legislative Committee. I wish to record my thanks to the rank file of our membership for the pro and vigorous assistance accorded me every occasion when it has been ne sary to call upon them for help. splendid response always given is best evidence that the National C Leaf Tobacco Association is a live ganization of efficient, broad-minded ever ready to give unstintingly of t time and means to advance the com welfare. It is therefore in a gen spirit of gratitude to you for your h fulness that I congratulate you upon celebration of our Silver Jubilee.—W LIAM L. CROUNSE, Washington Re sentative.

New York, June 4, 1923.

Vice-president A. W. Kaercher read, "A Backward Glance at Twe five Years' Work of the National C Leaf Tobacco Association," as follo

Quarter Century's Wor Reviewed

"By their fruits ye shall know the

What has the National Cigar Leaf bacco Association done for the indu it represents during the quarter tury of its active life? To answer question is to sketch the financial economic history of our Nation twenty-five years, so closely have activities of this Association been i woven with those of Congress and executive departments in the effort have made to protect and promote bacco growers, packers, distribu manufacturers, and dealers. The e chain, from the tiller of the soil t individual retailer, have been the ficiaries of the work done by this sociation which has not limited it forts to those matters of special to the leaf trade, but has gener co-operated with every movement the protection or betterment of th dustry at large.

The "Starvation Ruling"

The National Cigar Leaf Tobacc sociation was brought into being b important trade crisis. It sprang existence almost over night to pr an agency through which to res narrow and shortsighted decision o Commissioner of Internal Revenue k throughout the length and breadt the land as the "starvation ruling." decision forbade the sale of leaf to by dealers in other than original ages, deprived many leaf dealers of at that time was a very importan lucrative portion of their business had it been enforced, it would closed up thousands of small cigar tories. A delegation of veterans trade promptly went to Washi sought a hearing before the Co sioner of Internal Revenue, and by senting forceful arguments in vig fashion induced him to rescind th astrous ruling. Leaf dealers and manufacturers throughout the c expressed their appreciation of th vice thus rendered and the rapid g of our Association in membersh influence during the first years existence was largely due to the done in rescinding the "starvatio ing" which was followed by an i iton from the Commissioner of In Revenue to lay before him at any complaints or suggestions affectin welfare of our industry. Thus was established an era of cordial tions between our industry and the ernment which throughout the twenty-five years has existed unn

by a single rupture, although it has frequently been necessary for the representatives of our Association to protest rigorously against proposed official measures and to insist upon important changes in departmental policies.

Individual Warehouse Records

While still but a year old it became necessary for the Association to oppose a ruling of the International Revenue Bureau requiring registration as leaf dealers and the keeping of complete sets of books at every warehouse regardless of the number that might be maintained by an individual leaf-dealing concern. For several months the bureau resisted our appeals, but so energetic were the efforts made and so hearty the co-operation of our members in the movement that the order was finally rescinded and license fees, which had been paid in many instances, were returned to our members.

Notwithstanding the rescinding of this order which took place in September, 1899, a similar ruling was promulgated in 1907, but soon thereafter was withdrawn in deference to a vigorous protest voiced by our organization.

Throughout the first decade of the life of the Association its officers were almost continuously busy in conferences with officials of the Internal Revenue Bureau in perfecting the form of the Government books and rules relative thereto. There was much lack of uniformity and each Collector of Internal Revenue was a law unto himself, but through the efforts made by the Association the practice in all districts was speedily standardized and books of record were provided of so satisfactory a character that with slight amendments they have remained in use to the present day. These important reforms added greatly to the prestige of the Association throughout the leaf trade and brought a considerable accessions to our ranks.

Larger Appropriations for Department of Agriculture

In January, 1901 the Association obtained its first recognition in Congress when the House Committee on Appropriations granted a hearing to our officers in support of an urgent appeal for an increased appropriation for and the elevation of the Division of Soils to the dignity of a bureau. With the money thus obtained many valuable soil surveys and other projects in cooperation with our trade were undertaken to the substantial benefit of the cigar leaf industry and all dependent thereon.

This episode produced a strong impression upon both Congress and the Department of Agriculture and the policy of liberality in the treatment of those agencies of the Government working in cooperation with our industry was then adopted, which since has resulted in the establishment with Government assistance of the modern cigar leaf growing projects of Connecticut and Florida.

A Uniform Bankruptcy Law

Having thus made a place for itself among the great trade associations of the country our cooperation was sought in connection with several important financial and commercial matters pending in Congress, and we were largely instrumental in securing amendments to the Federal bankruptcy act which have been of benefit not only to all our members, but to the trade at large.

Free Trade with Cuba Opposed

One of the most important undertakings of this Association, the success of which prevented the annihilation of the American cigar industry, was the campaign which directly followed the Spanish-American War, in which we resisted the efforts of certain interests, substantially aided by our own Government, to force free trade with the Island of Cuba. It is needless to attempt to paint the disaster that would have overtaken our industry if Cuban tobacco and cigars had been admitted to the United States free of duty. Under our leadership the entire trade joined in a solid phalanx in opposition to the free-trade movement and later in resisting an attempt to cut the duties on tobacco and cigars 50 per cent of the existing rates. So stubborn was the opposition thus developed that the movement to reduce the duties on these commodities was abandoned for the time being, and it was not until our industry had had ample time to adjust itself to the proposed change that a compromise was finally reached on the basis of the 20 per cent reciprocity reduction which has since been in force.

In this connection the prediction made by our representatives at the hearing on this legislation that the proposed reciprocity arrangement would redound chiefly to the benefit of the Island of Cuba rather than to the people of this country has been fully justified. What the results would have been had the free trade or 50 per cent reduction plan been put into force can best be left to the imagination.

Protecting Integrity of Cuban Tobacco

Our Association has consistently favored laws and regulations to preserve the integrity of the Cuban tobacco crop. During the period immediately following the Spanish-American War, when the Island of Cuba was largely under the control of the United States, officials of our Association were largely instrumental in defeating a project which contemplated the shipment to Cuba of Porto Rican tobacco which undoubtedly would have been reexported either in the form of leaf or manufactured cigars as a Cuban product. Consumers of cigars the world over have recognized the obligation due to those who assisted in preserving the integrity of Cuban leaf tobacco.

Imports from the Philippines

Following the Spanish War problem of trade with the Philippines again forced us to face an issue of great importance to our industry. Again we were obliged to oppose a proposition to admit free of duty large quantities of tropically grown tobacco and cigars manufactured with cheap but skillful foreign labor. As the result of our opposition the importation of Philippine tobacco and cigars was restricted to narrow limits for nearly a decade. The growth of importations since free trade was finally established has justified our gravest apprehensions and we are today confronted with the necessity of reopening this important issue for the protection of the low priced cigar produced in the continental United States.

It will be noted that in both the Cuban and Philippine tariff campaigns our Association, although composed primarily of leaf dealers, waged a stubbornly contested battle in the interest of the cigar manufacturers and the cigar leaf growers of the entire United States.

The Cigar Import Stamp

A picturesque episode in which we championed the cause of the American-made cigar against the foreign article occurred when our Association was but seven years old. At that time the box containing imported cigars was rendered highly conspicuous in the retailers' showcase by a wide white stamp completely encircling it. Believing that our own Government ought not to place a "patent of excellence" on any piece of imported merchandise, we appealed to the Treasury Department to substitute a smaller and less conspicuous stamp that would not be so apt to mislead the uninformed smoker as to the quality of the goods offered him. The Treasury officials were decidedly reluctant to yield the point, whereupon President Bijur, accompanied by our Washington representative and a delegation of our members called upon President Roosevelt, who in characteristically vigorous fashion, cross-examined his callers sharply and at once issued an edict providing for the use of a small import stamp on the bottom of the box. This victory won for our Association thousands of expressions of approval from the entire cigar industry and added greatly to the prestige of the organization.

Increased Taxes on Cigars

A typical illustration of the influence exerted by this Association and an excellent example of its service to the trade may be cited in the case of an attempt made in July, 1909, when the House of Representatives at the instance of

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

Mill-Factory and Main Office
NEW HAVEN, CONN.

-Salesrooms -

NEW YORK 25 W. 43rd St.
PHILADELPHIA 1215 Filbert St.
BOSTON 99 Chauncy St.

LA CONFESION CIGAR

Imported Sumatra Wrapper

A Favorite

for forty years. Because they are good cigars and

DRAW TRADE



Sizes and Prices

Invincible	3 for 50c
Waldorf	15c Straight
Club House	15c Straight
Perfecto Extra	2 for 25c
Epicure	2 for 25c
Regalia	10c Straight
Panetella	10c Straight
Blunts (wood)	10c Straight
Blunts (cans)	10c Straight

Benito Rovira Co., Inc.

311-321 E. 62nd St.
New York

Class "A" Cigars



Anyone Can Sell "Gold Dollars" for Ninety Cents. A Real Salesman Turns Ninety Cents Into a Gold Dollar!

In Which Class Do You Belong?

CIGAR SMOKERS

Are demanding a high grade five cent cigar. Are you prepared to meet this demand at a profit to yourself?

PROGRESSIVE MANUFACTURERS

Are meeting the problem by using automatic machinery. Low production costs mean returning prosperity for the cigar manufacturer.

BE UP WITH THE LEADERS

Are you keeping abreast of the times? "Machine Made" means "Clean Made." Your cigars will look better, smoke better and cost less than your competitor's.

INSTALL CIGAR MACHINES NOW

Make a "real smoke" for five cents and show a profit for your company.

INTERNATIONAL CIGAR MACHINERY CO.
5520 2nd Avenue, Brooklyn, N. Y.

Experts on all Types of Tobacco Machinery, "Fresh Work" Cigar Machines, "Mold Rolling" Machines

the Ways and Means Committee, decided to increase the Internal Revenue tax on cigars from $3 to $3.60 per thousand. This action was taken late in the afternoon of July 3. The following day was a holiday, but the Finance Committee had decided to call up the bill on that day and act upon the cigar tax. With the use of the long distance telephone our Washington representative summoned a delegation of the most influential members of our industry, who promptly sacrificed their holiday, made a night journey to Washington during the peak of a heat wave, and presented so vigorous a protest to the Finance Committee that the 60-cent increase in tax was promptly abandoned. Few of our members would recall this incident unless reminded of its graphic details, and yet throughout the twenty-five years of its existence this Association has maintained a constant vigil at Washington and has been able in every emergency to summon to the Capital men of such ability and force of character that almost invariably signal victories have been won.

Lower Insurance Rates

In the three years from 1910 to 1913 an important committee of the Association under the leadership of the late Mr. Dolbeer, conducted a crusade for more favorable insurance rates. The tobacco trade had long been discriminated against by the underwriters and it became necessary to take this matter up in a broad and comprehensive way. Mr. Dolbeer proved indefatigable, and with the assistance of his strong committee was finally able to obtain for leaf dealers a schedule of rates that represented important savings to all our members. Our insurance committee thus earned the gratitude of our entire rank and file and that of many members of the trade who had not contributed to the support of our organization.

The Hybrid Tobacco Seed Menace

For several years prior to 1914 the agricultural experimental stations of the country, with the best intentions but without adequate technical knowledge, had sought to interest tobacco growing farmers in numerous varieties of tobacco seed to be grown for experimental purposes. The result of these activities was the production of considerable quantities of hybrid tobacco for which there was absolutely no market, the Government having overlooked the fact that cigar manufacturers can not be interested in small quantities of leaf tobacco of unknown quality and characteristics, but for their own protection must confine their purchases to standard types of which an adequate supply may always be counted upon. At our Atlantic City convention in 1914 we adopted a series of strong resolutions urging the Government to abandon this enterprise, and after a few conferences with the officials of the Department of Agriculture the wisdom of our contentions was conceded and no further efforts in the direction referred to were made. Throughout this episode the department met us in the same friendly spirit of cooperation it has always shown.

Important Tariff Campaigns

Since the formation of this association, Congress has enacted three tariff laws. The first, in 1909, known as the Payne-Aldrich law, which succeeded the Dingley tariff of 1897, the second in 1913, known as the Underwood-Simmons law, and the third, in 1922, still fresh in our minds, designated as the Fordney-McCumber act. Campaigns ranging in length from six months to two years preceded the final enactment of these laws. In all of them the National Cigar Leaf Tobacco Association has taken the initiative, has borne the brunt of battle, and has won sweeping victories. Ours has been the task of assembling facts and figures, preparing briefs, and providing witnesses to appear before the Ways and Means and Finance Committees and representatives to follow up our arguments with appropriate and timely reminders and to summon our Legislative Committee to Washington in the numerous crises that have arisen from time to time. As a result of these efforts during the past fourteen years we have maintained a tobacco schedule with comparatively few fluctuations; we have obtained a more logical definition of what constitutes a wrapper, and we have secured an important and most beneficial increase in the percentage limit as applied to mixed bales. More than a score of times during the three big tariff battles we have been called upon to fight when the outlook has become dark and discouraging with an almost certain prospect of defeat through the adoption of ruinous changes in rates, but in every instance the members of the association have rallied to the call of its officers and representations have been made in Washington so impressive that official plans spelling nothing short of disaster have been finally abandoned.

Creation of Tariff Commission

No trade is in greater danger of being made the victim of blundering legislation in connection with any revision of the tariff than that engaged in the handling of leaf tobacco. This consideration moved this association to give its unqualified support to the movement which resulted in the creation of a non-partisan tariff commission whose chief function is to gather reliable information to be used as the basis of any investigation of the tariff or customs laws that may be attempted. The legislation favored by us was enacted by Congress several years ago, and in connection with our successful efforts to obtain a satisfactory tobacco schedule in the Fordney-McCumber tariff law we had the cooperation and material assistance of this important agency. The assistance rendered by our association in supplying reliable data to the commission has been gratefully acknowledged by its officials.

Defeat of Ad Valorem Duty on Tobacco

A salient illustration of the value of the association is to be found in the successful campaign waged by us in 1919 to prevent the adoption of an additional customs duty on leaf tobacco of 10 per cent ad valorem. This was a part of the pending program of war emergency legislation and if enacted into law would have played havoc with the entire cigar industry. The imposition of an ad valorem surtax pyramided upon the specific taxes on leaf tobacco already in force not to mention the innovation of a graduated tax on cigars, but recently enacted would have spelled ruin. By unremitting efforts we were able to convince the officials of the tariff commission that the proposed legislation would work the gravest injury, and with their cooperation the Ways and Means and Finance Committees were induced to abandon the project.

Campaign for Free Zones

Realizing the great advantages that would accrue to the tobacco industry from the enactment of a law creating free zones at several of our most important ports, we have labored systematically in behalf of the measures presented in Congress for this purpose. During the last session of the Sixty-seventh Congress this movement resulted in a favorable report by the Senate Committee on Commerce upon a well balanced bill, and while this measure did not pass, the pressure in its behalf was very strong and will again be exercised in the new Congress. The entire tobacco industry has now become keenly alive to the benefitc it would derive from free zones in which foreign merchandise could be examined, cleaned, and repacked, and into which domestic raw materials could be sent to be used in conjunction with foreign materials in the manufacture of goods for export.

Revision of Special Taxes on Manufacturers

In 1917 the association rendered the trade great service in securing the revision of the schedule of special taxes levied upon manufacturers of cigars by the so-called emergency war revenue act. This schedule imposed a restriction upon the output of the industry amounting to a veritable restraint of trade, bore most inequitably upon manufacturers and unquestionably deprived the Government of a considerable amount of revenue. In response to our vigorous representations the leaders of the Ways and Means Committee recast the entire schedule



MILLIONS OF CIGAR PACKS

ARE MADE BY US FOR PROGRESSIVE MANUFACTURERS

Packs for Five and Ten Full Size Cigars
Packs for Ten or More Little Cigars

We will originate a design that will retain the characteristics of your cedar cigar boxes.

We will create a package that will sell the cigars in an attractive display container.

THE ROCHESTER FOLDING BOX CO.

Capacity—10 million boxes a day

ROCHESTER, N. Y.

which resulted not only in the substitution of a logical scale for the arbitrary classification formerly in use, but also in an actual reduction in the average rate of tax paid by cigar manufacturers, who were thus saved a large sum annually, a notable achievement in view of the strenuous efforts which were then being made by Congress to secure more revenue.

Co-operation with Sumatra Importers

The influence of the association and its ability to carry through great projects for the benefit of the entire industry were graphically shown when the war first interrupted the free movement of Sumatra and Java tobacco from the islands of their production to Holland and thence to the United States. In attending the last inscription before the interruption caused by the war a large delegation of our members was obliged to rely wholly upon our active efforts in Washington to facilitate the handling of their cablegrams and letters, and even the movements of the ships upon which they took passage. In several important crises the intervention of our representative at Washington saved serious embarrassment and much loss of valuable time. The arrival of our members in time for the opening inscription was rendered possible solely as the result of action taken by the State Department at our request in bringing about the release of the steamer *Nieuw Amsterdam*, when detained at Falmouth by the British.

Direct Importations of Wrapper Tobacco

No member of our trade, and certainly no one engaged in the cigar industry, can ever forget the services rendered by our association in connection with the direct importation from Sumatra and Java of substantial quantities of wrapper leaf during the most critical period of the war. In a single season wrappers for two and one-quarter billion cigars were thus secured and the cigar industry was enabled to avert a serious crisis that threatened to force radical wrapper changes that would, no doubt, have been followed by the most disastrous consequences. To bring about these direct importations required the most difficult and delicate negotiations at Washington involving foreign exchange, the lifting of censorship on cablegrams, the use of the official diplomatic pouches for the transportation of letters, and finally, the procurement of cargo space through the intervention of the United States Shipping Board and the agency of the War Industries Board. While the greatest credit is due the enterprising men who conceived and financed this undertaking, it is certain that it never could have been carried through successfully without the assistance rendered by the association the co-operation of which gave the enterprise a national character that commanded the respect and confidence of our Government.

No Restriction on Tobacco Production

Throughout the war our association was ever on the alert to oppose any movement looking to the restriction of the production of tobacco. On many occasions such restriction was proposed in Congress and in the various agencies created to meet the war emergency. The essential character of our product, however, was constantly urged upon the authorities by our representative and soon came to be recognized as on a par with food itself. The great part played by tobacco in sustaining the morale of the Army during the most trying periods was finally recognized by Congress and the departments and thus ill-advised attempts to restrict the operations of growers, dealers, and manufacturers were effectively opposed and ultimately defeated.

Readjustment of War Taxation

In the readjustment of war taxation our association has borne an active part especially in the movement for the repeal of the excess profits tax. This tax had a peculiarly depressing effect upon our industry and justified the strenuous efforts made to bring about its elimination. In this campaign and in all other movements that have been undertaken by legitimate business interests to substitute scientific taxation for the hit-and-miss devices employed in the war emergency, our association has borne its full share.

Waging War on Coupon Evil

The Association took the lead in several campaigns in Congress to correct the coupon evil and in cooperation with the Independent Tobacco Manufacturers' Association succeeded in advancing important measures of a restrictive or prohibitive character. This movement was pushed vigorously by our officers until, as the result of a decision upon a statute of the State of Washington, it was made clear that the abuse could best be curbed by State rather than Federal legislation. Appeal having been taken from the courts of the State of Washington to the United States Supreme Court, this association made a substantial contribution to the defense of the statute, the integrity of which was finally affirmed by the highest legal tribunal in the land. Under existing law, therefore, it is competent for each State to restrict or forbid the use of coupons in accordance with the sentiment prevailing among its citizens.

Campaign for Price Maintenance

For the past eight years the association has taken a leading part in the campaign to curb the predatory price-cutter by federal legislation. In 1915 a well-considered bill was brought forward in Congress by Representative Stevens, of New Hampshire, a lawyer of ability, who afterwards served as counsel of the Federal Trade Commission. This bill granted to manufacturers of identified merchandise, including trade-marked, patented, or copyrighted goods, the right to fix the price at which their products should be sold at wholesale or retail. Public sentiment in favor of this bill grew rapidly from the day of its introduction, but for several years it encountered the opposition of the chairman of the House Committee on Interstate and Foreign Commerce, to which it was referred and its sponsors were unable to secure its consideration. The reorganization of the House of Representatives and its committees has recently provided an opportunity for taking the bill up under very favorable auspices and our association is again assuming an active part in the effort to secure the passage of this much needed legislation. If the association had done nothing but champion this great reform it would have earned the gratitude not only of every branch of the tobacco industry, but of all business men engaged in manufacturing or merchandising throughout the country.

Revision of Leaf Tobacco Regulations

No incident in the life of the association has more clearly illustrated the high standing of the organization in Washington than the recent comprehensive revision of the Internal Revenue regulations relating to leaf tobacco. In former times it was the practice of the bureau to formulate its regulations in secret and to promulgate them without consulting the industries affected. In the framing of this code for the handling of leaf tobacco, however, the bureau invited out officers and Washington representative to cooperate in the work and for nearly a year the various drafts of the regulations were the subject of numerous extended conferences, from which finally a highly satisfactory code was evolved. It may safely be said that the experience of the bureau officials in this connection has convinced them that it is to the interest of the Government, as well as that of the industry, that this policy should always be pursued under similar circumstances.

Movement for Lower Freight Rates

In no department of activity has the work of our association been more beneficial to the entire trade than in the matter of resisting proposed increases in freight rates on tobacco and of securing more advantageous classification or lower rates. In 1915 and 1916, and again in 1922, we won important victories which have resulted in substantial savings not only to our own members, but to the entire leaf tobacco trade. In 1916 especially we successfully opposed an advance in the rates on tobacco at a time when the railroads were being conceded a substantial increase on practically all commodities. A case before the Interstate Commerce Commission was prepared by Mr. Charles N. Kincaid, chair-

(*Continued on page 21*)

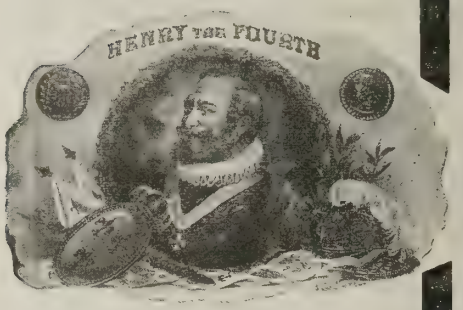
FINE SIZES

CHANCELLOR CIGAR

HIGHEST GRADE

THE ACKNOWLEDGED LEADER
AMONG MILD SUMATRA-WRAPPED HAVANA CIGARS

HENRY
THE
FOURTH



A Duplicating Value

Filled with Havana

Wrapped with Conn. Shadegrown

Made in Tampa

In Numerous Blunt and Shaped Sizes Retailing at 10c to 20c

Alvarez, Mendez & Co.
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Preferred Havana Tobacco Co.
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257 4th Avenue

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BANKERS
2 for 25c



Wisconsin Deliveries Continue to Drag Along

Dot "Horizon Like Burrs on Dog's Tail"—Probably More Descriptive Than Elegant—Grading Backward Draws "Growls" from Growers—Black Rot in Southern Binders.

EDGERTON, Wis., June 2.—A few desultory deliveries from the pool still hang on to the horizon like burrs on a dog's tail. This may be more descriptive than elegant. The stemming deliveries were to be all cleaned up two or three weeks ago, supposedly, but those who refused to deliver, and others involved in the many technical and routine mistakes of the pool's main office, continue to furnish quite a number of scattered delivery dates for the big stemmers.

A considerable number of farmers are being found who signed up with the pool, and who have never heard from it since—their crops were not even sampled. Some few furtively tell how they sold it away from the pool as a consequence, after joyously coming to the conclusion that the records of their signing had become lost at pool headquarters, or in transit thereto. Most of them however, have patiently waited to the last for a delivery.

Regrading Backward

Also, about a million and a quarter pounds of grades D one and D two (16 and 13 cent), have been regraded back into stemming, and this has furnished several deliveries not looked for. The pool ordered in 25,000 pounds of stemming at one point last week, and over 80,000 pounds came in. Other pooled neighbors came in also, when they heard of a delivery, fearing they were among the forgotten ones. Also, all deliveries now are replete with telephone calls to pool headquarters on crops whose standings are unknown. The pool's policy is to "shoot" them in to the buyer regardless of grade, when the farmer brings in one of the lost crops, apparently.

Many crops delivered as stemming lately were previously weighed up by the co-op in the shed as D one and D two assorting grades, and the ethical advance paid the grower upon it according to those grades. Now it is being ordered in at 11 cents, and the stemmers are refusing to accede the pool's request to pay shed weights on it. The average shrinkage is about six per cent difference between shed weight and receiving weight. This is causing the usual amount of "growls."

Big Discrepancy Likely

From a high pool official, I have it that the shed weights on all the pools assorting will be the marked weights. As this was weighed up in the shed during March and April, and much of it will be assorted in July and perhaps August, it will be a delicate task to come out with anything but an enormous discrepancy between the marked and actual weights.

Also, that the table rags will "go in the shrinkage." The percentage of rags is apt to be very high because of the string warped and burised leaves on the outside of the bundle, particularly on the late assorting. Also, that the pool is bulking all their binders once. The bulks are not turned at all, but the idea is to allow them to heat up well in the one bulking and to let it go at that. This is to insure the pool against damage. It is the sensible thing for the co-op to emphasize precaution against any fermentation damage, even at the expense of the leaf's "finish," should that be necessary, as it is easy to imagine the embarrassment that any great amount of damage would cause the pool in their first packing. It shows the capable manner the pool officials are struggling against the big odds, the labor shortage, inadequate funds, and a woeful lack of warehousing facilities are putting them up against.

Seem to Doubt Wisdom of Suing Members

The co-op is making arrangements to mail its laws and articles of incorporation to all its members. The pool *Bulletin* states that although the pool members are in favor of suing its contract breakers, the pool officials are in doubt as to whether, or not, any action will be taken.

Rain is needed badly for the new crop. The weather is hot and dry. The heat was late in arriving, but it is hot enough for a salamander now. The plant beds are coming along nicely, but a rain is needed to keep them going.

Independents Getting Better Prices

Bekkedal and Jefferson are buying up independent assorting in the South. Lorillard and the other big stemmers are gobbling up the independent stemming at top prices. Eleven cents straight is the prevailing stemming price for independents. Perhaps three cents higher net than the co-op grower is getting.

Some black rot is showing up in the southern binders. The quantity of Wisconsin '22 binders is not going to be large. Not much southern has been put in cases, and the northern binders available will swamp no market.—BADGER.

Louis Hirsch Dies Suddenly

Louis Hirsch, of 265 Central Park West, who had been in the tobacco business in this city for twenty years, died suddenly in his office at 17 Battery place, Monday evening. He was 45 years of age. Although he had not been in robust health for some time, his death caused a great shock and surprise to his relatives and many friends. Besides the bereaved widow, he leaves two children, Charles 12, and Eleanor, 14 years of age. Funeral services, private, to be conducted today, Thursday.

A Three-Day Co-op Campaign

SHELBYVILLE, Tenn., June 2.—A three day series of meetings of tobacco growers, business men and bankers to hear the co-operative plan of marketing burley tobacco explained, ended here today with a meeting at the courthouse, J. Sherman Porter, of Lexington, Ky., editor of the *Burley Tobacco Grower,* being the principal speaker. Mr. Porter spoke at Gallatin Thursday and at Columbia Friday and was heard with interest by Tennessee growers and business men at all three points.

Told How to Handle Insect Pests

A. C. Morgan, entomologist of th United States department of agricultur told the growers how to handle inse pests which attack tobacco and at Colum bia, Assistant Commissioner of Agricu ture V. A. Bradley, who is himself grower of dark tobacco, gave the co-o erative plan of marketing unreserved a proval.

District Director W. Y. Allen, of Ga latin, who is president of the First an People's bank of that city, also spok briefly at each of the meetings, declarin that the participation receipts of the Bu ley co-operative were a first-class co lateral at his bank for loans and woul be received as such whether the growe happened to be a customer of his ban or a resident of his county or not.

Amsterdam Prices Agai Rule High

AMSTERDAM, Holland, June 2.—At ye terday's Sumatra inscription, America grades again ruled high. Nevertheles more than 3,000 bales were purchased f the United States market. The princip American buyers were:

H. Duys & Co., 1,400 bales, includin Senembah My/B K/2; S. & R./B/De /2; Deli Ba My/B/3; O K/ Deli/B/2 OK/Deli/D M/3; Senembah My/S/4 Deli My/Arnhemia/3; Deli My/S an various other marks. The House Duys has purchased to date 9,400 bal of the Sumatra crop.

General Cigar Co., 625 bales.

E. Rosenwald & Bro., 510 bales, em bracing Senembah My/S/ Langkat /2 4; Deli Ba My/T L/4 and Deli My/H/.

American Cigar Co., 204 bales.

Manus, Muller & Co., 143 bales.

American Malaya Trading Co., 7 bales of Deli Batavia My/ Tandem.

Joseph Holzman, 50 bales.

W. J. Schloss Killed by Lightning

Walter J. Schloss, formerly of th city, was struck by lightning and instan ly killed while playing golf at Mou Carmel, Pa., on Sunday. Mr. Schlo was 36 years old and was in the cig business in Mount Carmel. He was graduate of Harvard University, class 07, and a member of the Harvard Clu of New York.

Mapacuba Cigars Extend Greetings to Uncle Jo



Citizens from all over the United States, including many Senators and Representatives, were present at Danville, Ill., at the recent anniversary of Uncle Joe Cannon's 87th birthday. Danville is Uncle Joe's home town, and the great day was known as "Uncle Joe Cannon's Day," which was quite appropriate.

The accompanying photograph shows a typical Mapacuba window display in one of Leseure Bros.' retail stores, with the window painted, "Greetings, Uncle Joe, from Mapacuba Cigars." This windo was one of several hundred painte throughout the city the same way. L seure Bros. are the biggest cigar jobbe in Danville, and possess a number splendid retail stores in the city and su rounding territory.

The picture also shows Lou Leseur and Charles Steffen, the latter being th genial representative of Bayuk Bros., on of the biggest and best-known cigar cor cerns in the country.

On Investigating Tour

WASHINGTON, June 6.—T. L. Hughes, obacco expert of the Department of Commerce, will leave Washington on une 10 for Kentucky, where he will o into the Burley and Dark Fire-fired istricts to do some investigative work n connection with the tobacco survey hich the department is making. Fol-owing his work in Kentucky, Mr. lughes will go to Asheville, N. C., here he will attend the convention of ie Tobacco Association of the United tates on June 28, 29 and 30.—LAMM.

Cigarettes for Far East

Nine general cargo steamers last month aded tobacco at Norfolk, Va., for China, am and Japan. More than 500,000,000 garettes in 10,860 cases were loaded on ssels for China, while 800 cases went Siam. Figures do not include other nufactured tobacco products shipped m Norfolk during May.—*Wall Street ournal.*

Patterson Expansion

Patterson Brothers Tobacco Corpora-n has secured the assets, brands and chinery of the Fifth Avenue Tobacco . and has removed all the material to new factory at 667 First avenue, New rk, where it is to begin manufacturing mediately.

The Fifth Avenue Tobacco Co. will ng out the Regina Maria cigarettes, ginally manufactured exclusively for een Marie of Roumania, the Fifth enue Egyptian cigarettes, and Count valoff cigarettes of Russian type.

Obtains More Cigar Stands

Faber, Coe & Gregg, the enterprising orters and distributors of high-grade irs, of 36 W. 37th Street, New York, e recently secured concessions to op-e cigar stands at the William Penn Fort Pitt Hotels, Pitsburgh, and in Pittsburgh Chamber of Commerce.

Progressive Western Offices

Arthur Bornholdt & Co., Inc., import-of Sumatra tobacco, of Amsterdam, iscati, Nes., and 139 Front Street, w York, have established offices in m 416, 186 North La Salle Street, icago, for their Western representa-Alfred W. Penner. Mr. Penner has rge clientele in the Middle West, and ooking some big orders for his or-zation.

Navy Porto Rican Purchases

Cohn & Co., packers and importers Porto Rican tobacco, have made some y purchases of the new crop through representative, Richard Baum, who charge of their interests in Porto

Transatlantic Visitors

Percival R. Lowe, and Mrs. Lowe, d for Europe last Saturday on the te Star liner *Majestic*. During Mr. e's absence the offices at 155 Water et will be in charge of his son, Per-R. Lowe, Jr.

Returns from Havana

Alfredo Selgas, of Selgas & Co., leaf co dealers, has returned to New from a trip to Havana, Cuba, and ba, Fla., in the interest of his com-

Back from the West

Ferdinand Cranz, of L. Schmid & Co., Water Street, has returned to head-ers from a very successful trip gh the Middle West.

To Return Later

Arend Stranders has returned to New from the Amsterdam inscriptions. will probably cross to the other side in several weeks' time to attend autumn inscriptions.

Asa Lemlein Joins Klorfein

Asa Lemlein favorably known for many years with the E. H. Gato Cigar Co., has joined Julius Klorfein as sales manager for his Garcia Grande cigars.

Off to Europe

Percival S. Hill, president of the American Tobacco Co., sailed for Southhampton on the White Star liner *Majestic* last Saturday.

To Review Cuban Conditions

Arthur J. Kraussman, leaf dealer, of 11 Cliff Street, New York, is scheduled to sail for Cuba next Saturday, to review conditions on the island.

From Pearl to Front

Pedro Costa, Porto Rican tobacco dealer and packer, is removing from 130 Pearl Street to 162 Front Street on July 1 next.

The Third T. M. A. Convention

Commenting on the Third T. M. A. convention, Charles Dushkind, managing director, says, in part:

"The convention has very properly been pronounced all around as vastly exceeding in genuine importance any other convention ever held in the history of the tobacco industry. It was a revelation of the solidarity of our industry and the spirit of co-operation and mutual helpfulness was unmistakably manifested in all its proceedings and through all its sessions.

"As a social function the convention has concededly surpassed every other affair ever held by the tobacco industry, while as regards its business accomplishments, it has undoubtedly laid the ground work for the betterment and improvement of industrial conditions which must necessarily inure to the lasting benefit of every branch of our industry.

"To those who believe that any or all chronic, deep-rooted and long existing evils or ailments that any industry is suffering from can be readily eradicated by merely holding a trade meeting, this convention, as every other convention that ever was or ever will be held, must be disappointing.

"But to those who realize that the most that the best managed convention can ever accomplish is to create a spirit of co-operation and mutual helpfulness; to interchange divergent views and thoughts in respect to the problems of common interest, and to resolutely decide each for himself, and all of them together, to make real and whole-hearted efforts to eradicate or at least minimize the industrial ills or evils from which the industry is suffering, and to bring about such improvements as the best interest of the industry may require, this convention cannot but be regarded as a most successful and most promising event.

The Outstanding Problems

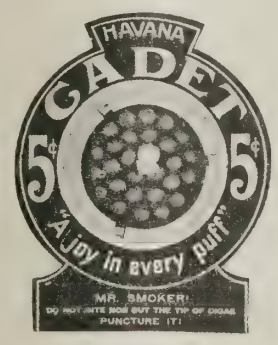
"The two most outstanding problems dealt with at the convention were the Cigar Problem and the Jobbing Problem.

"While the former is of particular interest to the cigar business and the cigar leaf tobacco trade, the latter is a problem that concerns every branch of the tobacco industry. For, obviously, the question of adequate distribution of the finished product, whether cigars, cigarettes, or tobacco, among the 500,000 or more retailers, is a question that necessarily concerns every branch of the industry.

"Both of these problems were most seriously considered at the respective Group Meetings of the Cigar Trade and the jobbing Trade, and conclusions have been reached which, if persistently carried out, as it is hoped they will be carried out, will undoubtedly lead to vast improvements in both branches of the industry.

"At the Cigar Meeting the consensus

(*Continued on page* 24)



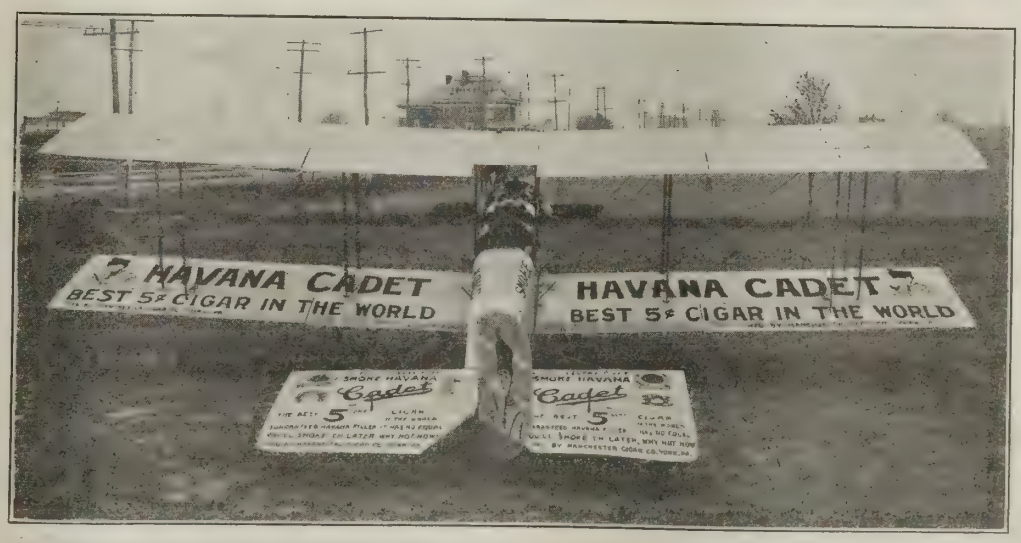


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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, JUNE 7, 1923.

A COMING EVENT

Annual convention of the Tobacco Association of the United States, at the Grove Park Inn, Asheville, N. C., June 28, 29 and 30.

PREPARE PROPERLY FOR PIPE WEEK

To a man, a pipe is a comforting and dependable companion. In the depths of adversity or at the peak of good fortune, a true smoker doesn't disregard his pipe. To many, pipes are indispensible. To no other fabricated articles do men become so fondly attached. On land or sea, wherever he may be, one is made happier, his contentment increases, he is better satisfied, if he has a pipe and a supply of desirable tobacco. Whether he is our President or an untutored Indian, a pipe smoker can obtain appeasement and joy denied to non-users of tobacco. Power to utilize thought, ability to plan, fortitude to defy pain, strength to endure, determination to conquer, may be developed by one whose pipe is lighted and drawing well. Utility of reflection is intensified by puffs from a favorite pipe. Fatigue is decreased, cares are less oppressive, disquietude is reduced, ills really don't seem to be so serious, distress is lightened, pain is alleviated, grief may be mitigated or trouble blown away when a smoker has his trusty pipe stem gripped between his teeth. It is easier to ward off disease or seek peace of mind, when fragrant tobacco burns in the bowl. On perpetual ice in the polar regions or in the sweltering heat of equatorial jungles, men retain the desire to smoke. Throughout all lands, in every clime, pipe smokers are found. Wherther white, red, yellow, brown or black, men of each race and nationality buy and appreciate pipes.

Here in America, pipe smoking goes back so far that no one can tell when the custom began. The existing evidence of the earliest civilization, the oldest known things made by human beings undoubtedly are the carved stone pipe bowls that show the ingenuity and artistic skill of the Mound Builders.

From whence came the mysterious people that preceded the Indians as inhabitants of the Ohio Valley? Whither they went, or why they vanished, who can say? Investigators have delved eagerly into the great mounds. Scientists have tried to trace the history of the departed race. But they had only the mounds on which to work. Whatever they found was contained in the mounds. Most beautiful and interesting of all the preserved achievements of the pre-historic tribes are the pipe bowls now displayed in numerous museums. Of the handiwork of man, in existence, nothing antedates the old pipe bowls. Of the antiquity of pipe smoking, the proof extends to most remote times.

To the popularity of pipe smoking, millions of people testify in the United States today.

From the White House at Washington to the sun-scorched camp of a weary prospector on the Mojave desert, nearly every place of abode has one or more pipe smokers. Pipes are prized by all sorts and conditions of men.

Tastes differ. Neither by his financiat standing, nor by his position in life, can be told exactly what kind of a pipe a man will prefer. A multi-millionaire may smoke a corncob or a schaum.

Though in other countries certain types and varieties of pipes are smoked to an extent that may make them distinctively national or peculiar to the locality, the United States is not restricted as to choice. Neither the shape, size, origin nor price will deter a buyer who has the money and happens to desire that particular pipe.

Whether manufactured in the United States, or imported, pipes in great profusion are offered to American smokers.

National Pipe Week, from June 23 to June 30, inclusive, will be an occasion for special pipe exhibits and sales all over the country. In many places, the displays of pipes will be associated with unusual benefit to the trade. For the profit of manufacturers and dealers, advantage should be taken of every opportunity to interest people in pipes.

As a preliminary to Pipe Week, each dealer should post himself concerning the pipes he sells. He should be in a position to speak informatively. To be most effective, salesmanship must have educational value. A salesman unable to explain just why this or that pipe is desirable, a clerk who can't tell what the prospective buyer wants to know about a pipe, will not be so successful as he might be during Pipe Week.

Not during Pipe Week only, but for 52 weeks each year, every man who attempts to sell pipes should manifest the enthusiasm that comes from knowledge.

The retail tobacconist should study pipes. About any good pipe there are many things to discover and admire. He who handles fine pipes is almost sure, rather soon, to develop a pronounced affection for them. To become well acquainted with pipe values, to be truly appreciative of what merit there is in a pipe, to be able to judge quality correctly, more than perfunctory application is required. It is a fascinating task to ascertain facts concerning pipes. It is desirable for retailers to know what most influences smokers in choosing pipes.

How many retailers really can speak authoritatively in discussing pipes?

Pertaining to pipes, there is a woeful lack of accurate information, although pipes are used so numerously and constantly.

Because most pipes are identified by brands or trade marks, because the reputations of the principal pipe manufacturers are strongly established, it is not possible for much deception to be practiced in selling pipes. Nor does the self-respecting retailer resort to unfair procedure in making pipe sales.

He may get his money's worth beyond question, yet usually the pipe buyer fails to receive all that might be given to him advantageously.

If he isn't told by the dealer, if he doesn't know the things that cause a pipe to be more appreciated, he is the loser because he doesn't obtain that which would induce him to regard his pipe more affectionately.

As a man's intimate companion, a pipe will be most beneficent and satisfactory if treated right.

Not every smoker knows how to get the greatest good out of a pipe. How to color a pipe, how a pipe should be seasoned, how to derive the most enjoyment from a pipe, a lot of smokers have yet to learn.

To cram the bowl full of tobacco, to light up and commence to puff, is not enough. Regarding pipe smoking, good counsel from the retailer would be accepted gratefully by the average pipe buyer. Manufacturers, by supplying dealers with adequate material for a pr pipe talk, might co-operate in giving inst tion.

Pipe quality isn't differentiated entirely price. Nor is one type or style of pipe equ appealing to all smokers.

Let Pipe Week be associated with the tribution of information and instructions.

Though pipes are made of precious and c mon metals, ivory, bone, shells, stone, m schaum, corn cobs, bamboo and woods too merous to mention, it may be said that making commercially is restricted chiefly three materials.

For pipe bowls, the three materials rega as best are clay, meerschaum and briar.

The preferred clay, both red and white, o desired quality, is found in only a few plac

Meerschaum is a foam light silicate of m nesia obtained mostly in Asia Minor.

Briar, so-called, comes from the roots species of white heather, known botanicall Erica Arborea.

The briar or bruyere grows in Sout France, in the Spanish Pyrennes, in Corsic Italy and Algeria.

Of the making of pipe bowls, either from meerschaum or briar, it would take a w book to tell all the details.

Amber, bakelite, redmanol and vulca principally are used in making mouthpiece pipes.

Amber is fossil rosin. It comes from resinous exudations of pine trees that gre the North German coast ages ago. By a vulsion of Nature the pine forests were merged in the Baltic Sea. The action of water, for centuries, causes the rosin to be hard and translucent. Raw amber is w more per ounce than pure silver.

Bakelite, sometimes known as synthetic ber, is named in honor of its inventor, D H. Baekland. Bakelite is defined as a cond tion product of phenols and formaldehy substance having high electrical and che resistance. Bakelite has the color and b of amber combined with greater strength.

Redmanol is a composition similar to t lite.

Vulcanite is rubber specially hardene vulcanized.

In the procuration of materials for pipe and mouthpieces, in the processes of man ture, in the making of pipes artistic by and ornamentation, the desire to excel is mount.

The success of the pipe maker depend the utility and excellence of his product.

The pipe manufacturer draws on th sources of science. To obtain results, he to use the best that experience and inge can suggest. He is engaged in constan search. Continually he tries to produce that will please and satisfy.

He would help himself, and pipe deale well, by telling the public more about Concerning pipes wonderfully interesting stories could be told.

During National Pipe Week, extended should be made to induce people to take g interest in pipes. By spreading inform attention may be concentrated. A great o tunity is presented. It is up to pipe man turers and dealers to utilize every adva now offered to them.

Feature pipe displays in the show wind every cigar store.

Put into good use every facility for incre trade.

Pipe up business.

IT WILL BEAR WATCHING

In this age of a general tendency to pr by legislative enactment the indulgence in thing and everything that contributes t pleasure of the individual, it would be f to predict the failure of any campaign, o is gotten under organized headway, direc

h suppression of any "evil" which self-consti-ed regulators of their neighbors' personal its deem inimical to their health and morals. rthis connection, the crusade to suppress the s of tobacco, which has found support in legis-on by some of the States, will bear watching. ven so, however, taking the country as a ble, it has not made much of a dent in the mand for "smokes." The increase in the out-of cigarettes by American manufacturers ing the first three months of 1923 was noth-short of phenomenal.

espite this showing, however, as to the wth of the habit, smokers would do well not ndulge the delusion that a check may not be upon such indulgence; the uplifters are ping on their trail.—*Richmond (Va.) Times-Dispatch.*

THE UNIVERSAL WEED

he tobacco price war which has been brought n the British market by the incorporation irginia tobacco grown in British Africa may he forerunner of sharp competition in other kets of the world between the tobacco pro-ng countries. A roster of these countries ld include nearly everyone on the face of globe; tobacco is cultivated as far north as bec and Stockholm and as far south as the e of Good Hope and Victoria. It is grown ountries widely differing in climate and soil, as Cuba and Germany, Sumatra and nce.

he adaptability of the tobacco plant, native is continent but transplanted in every other the sixteenth century, is likely to be the e of the competition for world markets. e tobacco can be produced than consumed, with a gradual increase in per capita con-tion in most countries. The tobacco grow-f this country found out that it was possible roduce too much tobacco in 1920 when they produced two hundred million pounds more than in 1919 and received two hundred million dollars less for their crop than the year before. The result of this was that the 1922 yield was almost half a billion pounds less than that of 1921, the money yield to the pound rising.

It remains true, of course, that certain regions still retain a natural monopoly of the soil and climate that produce the tobacco best fitted for particular purposes. Whatever the spread of tobacco cultivation, there is little likelihood of North Carolina losing its supremacy in the cultivation of cigarette tobacco or of Sumatra and Havana tobacco being less in demand by discriminating tobacco smokers.

The danger to those regions where good tobacco grows naturally is that in other parts of the world, where soil and climate are not quite so favorable but where labor is cheaper, resort to artificial flavors will be had and a disguised and rectified tobacco be thrown into the market at a price lower than can be met by other tobacco growers.—*New York Herald.*

THE TOBACCO CROP

Recently the Tobacco Merchants' Association held a convention at Washington, before which Secretary Hoover made an address on the importance of the crop. It is true that this crop does not receive the attention given wheat and cotton in the market reports, yet it is a crop of national and international interest.

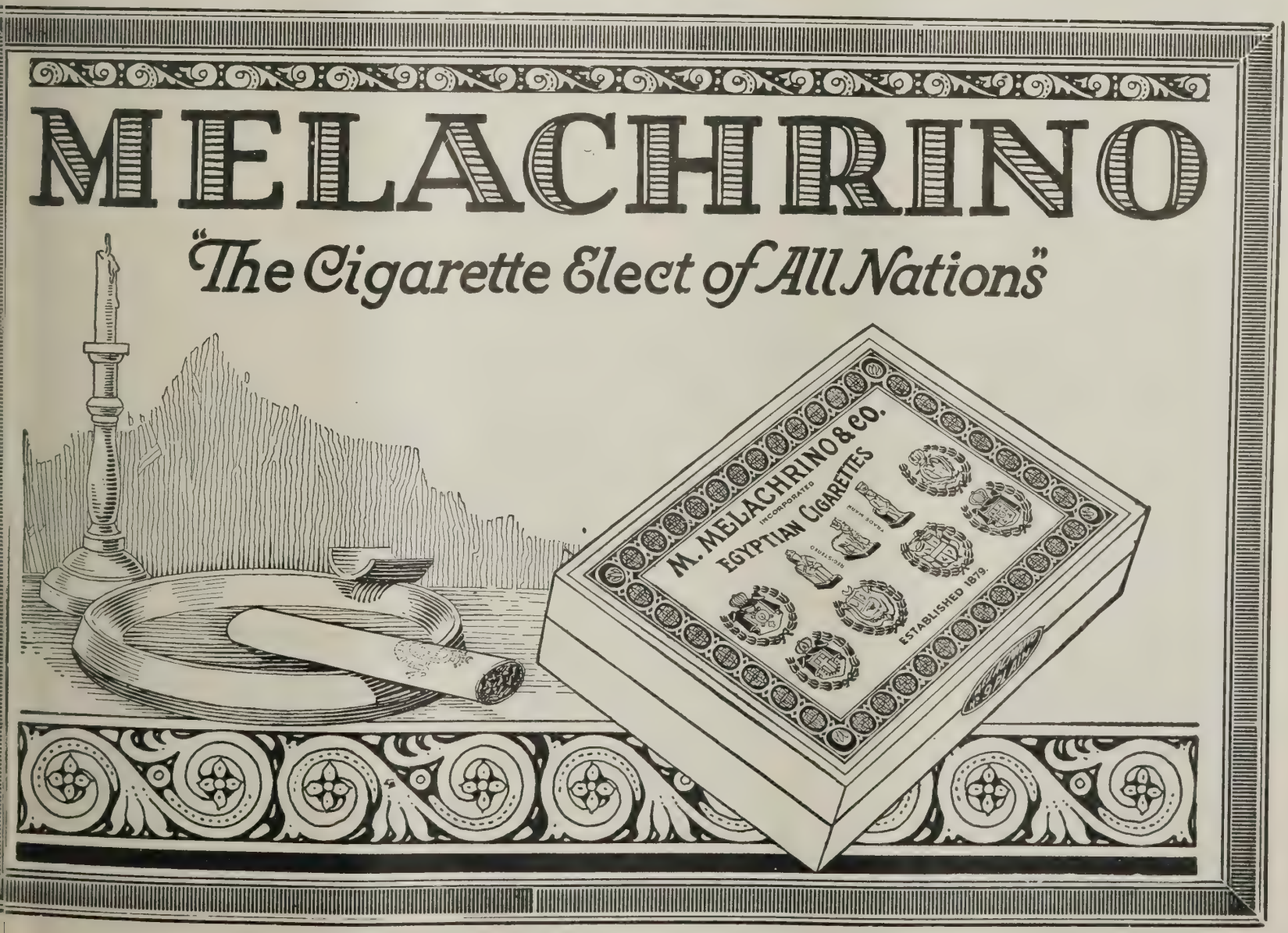
It is of international importance because the smokers of the world look to the United States for no small part of their supply. There is no other country in the world that produces as much tobacco as the United States and its exports now amount to about $225,000,000 a year. The two leading nations of Europe take as much tobacco from the United States that we might feel that British and French affairs are in a measure influenced by this crop. How, for instance, could the new British premier shape the policies of the empire without his pipe filled with American tobacco.

Back of the smokers and manufacturers are the little considered producers. Tobacco is grown in 42 states, and one county in Connecticut leads all others in the value of its crop.

One of the officials of the association before referred to takes the stand that manufacturers should be more interested in seeing the planters organized for their benefit than in trying to get leaf tobacco as cheaply as possible. This is thinking of the business in terms of national economy and not private greed. Enlightened men are beginning to see that business is not a contest where one man struggles to get as much from the other for as little as possible. It is a hopeful augury for the tobacco producers when those in the manufacturing industry advocate such policies as this.—*Wall Street Journal.*

FOR THE PRESENT AT LEAST

The States of Kansas and Utah, where the anti-cigarette law flourishes, grow little or no tobacco. There may, or may not, be much connection between the two facts noted, but it is at least reasonably safe for Pennsylvanians addicted to the weed abjured by Little Robert Reed to comfort themselves with the thought that so long as the prosperous tobacco growers of Lancaster county continue to raise bumper crops the old Keystone State will be among the last to welcome the anti-smoke reformer. The Legislature has just voted that no prisoner in any of the State's penal institutions shall be deprived of his tobacco for a longer period than two weeks. Those of us who are on the outside of prison walls may take this as a guarantee that we may pursue our puffing of the pipe in peace, for the immediate present at least.—*Philadelphia Record.*



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Geo. W. Helme
MacAndrews & Forbes
Mengel Company
Porto Rican Am. Tob.
R. J. Reynolds "A"
Schulte Retail Stores
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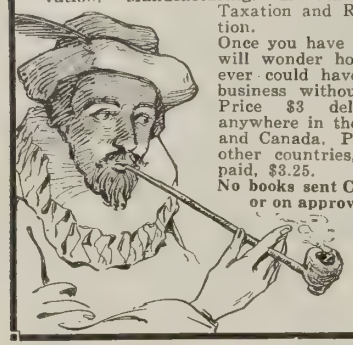
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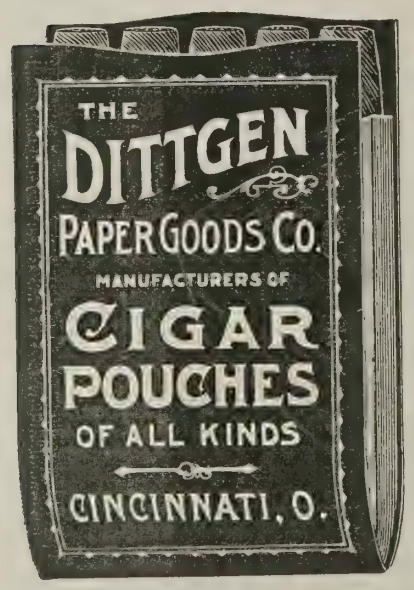


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ESTABLISHED 1881



Send for Samples and Prices

British-American Dividend

At a meeting of the directors of the British-American Tobacco Co., held May 29, at London, it was decided to pay an interim dividend of four per cent, free of British Income Tax, on ordinary shares on June 30, 1923. Coupon No. 96 must be used for dividend. All transfers received in order at London on or before June 11, 1923, will be in time for payment of dividend to transferees.

Liggett & Myers Dividend

A dividend of one and three-quarters per cent has been declared on the Preferred stock of Liggett & Myers Tobacco Co., payable July 2, 1923, to stockholders of record at the close of business June 15, 1923.

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.	78	82
American Cigar Co. Pfd.	86	91
American Mach. & Fdy.	130	..
Bayuk Bros. Com.	50	58
Bayuk Bros. 2nd Pfd.	112	..
Bayuk Bros. 1st Pfd. (wi)	99	102
British-Amer. Tob. Co.	20	22
Eisenlohr & Bros., Com.	69	73
Eisenlohr & Bros., Pfd.	95	105
Geo. W. Helme, Com., new.	55	60
Geo. W. Helme Pfd.	113	116
Hav. Tobacco Com.	..	½
Hav. Tobacco Pfd.	..	1½
Imperial Tobacco Co.	20	22
International Cigar Mach.	50	58
Johnson Foil	80	100
J. S. Young Com.	106	112
J. S. Young Pfd.	105	..
MacAndrews & Forbes Com	129	132
MacAndrews & Forbes Pfd.	97	100
Mengel Co. Com.	30	33
Metropolitan Tobacco	80	105
Patterson Bros.	15	16
Philip Morris	16½	18½
Porto Rican A. T. Co.	78	90
Porto Rican A. T. Scrip	80	..
R. J. Reynolds "A"	117	125
Schulte Retail Stores	88	89½
Schulte R. S. Pfd.	116	122
Tobacco Prod. Export	5½	5¾
United Cigar Stores	175	210
Universal Leaf Com.	105	110
Universal Leaf Pfd.	95	99
United Profit-Sharing	5¼	5¾
U. S. Tobacco Com.	56	57
U. S. Tobacco Pfd.	105	110

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	138	142
American Snuff Pfd.	93½	96
American Sumatra	24⅝	26
American Sumatra Pfd.	50⅛	57½
American Tobacco	146¼	147½
American Tobacco "B"	144½	147
American Tobacco Pfd.	102½	102¾
Consolidated Cigar	26	27
Consolidated Cigar Pfd.	70	76
General Cigar	85	86
General Cigar Deb. Pfd.	105	109
General Cigar Pfd.	105	108¼
Liggett & Myers	199	209
Liggett & Myers "B"	190	205
Liggett & Myers Pfd.	113	114
Lorillard, P.	155	159
Lorillard, P. Pfd.	112	114¾
Tobacco Products	52½	53¼
Tobacco Products Pfd.	106¾	107¾
Tobacco Products "A"	81	82
United Cigar Pfd.	108	114
United Retail Stores	74⅞	76½

Surveys Florida Market

John L. Fielding, of Cullman Bros., has returned to Gotham after an extensive survey of the Florida market.

REAL WEICHSEL

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Some Official Changes in The Universal Leaf Co.

The Universal Leaf Tobacco Co., Inc., announces the election of W. A. Willingham as president effective at once, succeeding Thomas B. Yuille. Mr. Willingham joined the organization in 1909, and as vice-president has recently performed many of the functions that would ordinarily be discharged by the president. He has been widely known for many years as a successful leaf tobacco merchant. Mr. Yuille remains an active director and member of the Finance Committee of the Company.

Oscar C. Gregory, associated with the Company since 1916, succeeds Mr. Willingham as vice-president.

Dividends of 2 per cent on the Preferred and 3 per cent on the Common, were declared, payable to stockholders of record June 20, to be paid on or before July 2.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

Sterling—Par $4.86⅝ per sovereign.
Demand....4.62⅝ Cables....4.62⅞

France—Par 19.3 cents per franc.
Demand....6.49¼ Cables....6.49¾

Italy—Par 19.3 cents per lira.
Demand....4.68 Cables....4.68½

Belgium—Par 19.3 cents per franc.
Demand....5.62 Cables....5.62½

Germany—Par 23.8 cents per mark.
Demand.. .0014⅝ Cables.. .0014⅝

Austria—Par 20.3 cents per cro
Demand.. .0014⅛ Cables..

Denmark—Par 26.8 cents per kr
Demand...18.30 Cables...

Finland—Par 19.3 cents per finn
Demand....2.77½ Cables...

Greece—Par 19.3 cents per drach
Demand....3.25 Cables...

Holland—Par 40.2 cents per flor
Demand...39.18 Cables...

Hungary—Par 20.3 cents per cr
Demand.. .0190 Cables..

Norway—Par 26.8 cents per kro
Demand...16.66 Cables...

Spain—Par 19.3 cents per peseta
Demand...15.16 Cables...

Sweden—Par 26.8 cents per kron
Demand...26.61 Cables...

Switzerland—Par 19.3 cents per
Demand...18.03 Cables...

China—Cents per silver dollar fo
kong; per tael for Shangh
Peking.

Hongkong—
Demand...53.38 Cables...

Peking—
Demand...75.25

Shanghai—
Demand...72.38 Cables...

India—Calcutta: Cents per rupee
nally stabilized at one-tenth a
sterling.
Demand...31.00 Cables...

Philippine Islands—Manila:
cents per silver peso.
Demand...49.38 Cables..

Japan—Par 49.8 cents per yen.
Demand...49.13 Cables..

Argentina—Par 42.44 cents per
tine paper dollar.
Demand...35.15 Cables..

Brazil—Par 32.45 cents per pa
reis.
Demand...10.30 Cables..

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The Convention

(*Continued from page* 15)

nof our Transportation Committee, he assistance of special counsel and -operation of our Washington rep- ative. After full consideration, the ission ordered the cancellation of oposed increase as applied to leaf o. At this writing the association osing increases not only in freight but in the rates of the parcel post .e express companies, and is render- e entire trade effective service.

Cuban Cigars by Parcel Post

mpt and vigorous action by the as- on has resulted more than once in moval of a menace that threatened ous consequences to the entire ci- ade and all allied interests. In nd on several subsequent occasions sure was brought forward in Con- permitting the importation of ci- y parcel post in any quantity up instead of in packages of not less .000 through the usual transporta- annels. This legislation was backed Havana cigar manufacturers, who to secure an entry into the mar- f the United States through the n of mail-order methods. The e also had the support of the Post- General of the United States, who ught to negotiate a parcel post and who desired to use this con- to the Cuban manufacturers as a ith which to obtain reciprocal ad- s in the treaty. The Secretary of asury also favored the legislation, ably because of representations y the Postmaster General con- the desirability of negotiating a ost treaty. Realizing the extent h such an arrangement would de- e the cigar market of the United this association vigorously op- his legislation and succeeded in ing its enactment.

Our Passport Service

ghout the period of the war an nt function of our Washington was the procurement of passports were necessary to enable our mem- visit foreign countries, including e Island of Cuba. On scores of s this service proved invaluable idual members. Because of the ous congestion of business in the bureau of the State Department, have been impossible through in- effort and without the prestige association to have obtained the of these passports in time to be of by our members. Our pass- port service has long constituted an important function of our activities at Washington and has been greatly appreciated by all our members.

Fighting for the Tobacco Industry

A large measure of credit is due the association for the failure of the organized campaigns against tobacco set on foot in recent years by so-called reformers, who, as a matter of fact, have found in this movement profitable employment because of the ease with which they have been able to secure financial support of hysterical people whose superficial minds render them easy victims to emotional appeals. Our association has been especially active at Washington in vigilantly following legislative developments to prevent the incorporation of restrictions upon the use of tobacco, and on several occasions during the war period was able to bring about the abandonment of projects hostile to our industry. We have also made substantial contributions to the financing of the protective movement in which the entire tobacco trade has co-operated, and it is a matter of general congratulation that the fanatical attacks upon tobacco have recently made little, if any, progress, and in some cases have suffered decided set-backs.

To Distribute Reports

It was moved and seconded that the reports should be printed and mailed to all members and cigar manufacturers.

In the absence of the chairman of the Credentials Committee, Secretary Waller read the report, which was adopted.

The Credit Situation

Leo Leventritt, chairman of the Resolutions Committee, delivered the following address on the vital subject of Credits:

It may seem somewhat presumptuous for me to attempt to talk to you on the credit situation, as I now see it, because of my very recent advent into our industry. The disadvantage under which I labor, however, may be somewhat tempered by certain advantages, namely: It is possible that I view this particular situation from a slightly different angle than those who have been in the industry all their lives, or at least for many years, giving me a perspective which is unhampered by tradition. I see certain salient faults which must be eradicated before a sound and uniform condition of prosperity can exist year in and year out. The keynotes of the unfortunate conditions as regards credits in the industry,

(*Continued on page* 43)

ENGLISH OVALS
CIGARETTES
Blended in the Good Old English Way



Keep a carton on the counter

ENGLISH OVALS are rolling up a record in sales, satisfaction and profit for the retail merchant.

A carton on your counter is like an extra salesman in the store. They literally sell themselves.

Ask your jobber for more ENGLISH OVALS *today.*

Made by the makers of

Philip Morris
BOND STREET CIGARETTES
In the Little Brown Box

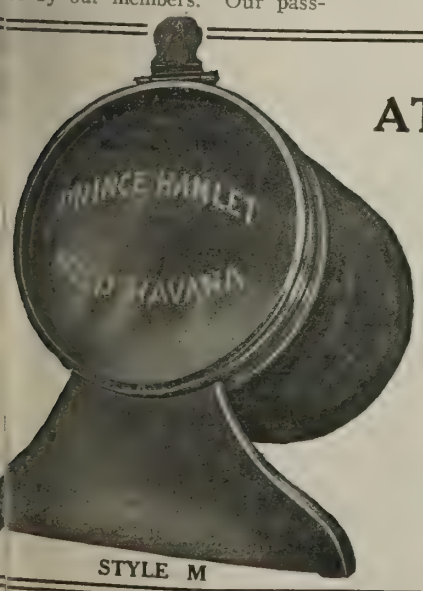
"The Ultimate in Cigarette Luxury"



The 'Latest Smoker's Novelty

Novelty Smoker's Outfits
Serviceable and Artistic
The Monkey's tail clips the end of your cigar.
A Lamppost holds the match box.
Two additional ash trays on the large tray.
Entire outfit made of solid spun brass, nickel plated or polished. Highest grade workmanship thruout. Also the same in mounted tray stands.

G. M. FIEDLER MFG. COMPANY
332 EAST 47th STREET NEW YORK CITY



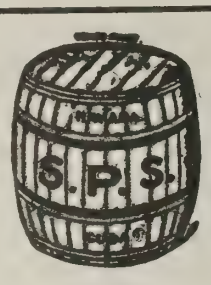
STYLE M

ATTRACTIVE DISPLAY STANDS
Engraved Glass Nickeled Plated Finish on Solid Brass.
Advertising Printed on Stand.
Glass Covers for Wood Boxes.
Quality—Service
CAREY-McFALL CO.
2154-58 E. DAUPHIN ST.
PHILADELPHIA, PA.



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SOBRINOS DE A. GONZÁLEZ
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO



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Cable: Palupe
Codes: A.B.C. 5th Ed.
Bentley's
PABLO L. PEREZ & COMPANY
Successors to
HAVANA TOBACCO STRIPPING CO.
LEAF TOBACCO
Telephone A-7914
Lealtad 110, HAVANA, CUBA

MENENDEZ & CO.
Leaf Dealers, Packers and Exporters
OF
TOBACCO
Cable Parra 87 Amistad St., HABANA, CUBA

ERNEST ELLINGER & CO.
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

LESLIE PANTIN & SON
Commission Merchant
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

Cable "Quinto" P. O. Box 502
WALTER SUTTER COMPANY
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

Compañia de Abraham Haas
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Havana Tobacco Market Remains in Quiet Sta

Hardly a Bale of Remedios or Vuelta Abajo to Be Had—V Few Stripping Plants Are Being Operated—Construct of New Warehouses Shows Progressive Spirit.

HAVANA, Cuba, May 31.—Our market continues quiet. In so far as Remedios and Vuelta Abajo tobaccos are concerned, there is hardly a bale or barrel of either for sale.

The stripping places are not working with the exception of Walter Sutter & Co., Hinsdale Smith, and a few others. Manuel A. Suarez & Co. have almost finished their new building in Figuras street. Probably they will also start stripping within a short time. Without any exaggeration this is the finest and most perfect tobacco warehouse on the Island. It is built of the very best material, and, in fact, there is absolutely nothing missing. Don Manuel and his very active brothers can be proud of it. The firm will also keep the old warehouse, which is almost opposite the new building, not only because they need it for their extensive business, but this being a dear old place to them, where all of them grew up and where they worked for so many years. Walter Sutter & Co. are working at their warehouses recently purchased, but owing to the immense space covered, it will be quite some time before they are completed.

No question about it, our tobacco people are getting the right start and show good judgment and the best intentions to modernize their business buildings.

New Company Formed

Don Ramon Alvarez, who had his warehouse formerly at Dragones street, has formed a new company with his two sons-in-law, Alfredo M. de Villa and Adá Bethencourt. It is called Compañia Tabacalera de Remedios, S. A., with headquarters at Remedios, Province of Santa Clara. The entire trade wishes Don Ramon and his partners good success, all of them being hard workers and agreeable people to deal with.

Some Packing Operations Started

Most of our almacenistas and packers are at present in the country, watching things closely. In Vuelta Abajo several packers have started operations, while most of them are waiting in order to give the tobacco enough "pile." The several lots of V. A. Hoja Semilla and Libra de Pie were disposed of right away at pretty fair prices. In the Remedios section several sales have been made at higher and higher prices, but so far only a few small lots have been received. It almost seemed that the packers, in order to buy or get some tobacco at all, made such enormously high offers with the intention to "defend" themselves later on when receiving the tobacco.

High Prices Surprise Everybody

The competition is so stiff, that not only people in the market, but the farmers themselves, were surprised, as they never dreamed of similar prices. When the driving of prices reached about the limit, some of the buyers refused to receive the tobacco immediately and after this many farmers when asked as to their pretensions, claimed that they were not ready to sell, as the tobacco needs pile still. No doubt the farmers have become suspicious themselves, doubting that they would ever get the price stipulated, and as the buyers are hol back lately, nothing can be said of or less "established prices" for bundles. Most of the packers reme the year 1920, and others 1907, an though there exists really a scarcit Havana tobacco, there is no reaso make things still harder for the expo and manufacturers, as they seem than likely to expose themselves to more than ever on goods now, if chased at such tremendous prices.

Remedios Show Fair Quality

As to the quality of the tobacco, Remedios crop shows a pretty good acter, with an abundance of heavy gr although not as developed as in no years. The packers calculate a pr tion of 40 per cent firsts and sec more or less; very few light grades more thirds, loose leaves and Botes large part of the loose leaves will be fit for stripping purposes. In V Abajo the crop shows about the character. A smaller proportion of and more Puntillas and Colas. Th bacco of both crops shows good qu and life.—GALLO.

Baltimore Market

BALTIMORE, Md., May 31.—Gies Niemann, leaf tobacco merchants, report as follows:

MARYLAND.—For the past week ceipts were 236 hogsheads, while totaled 57 hogsheads. Some hogsh are being inspected under date of Ju

OHIO.—No receipts. Sales, 8 heads.

Association Data

The Leaf Tobacco Association of timore City issues these statistics fo week ending May 30:

Receipts, Including Reinspectio

	This Week	Previously	Total	Net to Date
Maryland ..	346	3,176	3,522	2,492
Ohio	—	271	271	225
Total	346	3,447	3,793	2,717

Reinspections this week: Maryland, 1 date Maryland, 103; Ohio, 46.

Deliveries

	Coastwise and Domestic	Foreign	Total	Ohio
This week ..	32	31	63	96
Previously ..	1,885	7,298	9,183	918
Total ...	1,917	7,329	9,246	1,014

Stocks in Warehouses

	Maryland	Ohio
Stock Jan. 1	9,590	3,025
Receipts since ...	2,492	225
	12,082	3,250
Delivered since ..	9,246	1,014
Stocks today	2,836	2,236

Sales

	Maryland	Ohio
This week	57	8
Previously	2,319	801
	2,376	809

SELGAS & COMPANY
IMPORTERS & PACKERS
Havana & Porto Rico Tobacco
Warehouses:
Havana—Consulado 138-140
Porto Rico—Manati
128 Water St.
NEW YORK

HINSDALE SMITH & CO.
Established 1840
Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane SPRINGFIELD, MASS. New Yor
Cable Address "Nargil" Telephone 901 Jol

Chicago's Wholesale Business Holds Up Well

Buying Has Been in Much Larger Volume Than at Corresponding Period Last Year—Retail Trade Lacking in Seasonable Weather—Now Have Better Prospects—More Cheer.

Chicago, June 2.—Wholesale trade olds up well, and buying has been in uch greater volume than at the correponding time last year; but retail busiess still lacks the stimulus of seasonble weather. May this year was the oldest on record. But now, prospects re much brighter. The larger dealers ontinue to buy liberally, but the smaller erchant has tightened up. Collections re running behind the early months of ie year, and wholesalers are watching redits very closely.

Cigar jobbing business is going well ith Faber, Coe & Gregg, Inc. This ouse features Muriel, Centrilla, New urrency, Stachelberg's Havana Straights nd Flor de Cuba, and has a large line f imported cigars. Chas. J. Killoran local representative.

Full page ads of Bull Durham smoking obacco are appearing almost every day the Chicago newspapers.

The Wm. J. Seidenberg Corp. has laced the S. V. P. Havana Blunts with ie Wickham Cigar Co., of Omaha.

Credit Men Meet

Over 30 members of the Chicago redit Men's Association "Cigar and Tobacco Division" attended the dinner meetng recently at the Hamilton Club. Sevral new faces were seen. Among them ping Ben Berger, of the Trans-Pacific rading Co.; Carl Sanders, of Sanders Watson Cigar Co.; Max Silverberg, Julius Fernbach & Co., and Dave rocker, of the Crocker-Asher Cigar Co. on Sebastian cigars were served rough the kindness of Grommes & lson.

Optimo Between

Ben Straus, showing some new sizes Optimo cigars, spent several days here. he very latest from the Santaella facry is the Optimo Between size, a classy tle short smoke packed in tins to retail 5 cents.

The new 10-cent cabinet size of lackstone cigars has been placed by ttlinger Bros.

E. P. Oakes is in Kansas City this eek for the E. H. Gato Cigar Co.

Lew Meyers, of the Nathan Fox Co., cleaning up with Popper's Eighteenters made by E. Popper & Co., Inc., New York.

Tells 'Em Why

The La Palina newspaper campaign es ahead stronger than ever. Sam uley, president of the Congress Cigar o., tells the smokers in the ads. this eek that he smokes 10 La Palinas a y because they "are rich in aroma, l-flavored and yet mild."

Fred Suss landed here on both feet. attended a "night out" with some of boys, but after a short rest-up, he busy and booked some good orders S. H. Furgatch & Co. Fred is on swing of the Middle West.

Seidenberg Activities

The Wm. J. Seidenberg Corp. reports following firms taking on Panchoango, made in bond cigars, this week: ntral Drug Co. and E. C. Kinsel, of troit; Morris Weis Cigar Co. and F. Melaragno, of Cleveland. J. P. Brill and Herbert Baer are in Milwaukee; D. R. Johnson, in Racine; Frank Weidling, in Cleveland; Rudy F. Vogt, in Louisville, and Geo. Grant and General Manager Harry L. Harris, in Chicago. Virginia Lee and Pancho Arango are both duplicating fast these days. The S. P. V., all Havana Seconds, recently placed on the market, has sold so fast that the Chicago branch is already behind over 300,000 S. P. V.'s on repeat orders.

A Pipe Line

M. Linkman & Co., local pipe manufacturers at Fullerton and Racine avenues, are placing with much success their new Alco, Redemanol pipe that has an unbreakable screw stem connection. Alco sells at $1 and up.

The Sanders & Watson Cigar Co. is not overlooking any spots with the El Javana cigar. The house has placed this Java-wrapped cigar all over the city.

Ed Young, of Lincoln, Neb., has closed with the Wm. J. Seidenberg Corp. to distribute the long-filled Frat cigar for that territory.

Efforts Crowned with Success

Jack Rosenberg, of the Edwardo Gonzales Co., Tampa, is back at his Chicago headquarters, after a trip to St. Paul, Minneapolis and Duluth. Jack always does well on his road tours. He makes private labels for the trade and has a large following. His Gonzales Brand is handled by many Chicago dealers.

Advertised on the elevated platforms, is White Owl, Robert Bacon cigars; Bunny and Mail Pouch tobacco.

Busy Booking Orders

"Hoo-Hoo" Meyers, of Cuesta Rey & Co., has been doing splendid work here on the Cuesta Rey line for Ruhstrat-Christian Co. On a recent canvass of part of the southside he placed Cuesta Rey cigars with 55 new customers. Meyers is first assistant to Herb V. Mesick, the factory representative.

Busy at Both Ends of Line

Walter Woolfson, sales manager for the Ryan & Raphael Cigar Co., is in New York and is to cover Washington and Baltimore before his return. John Ryan, Jr., general manager, is very busy filling the orders that come in for Lucius, Cressida and Jonathan cigars.

Featuring Estrella Cigars

Displays of La Estrella, Java-wrapped cigars, from the E. H. Gato Cigar Co., are now shown. The large center piece sign is very attractive.

Calling Up

Ed. Wodiska, who came in last week, is still here "cleaning up." Ed sells the brands made by Gonzalez-Mendez, Inc., of Tampa.

"Up and Coming"

On the corner of a block in the downtown section is a restaurant with a flaming sign: "Never Closed." On another corner, a drug store displays its motto, "Open All Night." Between the two Wm. Ting Lung has his modest laundry. Not to be "out-done" by the

ROBERT E. LANE
Representing CIFUENTES, PEGO & CO., of Havana, Cuba
"PARTAGAS"
107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

TADEMA HAVANA CIGARS
ARGUELLES, LOPEZ & BRO.
MAKERS
GENERAL OFFICE AND FACTORY: TAMPA, FLA.
EASTERN OFFICE: 222 PEARL ST., NEW YORK
WAREHOUSE: HAVANA, CUBA

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

Cable "Hermdiehl" Tel. A. 3682
HERMANN DIEHL
GERVASIO 182, HABANA, CUBA
Diehl's Havana Tobacco Cable Code, $15.00
Commission Dealer and Exporter
Havana Leaf Tobacco of all kinds
STRIPPING PLANTS
Special attention given to American and Foreign Accounts

ROBERT SCHUBERT CO., Inc.
SUMATRA and HAVANA TOBACCO
124 Maiden Lane (Nr. Water St.), N. Y. Phone John 3147

Cable "Nuco" Tel. A. 9067.
P. O. Box 1985.
MENENDEZ, MENDEZ & CO.
Dealers in All Kinds of Havana Tobacco
Specialty—Remedios & Vuelta Abajo Tobaccos
SITIOS 11, HAVANA, CUBA

Telephone M. 2368. Manuel Fernandez Grau.
Cable "Fegrau." Antonio R. Fernandez Grau.
FERNANDEZ GRAU Y HERMANO
Leaf Tobacco Dealers
Monte 116, Havana, Cuba
Large Stripping Plant, 199 Manrique St. Telephone M. 7643. General Offices, 199 Manrique St.

H. UPMANN & CO.
ESTABLISHED 1844
Bankers and Cigar Manufacturers
HABANA
HAVANA, CUBA
CHAS. LANDAU, Agent, 35 Wall St. New York

HAVANA LEAF DEALERS
SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

CIGAR FACTORY UTILITIES
GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers — Cigar Gauges — Cuban Blades — Molds, etc.
113 Maiden Lane, New York

Read Tobacco and Keep Up-to-Date

A NEW PARK & TILFORD PRODUCT

"TILFORD CIGARS"

THESE CIGARS ARE MADE BY OURSELVES IN OUR NEW YORK FACTORY. In every respect they embody the PARK and TILFORD standard of quality and value.

This new departure has been made for the man who wants a FRAGRANT, VERY MILD AND FULL-FLAVORED CIGAR.

MADE IN SEVEN SIZES:

Tuxedos	10c	Perfectos	2 for 25c
Deliciosos	10c	Invincible Finos	2 for 25c
Londres	10c		
Club House	15c		
Invincibles	15c		

PARK & TILFORD

"Sooner or Later—Why Not Now?"

JOSE HERMANOS

"The Cigar that speaks for itself."

We invite correspondence with good jobbers who are interested in a live wire proposition.

TERRITORY STILL OPEN

Josephson Bros., Makers

65 W. Houston St. New York

D. J. Keith, General Representative

B. WASSERMAN CO., Inc.

Established 1870—Incorporated 1902

77 Chambers St., New York

IMPORTERS OF HAVANA CIGARS

and

JOBBERS OF DOMESTIC CIGARS

Distributors of OPTIMO Cigars in Metropolitan Territory and the State of New Jersey

HAVANA CIGARS

The Leader in All the World's Markets

ROMEO y JULIETA

U. S. REPRESENTATIVE

WM. T. TAYLOR, 50 E. 42nd St.

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO GUTIERREZ, Representative

351 West 121st Street New York

Cable Toranoco

TORAÑO & CO.

HAVANA LEAF TOBACCO PACKERS AND DEALERS

SPECIALISTS IN PARTIDO

Cable: Toranoco 53 Estrella Street Habana

ROCHE & GALVAN

Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

Yankees, he has hung out an electric sign that can be read for a block or more and it reads: "Me Wakee Too."

Going Some

George Bennett, one of the big stars on the Grommes & Elson sales force, is devoting all his time to the John Noble, two-for-fifteen-cent cigar. In the past four months, due to his efforts, John Noble cigars have been placed in 10,000 Chicago stores.

In Full Operation Again

Edw. J. Rauch, president of the Rauch Cigar Co., of Indianapolis, writes in and says, they have fully recovered from their recent loss by fire and that both of their Indiana factories are again working full force, turning out Lincoln Highway and other brands. Their sales force, which has been off the road for the past three months, due to the fire, is again traveling. Lincoln Highway is truly a cigar and is known "from coast to coast."

The Bailey-Wilkin Co., wholesale dealers of Detroit, have become the distributors in that territory for the Pancho Arango cigar.

Much Pleased

José Diaz, president of the Preferred Havana Tobacco Co., has been visiting the Chicago trade. Mr. Diaz is highly pleased over the sale of the Shrine cigar, which he makes for Maney-Blanc & Co. After a conference with Wm. Waldman, his sales manager here, Mr. Diaz left for the East.

Wm. J. Seidenberg is due to arrive Monday. He is making a "hurry up" trip to the Chicago branch on very important business concerning a new connection the Wm. J. Seidenberg Corp. has in view.

Geo. Schuell, buyer for Barkalow Bros., of Omaha and Kansas City, is scheduled to be one of our guests next week.

Sam Mosow, head of the Sioux Tobacco Co., jobbers of Sioux City, Iowa, gets in tomorrow.—H. L. H.

Third T. M. A. Convention

(*Continued from page 17*)

of opinion seemed to be unmistakably in favor of taking all needful steps to eliminate existing evils, and of inaugurating a co-operative advertising campaign to stimulate consumption and increase the business. A strong committee has been appointed for that purpose, and it is safe to assume that this committee will make every effort to carry out the expressed wishes of the convention.

"As regards the jobbing situation, th chief ailment in that branch of the indus try is ruinous price-cutting. This, c course, is a most difficult problem to dea with, for there seems to be no practicabl way under the existing law to maintai resale prices. It has, however, been hel by unquestionable authorities that, whi price-maintenance is unlawful, selling sta ple commodities of standard values fo less than the manufacturer's price plu their proportionate part of operating ex penses is equally unlawful, for it const tutes unfair competition, which is pro hibited by the Federal Trade Act.

"Accordingly, the jobbers, having m under the auspices of the National Whol sale Tobacconists' Committee, their ow national organization, have passed appr priate resolutions against such unfa methods of competition, which resolution are to be submitted to the Federal Trad Commission for approval, and which, approved and carried out, will go a lon way towards improving the existing de moralized conditions in the jobbing trad for, as stated by President Bloch in h opening address:

"'This may not supply a wholly ad quate remedy, but if the practice of usin the leading brands of cigars or cigarette as bait to stimulate other sales should b stopped, if the dealer, whether tobac man, grocer, druggist, or any other me chant, should be obliged to add operatin expenses to every brand of cigars, c garettes, or tobacco before fixing the sel ing price, the jobber will make his fa profit at least on the non-slaughtere brands and realize, at least, his operatin expense and overhead on the fightin brand.'

"If the tackling of these two serio problems were the only accomplishmen of this convention it would have inde quite sufficiently justified itself. But th achievements of this conclave were by n means limited to the cigar question or th jobbing question. All of the vital pro lems of our industry were thoroughly an intelligently discussed, considered, an dealt with.

"The far-reaching and beneficial effec of the interchange of thoughts and ide at such an assemblage can hardly be ove estimated.

"The very atmosphere of co-operatio friendship and good-fellowship that pe meated the entire gathering of approx mately 450 leading and representative t bacco men from all branches of the indu try is in itself an achievement that mu lead to incalculable and enduring benefi

"The convention was planned to be great 'get-together' movement, and it i deed was a great 'get-together' mov ment."

Joseph F. Cullman, Jr., President Milton Samuels, Joseph Mendelsohn, Vice-Pres.
Chas. W. Duignan, Treas. Harry S. Rothschild, Sec'y

STERN-MENDELSOHN CO., Inc.

HAVANA & PORTO RICO TOBACCO

165 Front Street, New York

PACKING HOUSES: HAVANA, CUBA; CATANO, PORTO RICO

Tampa Tidings

Cigar Production

TAMPA, Fla., June 2.—Cigar production during May showed a gain of 20 per cent. over May, 1922, according to figures issued by C. H. Moyer, stamp deputy in charge local office of the internal revenue department. Production jumped from 35,201,420 in May, 1922, to 42,156,890 in May, 1923.

The figures follow, showing class, cash and number of cigars:

May, 1923

Class.	Cash.	Cigars.
A.....	$ 47,454.88	11,863,720
B.....	15,457.13	2,862,850
C.....	199,183.53	22,131,500
D.....	60,184.74	5,015,390
E.....	4,251.47	283,430
Total	$336,198.68	42,156,890
Fail	315,318.15	

May, 1922

A.....	$ 36,067.40	9,016,840
B.....	20,737.64	3,456,280
C.....	162,998.46	18,110,940
D.....	49,159.64	4,096,630
E.....	3,310.98	220,730
Total	$265,449.78	35,201,420

Dies Suddenly

A telegram from Chicago yesterday said: "Mrs. Eugene V. Lillienfeld, wife of prominent cigar manufacturer died early at a tavern in Evanston during a dancing party at which she was hostess. She collapsed while dancing as the gaiety was at its height and never regained consciousness. Guests took her to an Evanston hospital, where it was said she died almost instantly. Her husband is in Tampa on business.

"An autopsy disclosed that Mrs. Lillienfeld died of heart disease."

Mr. Lillienfeld received a telegram, early yesterday morning, stating that his wife was seriously ill and left at noon for home, but had not been apprised of her death at the time of his departure.

Mr. president of Jose Escalante & Co., cigar manufacturers of Tampa, and had been here about two weeks on a visit to the plant. He has many friends here who will sympathize with him in his bereavement.

Opens Office

H. Smidley, local representative of the J. DuBrul & Peters Mfg. Co., manufacturers of the Durex Quality Production at No. 708 Hugh St., Tampa, is prepared to demonstrate their bunch-making machines and do general repair work. J. E. Hammer, popular cigar salesman, stopped at the Hillsboro hotel yesterday. He makes his headquarters in Chicago. Mr. Hammer represents Marcelino Perez cigars, featuring the celebrated Tuval and Marcelino Perez brands.

Mr. Zuckerman and son, H. G. Zuckerman of Chicago, are visiting Tampa in the interest of their process for treating tobacco. This process it is claimed removes the burn and corrects any "off" flavor, leaving no sign of its use either in flavor or appearance, assuring a good cigar out of otherwise defective tobacco. Mr. Zuckerman carries numerous letters from many of the most prominent growers, dealers in leaf and manufacturers, testifying to its value in renovating tobacco as well as improving and assuring regularity of burn through an entire cigar. Mr. Zuckerman proposes to establish a service station in Tampa, and will personally conduct the treatment of the tobacco.

Plenty of Good Smokes

Cigar manufacturers of this city have provided the delegation of Tampa Shriners, leaving tonight on a special train for Washington, D. C., to attend the imperial council session there June 5, 6 and 7, with 15,000 cigars to distribute promiscuously when they reach the convention. With each cigar goes a little blue book containing facts about Tampa.

As a sample of the brand of cigars made in this city, thirty-two of the most prominent manufacturers have contributed twenty cigars each made under their personal supervision of the finest tobacco available into special sizes, packed into a beautiful mahogany box, capped with a silver plate with the inscription, "To President Harding from the City of Tampa."

Made for the President

WASHINGTON, D. C., June 4.—A cigar cabinet, of solid mahogany and bound with silver, containing the most costly and choicest collection of cigars ever assembled, will be presented to President Harding this week by Harry B. Roberts, one of the delegates to the Shrine Convention, on behalf of Egypt temple, of Tampa, Fla.

The cigars will represent the product of 40 of the leading cigar factories of Tampa. All of the Coronas have been carefully selected from the best of Havana tobacco.

The presentation of the cigars is expected to take place on the steps of the White House. In addition to Mr. Roberts, several members of Egypt temple will participate in the ceremony.—LAMM.

Key West Key Notes

KEY WEST, Fla., June 2.—The situation in the local factories continues unchanged. They are all working the same force as for the past month. Several have the same number at work today as were employed at the reopening of the factories at the New Year. Among those reported working are Mi Favorita, Cortez, E. H. Gato Co., Havana American, R. Lopez Trujillo, the John Wardlow, The Consolidated, and Locoval.

To Market a Five Center

Believing the outlook bright for the manufacture of cigars, Paul Albury has decided to operate a factory under the name of El Premio. Mr. Albury announces that he will cater to those who wish the old time five cent cigar. Toward this end he will place on the market his Hava-Nugget which is promised to be the best five cent cigar on the market. Mr. Albury is no novice in the manufacture of cigars, having been closely associated with the business for several years.

Cigar Production

Cigars numbering 49,396,675 were manufactured here during the past year, according to the report of Cuban Consul Domingo I. Milord, in his report to the Cuban government. On these cigars, the Internal Revenue department collected $4,064,426.92 for stamps placed on these cigars. In his report, Consul Milord announces that $38,236,766 worth of merchandise passed through the port of Key West during the past year. This includes both imports and exports.

First Key West Cigar Factory

The first report of merchandise exported and imported in Key West was recorded by the Customs department in

For Gentlemen of Good Taste

SAN FELICE

2 for 15c

Two Good CIGARS

EL VERSO

10c — 2 for 25c — 15c

The Deisel-Wemmer Co., Mfrs. :: :: *Lima, O.*

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.

Established 1873 Manufacturers New York

F. LOZANO, SON & CO.

U. S. BONDED MANUFACTURERS

HAVANA CIGARS

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FLOR DE NARVEZ
VICLO

TRADE MARK

WALLS COURT
EL LESSERO
CALATRAVA

REG. U. S. PAT. OFF:

OFFICE & FACTORY TAMPA, FLA.

N Y. OFFICE, 437 FIFTH AVE., N. Y.

PERFECTO GARCIA

& BROS.

Manufacturers of

World's Finest Havana Cigars

Office
208 N. Wells St.
Chicago, Ill.

Factory
TAMPA, FLA.



PLANTATION & WAREHOUSES MADISON CO. FLA

A. E. FRALEIGH TOBACCO CO.

GROWERS—PACKERS—DEALERS

Florida Shade Grown Tobacco

MADISON, FLORIDA

R. LOPEZ TRUJILLO

Manufacturers of Clear Havana Cigars Exclusively

KEY WEST, FLORIDA

La Mas Fermosa—Comal—Magnetica

J. E. HARDEE

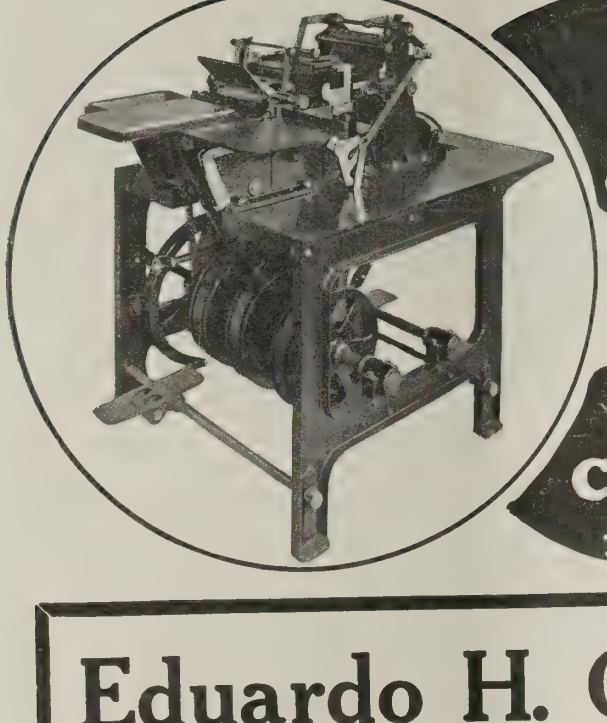
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Growers and Packers

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Get the Trade News from Tobacco



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Two inexperienced girls can soon learn to operate this machine. One feeds the filler, the other the binders and the machine does the rest.

Gives you uniform work with unskilled labor.
Greater production and attractive savings in cost.
Easily adjusted to make light or full bunches.
Substantial construction gives long life.
Easy and inexpensive to operate.

Catalogue and any particulars upon request.

COLWELL CIGAR MACHINE CO.
INCORPORATED
131 WASHINGTON ST. PROVIDENCE, R.I.

GREATER PRODUCTIO AT LESS COST

Eduardo H. Gato's

1871 GATO 1871

Mild Clear Havana Cigars

For

Fifty Years

Our line has been the standard by which all **Clear Havana** cigars have been judged.

Write for open Territory

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FACTORY: KEY WEST, FLORIDA

OFFICES: 16-22 HUDSON STREET, NEW YORK

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Manufacturers of High Grade
CIGAR BOX LABELS, BANDS and TRIMMINGS
Selling Representatives

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129 Fifth Avenue, New York

B. B. B. CO. (CANADA), LTD.
Montreal, Canada

Western Representatives

PAUL PIERSON
139 North Clark St., Chicago

ALBERT ABENHEIMER
Windsor Hotel, Denver, Colo.

1831. The amount credited at that period for imports is given at $96,371. The exports for the same year are given at $30,495. There are no statistics prior to 1831. It was about this same time that the first cigar factory was started here, for in 1831 William H. Wall started the industry here. The first factory was operated by Mr. Wall. He employed fifty workmen, and imported his tobacco from Cuba and is recognized as one of the pioneers of the cigar trade.

Naval Store Closed

The Naval Cigar store, which for many years catered to the men of the navy, has closed. The manager, F. Carbonell, has retired from the business. The closing of this place will be keenly by the navy men, who found it eas slip through the navy yard gate, cross the street, where they would the tobacco that suited their taste "the makings."

Takes On Cigar Line

Roberts' Book Store has placed an tractive line of R. & C. cigars on play. This brand is well known popular with smokers here. Mr. erts, manager of the store, was at time associated with the well known factory of W. J. Lightbourn. G recommended by Mr. Roberts can b lied upon.

New Orleans Puzzled Over Production Outlo

Scarcity and Cost of Havana Leaf Causing Much Concer The Keeping Up of Cigar Production at Present Pri Presents Perplexing Problem—Trade Topics.

NEW ORLEANS, LA., June 2.—Advices received by M. Trelles & Co., from their supply house in Cuba, cannot but fail to give concern to makers of high-grade process of packing the 1922 leaf tobtacco crop of the Island discloses that it will be even shorter than that of 1921. There is not a bale of that crop on the market today. The same causes which contributed to the paucity of the sugar crop have brought about a lessening in the yield of tobacco, in spite of the fact that the acreage planted in tobacco in 1922 was greater than that planted in 1921. The prolonged drouth stunted the growth of the plant and reduced the crop to a point below all estimates. The indications, therefore, are that prices for Havana leaf tobacco will be excessively high and how this can be met and still confine the finished product to present prices, is a problem which has yet to be solved, if the demand for Havana fillers continues as great as it is today.

Old-Time Attractions

The many sporting bloods who stroll along Canal street have been flattening their noses against the windows of the store of Max Guiraud, who has on display in his cigar store two large pictures of the participants and spectators of the Sullivan-Ryan fight, at Mississippi City, February 7, 1882, and the Sullivan-Kilrain fight at Richburg, Miss., July 8, 1899, with the shoes and other paraphernalia of the principals. The paraphernalia and photographs are the property of the Young Men's Gymnastic Club of this city, and on both occasions referred to, Joh Sullivan was their guest, before after the fights. The Sullivan-K fight was the last fought in the U under London Prize Ring Rules.

Pleased with Demonstration

H. L. Bush, representing the I man Manufacturing Co., Philade makers of cigar machinery and now in New Orleans, reports himse highly pleased with the results of onstration given the cigar manufact in attendance at the Falk & Babin tory, where he has just installed of the firm's bunch machines. Mr. intends to return between July 15 a to install a number of other mac The La Faba, a product of the F Babin factory, is making great hea here. The factory has taken on additional outside representatives.

Satisfactory Sales

C. B. McClamroch, manager o New Orleans branch of the G Cigar Co., has left for Shreveport, Louisiana, and the western Arkans ritory, after several weeks spent the Gulf Coast. Mr. McClamroc fore leaving, reported that satisf results are being obtained with Owl and Wm. Penn cigars.

Herman Leiser, president of the American Cigar Mfg. Co., is to b sent from the city for several wee a tour of the Middle West.

Distributing Bailey Product

U. Koen & Co. have taken o



All "CHARLES DENBY" and "LA FENDRICH" cigars, strictly han made, are manufactured in this ONE factory, under ONE management— under ONE supervision thus always insuring that ONE dependable quality

H. FENDRICH (Incorporated)

Evansville, Ind. **Established 185**

Carolina Royal cigarettes and are making a good display of them in their retail cigar and cigarette establishments around the city. They have also taken on the distribution of Bambino tobacco, for Louisiana and Mississippi.

Gratified with Progress

The Southern Cigar factory of New Orleans is making gratifying progress in the outstanding parishes of Louisiana and her sister states. Big shipments of the factory's products have recently been made to Baton Rouge, Alexandria, Mobile and Pensacola.

Mr. Estes, the proprietor, finds that over 50 per cent of the orders received are for the higher grade of goods. Mr. Cassina, the factory's outside representative, is said to be doing very effective work.

Surveying Situation

T. H. Harrison and Mr. Reggio, of the New York office of the American Tobacco Co., were in the city during the week, looking over the field. They were numbered among the callers upon Mr. DeBen, of the Crescent Cigar & Tobacco Co.

Providing for Expansion

The three-story brick building at 701-705 South Peters street, has been bought for factory purposes by M. Trelles & Co., cigar manufacturers. The Trelles people will have to remain at their present headquarters in Tchoupitoulas street until October, 1924, when present leases on the building expire. Their present quarters have been found wholly inadequate to their business ever since acquiring a lease on the building which adjoins their quarters.

New Cigar Co.

The Havanola Cigar Co., Inc., R. B. Rogers, vice-president, has been launched in this city and has started operations. The new company has taken over a lease on property at Natchez and Magazine streets, which has yet two years to run. The new company is now functioning temporarily in the old Hernsheim quarters in Camp street, but will move into their new factory July 1. Mr. Rogers was formerly secretary-treasurer of the Hernsheim Co., which has just gone into liquidation. The Havanola Co. has acquired the Jackson Square, La Belle Creole, Sazarac, Powhattan and other brands formerly owned by the Hernsheim Co. E. D. Marshall, of Los Angeles, Cal., Manilla cigar broker, has taken on all the brands of the Havanola Cigar Co.

The "Odds-On" Toy for Grown-Ups

Guy R. Maloney, superintendent of police of New Orleans has been temporarily enjoined by the Zipp Novelty Co., of New York, from interfering in any way with salesmen and users of the "odds-on" device, a race horse top, working on similar lines as the "put-and-take" top. A number of retail cigar stores in this city, have been stopped from selling the "Odds-On" device or using it in any way, and have been charged with operating a "gambling game."

Manila Cigar Shipment

Five cases of cigars from the Philippine Islands were received in this city during the week via the Southern Pacific Railroad from San Francisco, consigned to W. J. Oberle, broker. They were valued at $1,500.—CRESCENT.

San Francisco Sees Things in More Normal Light

Tobacco Trade Emerging from Period of Magnifying Difficulties and Viewing Advantages Through Smoked Glasses —Business Growing Better with General Improvement.

SAN FRANCISCO, Cal., May 29.—There are times when, in every line of trade, the dealers seem to be inclined to look at all their difficulties through magnifying glasses, and all their advantages through glasses badly smoked; and the cigar and tobacco trade all around the San Francisco region seems to be emerging from such a period. Of course there is some reason for all these phases of feeling. Where there is so much smoke there must be some fire. Through the agricultural regions, the employment problem has been in large measure solved. Fine crops of hay and abundant crops of fruit with fair prices, are putting money again in circulation. Fresno, the center of the great raisin association, was feeling exceptionally blue at the prospects of the failure of the great association that had given the industry its life and the valley most of its wealth. But with the success of the reorganization, there are something like smiles coming up from the valley, and the smokes are again of the kind that make the cigar men happy.

Cigar Business Benefits by General Improvement

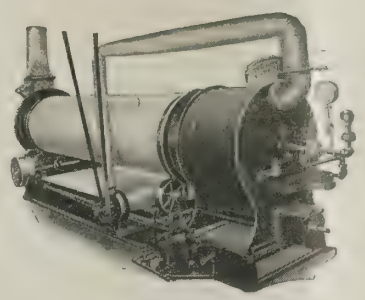
The Berkeley stands report that the trade seems to vary with employment conditions, and on the whole those conditions for the whole East-bay section have reached again very close to their maximum. Building records are continually boosting. The Doble steam automoblie factory has laid its cornerstone for a factory that is intended soon to represent a million-dollar investment. The Victor Phonograph Co. has also secured there the ground for its western record factory. These are a few of many. Visitors from the land of the Mormon report that the great steel trust of the West is going rapidly forward with the development of its ore beds and coal mines in the neighborhood of Provo, while in the outskirts of the city the great smelters are beginning to take shape. These smelters are to feed the steel mills of the bay region, of the Northwest and of Los Angeles. So with the back country again responding to the command of "forward march," and the San Francisco boosters' movement in full operation, it begins to appear as if the coming Summer is to be better than anticipated.

Favorable Reaction Reported

C. W. Montgomery, of the Golden State Leaf House, reports a favorable reaction in the Northwest. In many sections strike conditions are being overcome, and industrial conditions as well as crop conditions favor a speedy resumption of the progress of prosperity. So

(*Continued on page 44*)

"ADT" TOBACCO MACHINERY



The "Adt" Steam Dryers

for Drying Cigarette Tobacco — Smoking Tobacco — Cigar Fillers—Scrap—Snuff Tobacco —Stems, etc.

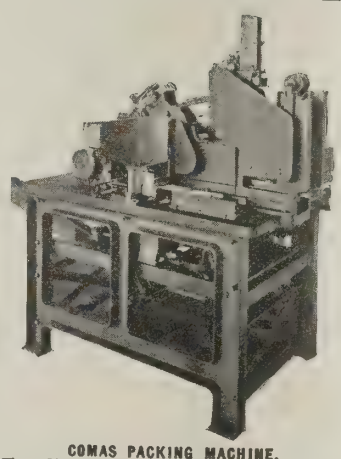
Recognized all over the world as the ideal machine for Tobacco Manufacturers.

More than 500 Machines now in use.

Our catalog No. 50 contains full details and illustrations of 88 Tobacco Machines. We will be pleased to send you a copy.

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Established 1865



COMAS PACKING MACHINE,
Three Models, 25,000 Packages of Cigarettes in Ten Hours. American Form Pouch Package.

Machines for The Cigarette Industry

The Comas Cigarette Machine Company

manufactures cigarette machinery of unsurpassed design and construction, including the following:

COMAS STANDARD CIGARETTE MACHINE, for Spanish form of cigarettes; capacity 90,000 a day.

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COMAS AMERICAN CIGARETTE MACHINE, for American form of cigarettes; capacity 250,000 a day.

COMAS MONARCH CIGARETTE TIPPING MACHINE, 70,000 to 80,000 a day.

COMAS IMPROVED AUTOMATIC FEEDERS, adapted to any standard style of cigarette machine.

COMAS IMPROVED CIRCULAR KNIFE GRINDER.

The company furnishes also Tobacco Cutters, Tobacco Granulators, Tobacco Stem Flatteners, and other machines for the cigarette industry.

Machines in use in all parts of the world. Write for illustrated catalogue.

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TROJAN SANITARY PIPE CLEANER CO., Inc.
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LICORICE
EXTRACT POWDER ROOT
Laurel leaves, Deer Tongue, Lavender Flowers, Slippery Elm Bark, Star Anise, Orange Peel, Angelica Root, etc.
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E. M. Collins, Sec. and Treas.

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Growers and Packers of High Grade Shade Grown Leaf Tobacco

PLANTATIONS: QUINCY, FLA.
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QUINCY, FLA.

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Jos. Wedeles, Sec.-Treas.

MAX WEDELES TOBACCO CO.

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Fine Florida and Georgia Shade Tobacco

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MAY TOBACCO CO.

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Florida and Georgia Shade Grown Wrappers

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FLORIDA and GEORGIA TOBACCO GROWERS ASSOCIATION

QUINCY · FLORIDA

The Florida Tobacco Commission Co.

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Fine Florida and Georgia Tobaccos

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D. A. Shaw C. H. Curry J. W. Shaw

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Originators of Shade Grown Wrappers in 1896

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WEIL TOBACCO CO.

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GROWERS OF CONN. SHADE
And Packers of Leaf Tobacco
235 State Street Hartford. Conn.

E. L. KOHLBERG & SON
CONNECTICUT TOBACCOS
144 WATER ST., NEW YORK
Telephone John 2821

Connecticut's 1923 Crop Getting Started on Way

Transplanting Machines Busy Everywhere—Fertilizer Companies Behind with Deliveries—A Few Stray Loads of 1922 Crop Going Into Warehouses—A Much Needed Rain Comes.

HARTFORD, June 4.—A drive through the country finds that growers have gotten well started with their work, and the plants in some of the fields show that they have taken root and are starting out on their 1923 "career." Tobacco transplanters were busy everywhere Saturday and hundreds of acres were set throughout the Valley.

Very little indications of new sheds being built this season, although it has been reported that in Glastonbury and Portland a few new sheds are to be built.

The work of hauling fertilizers is still progressing. Some manufacturers are behind on their orders yet, but are doing their very best to get the goods to the growers. One concern is now about 3,000 tons behind on deliveries. However, not many growers are anxious to get their tobacco out until later in the month, claiming that the best results are secured from tobacco set out after June 10, as usually, it does not ripen and have to be cut in "dog days," at which time the weather is very bad for pole sweat.

During the week a few stray loads of 1922 broadleaf were moved to the warehouse to be assorted and packed, and this work will continue a little while longer.

Workers on the farms are commanding high wages, and they are scarce at that. Everybody, even father, has to get out and hustle to get the work along. However, it is thought that the situation will be somewhat relieved when the schools and colleges close as many of the students will go out on the tobacco farms to work.

Within the last day or two several hundred colored students from Atlanta University, Clark University, and Moorehouse College of Atlanta, Ga., arrived in this city and have been transferred to various tobacco farms and plantations in this vicinity for work on the farms. Many of them, on arrival went direct to the Griffin Tobacco Co's plantation, Hartman's plantation and others. The arrival of these workers will relieve the labor shortage to some extent.

During the week there were several fires, the most serious one being the total destruction of the residence of Chas. Ward of Broad Brook, Conn., entailing a loss of about $20,000. The fire is supposed to have been caused by electric wires. When the firemen arrived, the house was so far gone that their efforts were turned to adjoining buildings which they succeeded in saving. Mr. Ward is a very successful Broadleaf grower and well known in tobacco circles, having been president of the tobacco growers association formed some years ago. The past season he was a chief supervisor for the assorting of Broadleaf in the northern districts of the Broadleaf belt. Mr. Ward is one of the best tobacco experts in this section and is a very successful grower. This summer he is to travel among the growers who figure to "fire" the 1923 crop and show them how to arrange their sheds for the "firing" to obtain the desired results.

Two bunk houses and a tobacco shed on Hatheway & Steane's plantation in West Suffield, Conn., was burned Monday, causing an estimated loss of $4,000, partly covered by insurance. The fire departments of West Suffield and Southwick used chemicals for two hours and succeeded in saving other nearby buildings.

A large tobacco shed belonging to the American Sumatra Tobacco Co., at its Weatogue plantation, was burned on Wednesday, causing a loss of about $5,000. The shed contained a large amount of tobacco. This fire is believed to have been caused from a grass fire started by a spark from a locomotive of the N. Y., N. H. & H. Railroad which spread to the building and was not discovered until it had gained too much headway to save the building.

More Craning of Necks

Decoration Day the people in the vicinity of this city were treated to a view of the "sky writing." The enterprising aviator went up in his machine to a great height, and by clever manipulations wrote in the sky "Lucky Strike." It is understood that each letter was about one mile in length.

It is too early to know accurately what the acreage of the 1923 crop will be, but from good estimates it appears now that there will be about 2,000 acres increase of shade this season and the acreage of Round Tip will practically be doubled, while the acreage of sun grown Broadleaf and Havana seed will not change very much, but it is thought that there will be a slight increase on Havana, the increase superseding Broadleaf.

The hail insurance proposition is now virtually assured, as practically all of the necessary acreage has been secured to

(*Continued on page* 44)

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INCORPORATED
GROWERS PACKERS
UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S
CONNECTICUT SHADE
QUALITY TO BURN
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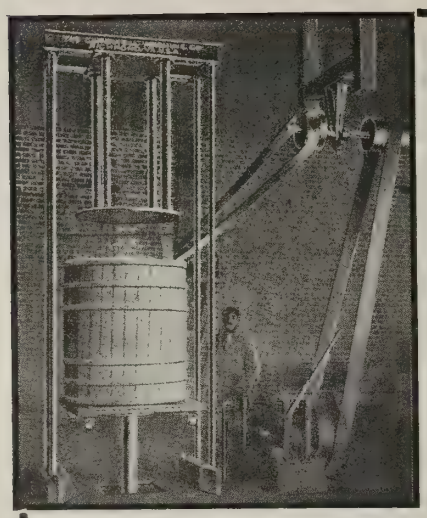
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HIGHEST QUALITY SPECIAL PROCESS
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Anything in Machinery to serve the Tobacco Industry

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All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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E. B. FICKLEN TOBACCO CO.

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Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
Ample for Redrying by Steam or Natural Season
Samples Furnished Cable "FICKLEN" Correspondence Solicited

H. W. COBB, President
T. W. WEBB, Secretary
Z. V. GWYNN, Vice Pres. and Treas.

Cobb-Gwynn Tobacco Company, Inc.

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

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Clean, Uniform Strips a Specialty

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Bright and Dark Virginia
Burley—Western—Seed Leaf
Strips—Scraps—Stems—Cuttings

Cable address, Morton-Richmond

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Buyers of All Grades of Virginia and Carolina Tobaccos

"OLD BELT" SMOKING TOBACCO a Specialty

DANVILLE, VA

Tobacco Association of United States

RICHMOND, Va., June 2.—Announcement that the twenty-third annual convention of the Tobacco Association of the United States would be held at the Grove Park Inn, Asheville, N. C., June 28, 29 and 30, was officially made today by T. M. Carrington, president of the organization. Because of the numerous matters of importance scheduled to come before the meeting for consideration, President Carrington said the indications were that the convention would convene with the largest attendance in its history. The program is now being arranged and will include speakers prominent in the tobacco and business world, in addition to one or more tobacco specialists from the Bureau of Foreign and Domestic Commerce, Department of Commerce, Washington, D. C. Secretary of Commerce Hoover was forced to decline an invitation to address the convention because of his visit early this month to Alaska.

More General Representation

The representation at the convention this year will be more general than has been the case in years, delegations coming from all over the tobacco sections, including Kentucky and South Carolina. The Richmond delegation will entrain in a special car over the Southern Railway on the night of the 27th. Delegations from eastern North Carolina and the Danville, Va., sections are planning to proceed to the famous resort in motor cars.

Urges Early Hotel Reservations

Because of the probability that the Grove Park Inn will be well filled with tourist guests at the time, President Carrington urges that reservations for the convention be made without delay.

Membership, Officers and Governors

The membership of the Tobacco Association of the United States includes the representative men in the trade in the United States, and extends from New York to Georgia. Officers of the Association are: T. M. Carrington, Richmond, president; W. T. Reed, Richmond; W. T. Clark, Wilson, N. C.; E. J. O'Brien, Louisville, Ky., vice-presidents. Board of Governors, J. I. Miller, Richmond; G. O. Tuck, New York; E. B. Ficklen, Greenville, N. C.; E. V. Webb, Kinston, N. C.; W. G. Rogers, Warrenton, N. C.; J. M. Edmunds, Danville, Va.; C. W. Walters, South Boston, Va A. P. Thorpe, Rocky Mount, N. C.; V Z. Mitchell, Oxford, N. C.; H. Erskii Spillman, Huntington, West Va.; Jol L. Wingo, Richmond, Va.; E. C. Kirk patrick, Lexington, Ky.; L. H. Ree Richmond, Va.; W. L. McGill, Peter burg, Va.; S. W. Venable, Durham, C.; C. T. Patton, Darlington, S. C.; A. Clark, Bedford City, Va.; John Hodge, Henderson, Ky.; R. P. Watso Wilson, N. C.; A. B. Carrington, Da ville, Va.; Andrew Jamieson, Oxford, C.; G. S. Norfleet, Winston-Salem, C.; E. G. Currin, Richmond, and O. Gregory, Richmond.

North Carolina Crop Outloo

OXFORD, N. C., June 4.—We have report the following crop conditions:

There has been no rain within the pa two weeks, about 80 per cent of the cr is planted with a fair stand, some co plaint that plants are dying and the usu complaint regarding the cut worms. T northern part of Granville, bordering the Virginia line, has only about or half of the crop planted. Some are sorting to watering and planting to sa the plants, which are becoming ov grown in the beds. Rain is badly need throughout this entire section.

Next season Oxford will operate fo open warehouses. I. W. Mangum, f merly with the Co-operative Marketi Association, has leased the Mang warehouse for four years and will open for the sale of leaf tobacco at beginning of the season.—W. A. Ada Co.

Women's Auxiliaries

NEW CASTLE, Ky., June 4.—Miss Ve Elsinger, director of social service of Burley Tobacco Growers' Co-operat Association, spent several days the p week in this (Henry) county,, prepar for the organization of women's auxili ies of the Burley co-operative. Miss singer is being assisted in the work Director H. Kirby Bourne, leading law of this section of Kentucky and one the leaders in the organization of Burley co-operative.

Committees were appointed to arra for the organization of the auxiliaries various points in the county and a cou auxiliary will be formed after the p cints are organized. Another cour wide meeting will be held at the co house in New Castle June 17, at wh time it is expected the women will ready to form their county organizat

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President Stone Reviews Burley Co-operative

Explains the New Marketing Situation from the Association Point of View to Tobacco Growers in the Buckeye State—Cautions Farmers Against Over Production.

GALLIPOLIS, Ohio, May 25.—Organization of the Burley tobacco growers of Ohio, Kentucky, Indiana, West Virginia and Tennessee has been responsible for adding between $45,000,000 and $50,000,000 to the amount that has been received by the farmers of these States within the past two years, James C. Stone, of Lexington, Ky., president of the Burley Tobacco Growers' Co-operative Association, said in an address here this afternoon.

Mr. Stone declared that the former fluctuating prices of Burley tobacco were due entirely to the system of marketing, by which, he said, the growers all rushed their tobacco to market at the same time in the year, without regard to market or financial conditions and with the inevitable result that, except during the years of the World War, the growers were compelled to accept whatever price was offered them for their product.

Speaking on the subject "The Truth About the Burley Tobacco Co-operative," Mr. Stone said that the co-operative marketing of Burley tobacco had wrought an almost miraculous transformation in most of the counties of the Burley district within the past two years. He contrasted present prosperous business conditions throughout the Burley belt with the situation of the farmers, merchants and bankers following the disastrous slump in the prices of the 1920 tobacco crop and asserted that the improvement in conditions was due almost entirely to the orderly marketing of the chief cash crop of the farmers of the Burley district.

Much to Be Told

"I am here," said Mr. Stone, "to tell you in detail what the Burley Tobacco Growers' Co-operative Association has accomplished in the first two years of its operation. There is so much to be told I may overlook something that some of you may be interested in, so when I have finished if any man or woman in this audience desires to ask any question about the operation I will answer it if I can, and if I cannot, I will say so frankly.

"Tobacco growers of Southern Ohio in 1921 raised a crop of approximately 8,000,000 pounds. The past year Southern Ohio produced close to 14,500,000 pounds of Burley tobacco, an increase of nearly 75 per cent. Gallia county, in 1921, produced 1,049,100 pounds and in 1922 increased that production to 1,330,000 pounds. This county and the adjoining counties, therefore, produce enough tobacco to become a factor in the Burley tobacco market situation of the district. Depending as you do upon a profitable return for your tobacco, you naturally will welcome any improvement in the marketing of your product which will assure to you that profitable return. You had no assurance of a profitable return under the old system, by which representatives of the manufacturers and speculators came to your farms and bought your tobacco, and your experiences over a period of twelve or fifteen years have conclusively proven that there was no stability about the loose leaf auction system of selling tobacco, although many growers believed the loose leaf auction system the best plan that had ever been devised for the selling of Burley tobacco, and I think myself it was the best plan until we had the opportunity to adopt the co-operative system of selling, which means simply the orderly marketing of our crops at prices based upon the cost of production and the law of supply and demand.

Selling Under Old System

"Under the old system, whether tobacco was sold in the loose leaf warehouse at auction, or in the barn to the buyers' representatives, it was sold at the buyers' prices and often without regard to what it cost the farmer to produce it. It was inevitable that under such conditions the growing of Burley tobacco should become unprofitable, and it is a fact that, except during the years of the World War, few farmers anywhere in the Burley district made money from their tobacco crops. A large farmer and banker of Madison county, Kentucky, told me that he had grown tobacco for forty years and that in all that time he had received prices that he regarded as profitable in but five years. Doubtless thousands of other tobacco growers have had the same experience.

"What you gentlemen are interested in, I take it, is the establishment of a system of marketing tobacco that will insure profitable prices year after year, not 6c a pound one year and 10c a pound the next, as in the old days, or 38½c a pound which was paid for the 1919 crop, and then 12c a pound which was paid for the 1920 crop, although it cost as much to grow the 1920 crop, if not more, than it did to grow that of 1919. What you want, I take it, and what all the farmers of the Burley district want, is a system by which you can have something to say about the price of your tobacco.

"The practice everywhere in this country, so far as I know, has been for the farmers to 'dump' their products upon the market as soon as harvested. This system applied not only to tobacco but to most of the farm products. I suppose that there are few persons in this room who have not observed how the price of wheat, for instance, would advance in the markets of the world within a few weeks after all of it was out of the farmer's hands. This happened regularly, year after year, and the consumer had to pay the cost of the increase

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in the price of wheat, because the price of flour naturally followed that of the grain.

Marketing Under New System

"Under the co-operative system of marketing tobacco, or any other farm product, speculation is eliminated, or at least minimized. Individually the farmers of the country have never been able to finance their marketing. They could not hold their crops off a market which was not ready to receive them. Organized, and operating collectively, the farmers not only can finance their marketing but they can hold their crops until the markets are ready to receive them. Take, for instance, the case of the Kansas Wheat Growers. The past year they saved $2,000,000 in cash by holding their wheat for 60 days, and I think you will agree that that was a reward worth the effort. Working collectively, as an organization, the farmers were able to borrow money not only from the banks but from the Federal Reserve Bank and the War Finance Corporation to enable them to hold their crops until they could be marketed in an orderly and business-like manner.

"We had a similar experience soon after the organization of the Burley Tobacco Growers' Co-operative Association. We needed money to finance the handling of the 1921 crop. As the Association is a corporation not organized for profit and having no capital stock we had no money to begin business with, but the bankers of the Burley tobacco district, whose most profitable customers, after all, are the farmers, loaned us $4,500,000 to advance to our members when they delivered their tobacco. Judge Robert W. Bingham, the founder of our Association and the leader of this movement in the central states, loaned us a million dollars of his personal funds. Later, when we needed more money to assist in making the second payment to our growers, some of the local banks, together with the War Finance Corporation, loaned us what we needed. These loans enabled us to hold our tobaccos over the dull period and sell later at better prices when the market was ready to receive it.

"We carried over about 57,000 pounds of the 1921 crop, which had re-dried and stored in our own recei plants. In October of 1921, we sold 000,000 pounds of that tobacco at satisfactory prices and paid off the Finance Corporation loan and all o indebtedness and in December we the remaining 3,000,000 pounds at pr that had never been paid for tobacc the history of the Burley district ex during the World War."

Mr. Stone declared that the polic the Burley Tobacco Growers' Co-op tive Association was to cultivate frie relations with the manufacturers. said, after all, the manufacturers good business men and as such busi men they had merely bought their quirements in the way that was r advantageous to them.

"Men will not continue," he said, produce tobacco, or any other kind crop, unless they realize a profit fro and unless the tobacco growers do ceive profitable prices it is only a q tion of time until they cease produc For that reason I believe that the m facturers, who are keen business men, beginning to see the wisdom and ju of a business organization among growers. All that the growers are ing, and all that they are seeking bring about through the co-opera marketing of their crops, is a fair p for their tobacco, a reasonable retur the fruit of their labors in the tob fields. Certainly no one can ask the take less and if they will stand unit together it is a certainty that no one compel them to accept less, unless over-production they make good p impossible.

Partial Payments

"A number of objections have been vanced against the co-operative sy of selling tobacco. First of these is objection that the grower does not all his money at one time. To my this is not a valid objection, because system of payment has its advant Tobacco growers of the Burley dis remember very keenly that they did all their money at one time in 1920.

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nine cases out of ten it was not ough money to pay for growing the p that year, and that was one of the sons why it was not difficult to con- ce the sensible farmers of the Burley tricts that they ought to join together find some other system of selling lir tobacco. Human nature is very ch alike, whether in Ohio, Kentucky, any other state, and there are very of us who receive money in consid- ble amounts who do not spend some it foolishly. Down in Kentucky ten- growers, under the old system, uld receive all their money when they their crops over the loose leaf ehouse floors. Within sixty days rwards, most of them were broke borrowing money from their land- s against the crop of the coming Under the co-operative system of ng the tobacco grower receives a suf- nt advance on the delivery of his cco to take care of his pressing ls, to pay his grocery and other bills. en he plants his crop along in the ng he again needs money, and the perative association, under ordinary litions, will have another payment y for him by that time, so he does ave to borrow money from his land- to pitch his crop. In the fall when uts his tobacco and houses it, he will n be in need of money and, under nal conditions, he will get that ey from his association. Under this he is going on his own resources, becoming a self-reliant, if not an endent, citizen and he is not put to umiliation of going to his landlord sking for money to buy the necessi- of life for his children and to pro- the crop of the coming season. We that the system works extremely down in Kentucky and a great many e growers of the 1921 crop declared hey got more money in the advance at crop when they delivered it than received for their entire 1920 crop, hat the second and third payments 'velvet.'

Salaries Paid to Officials

Objection is made also, on the part ose who are opposed to co-operative ting, to the 'high salaries' paid to -operative marketing officials. There e little doubt that under the old n the tobacco growers paid all sal- in connection with the marketing eir crop, but the names of these id not appear on their pay-roll and they had nothing to say as to the fixing of these salaries. Under our system of organization if there should ever creep into its operation any abuses of any kind the growers have it in their own power, through the election of their directors, to eliminate these abuses.

Objections to System

"The most earnest objection, however, to the co-operative system of marketing comes from those whose business is affected adversely by the new method of handling tobacco. No man can be blamed for fighting for his own interest, so long as he fights honestly and fairly, and this association does not blame any man for seeking by honorable methods to continue to share in the profits of the farmers. Chief among these objectors are loose leaf warehousemen, speculators, so-called 'pin-hookers' and others who under the auction system shared more or less liberally in the profits of the Burley tobacco farmers. The warehouseman, of course, performed a useful function. He offered the best system then devised for the grower to dispose of his tobacco and he was entitled to compensation to a reasonable degree for the services that he rendered. I think it can be truthfully said that the loose leaf warehousemen, as a general rule, were reasonable in their charges. The speculator, however, and the pin-hooker, performed no services for the farmer in any degree commensurate with the charge they rendered for that service. Many farmers brought their tobacco to market, placed it upon a floor of a loose leaf warehouse, and there sold that tobacco before it was offered for auction to a speculator at a price far below what it brought when put up for sale. Pin-hookers and speculators often made as high as $8,000, $10,000 or $15,000 a year off the labors of Burley tobacco growers, not only in Ohio but in Kentucky and all the other states of the Burley district. And the difference between the prices paid by these speculators to the farmers and the prices received by them for the tobacco when finally sold was no small factor in bringing about the success of the Burley Tobacco Growers' Co-operative Association. With the speculator and pin-hooker eliminated the farmer gets every cent of the profit derived from his crop, and with the loose leaf warehouse eliminated the incentive to 'dumping' is taken away and only the orderly co-operative method of marketing is left for the grower to follow.

(*To be continued next week*)

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Louisville Tobacco Market Reports

LOUISVILLE, KY., June 2.—The Louisville Tobacco Board of Trade makes report on the hogshead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to June 1

Warehouses	Week: Auction sales	Week: Private sales	Week: Total for week	Year, Jan. 1, to date
Turner	....	....	....	792
Kentucky	....	1	1	6,037
Main Street	....	3	3	3,576
Planters-Farmers	57	....	57	7,217
New Tenth Street	....	....	....	2,824
Louisville	....	....	....	4,102
	61	....	61	23,548
Year 1922	1,224	....	1,224	41,168
Year 1921	496	....	496	35,487
Year 1920	252	....	252	31,535

Classifications of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	61	....	61
Dark	....	....	....
	61	....	61

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	6,789	14,649	21,438
Dark	1,553	557	2,110
	8,342	15,206	23,548

Classification of Sales to same Date in

	1922	1921	1920
Burley	39,521	33,131	30,156
Dark	1,647	2,356	1,379
	41,168	35,487	31,535

Comparisons with Previous Years

Sales—	1923	1922	1921
Total sales of new crop to date	19,728	14,704	29,104
Sales of new crop to date. Original inspection	16,009	12,209	24,098
Rejections—			
Rejections this Week:			
Burley	....	....	....
Dark	....	....	....
Total	....	239	122
Percentage of Rejections to Auction Sales:			
Burley	....	....	....
Dark	....	....	....
Total	....	27	25
Rejections, Jan. 1 to Date:			
Burley	4,638	....	....
Dark	350	....	....
Total	4,988	8,668	7,181
Receipts—			
Receipts this week	260	377	357
Receipts, Jan. 1 to date	16,584	25,111	27,371

Monthly Report

Tobacco Sales for the Month and Year to May 31, 1923.

Warehouses	Month: Auction sales	Month: Private sales	Month: Total for week	Year, Jan. 1, to date
Turner	....	....	....	792
Kentucky	498	100	598	6,036
Main Street	46	1	47	2,573
Planters-Farmers	416	67	483	7,160
New Tenth Street	254	18	272	2,824
Louisville	....	....	....	4,102
	1,214	186	1,400	23,487
Year 1922			5,614	40,693
Year 1921			1,773	34,991
Year 1920			1,078	31,283

Classifications of this Month's Sales.

	Old Crops	1922 Crop	Total
Burley	1,015	89	1,104
Dark	208	88	296
	1,223	177	1,400

Classifications of Sales Jan. 1 to Da

	Old Crops	1922 Crop
Burley	6,728	14,649
Dark	1,553	557
	8,281	15,206

Classifications of Sales to same Date

	1922	1921
Burley	39,074	32,641
Dark	1,619	2,350
	40,693	34,991

Comparisons with Previous Years.

SALES	1923	1922
Total Sales of new crop to date	19,728	14,704
Sales of new crop to date. Original inspection	16,009	12,209
REJECTIONS		
Rejections this Month:		
Burley	234	
Dark	47	
Total	281	937
Percentage of rejections to auction sales:		
Burley	24	
Dark	21	
Total	23	22
Rejections, Jan. 1 to date:		
Burley	4,638	
Dark	350	
Total	4,988	8,518
RECEIPTS		
Receipts this Month:	1,091	2,383
Receipts, Jan. 1 to date	16,584	24,954

Stock Report

Receipts, Deliveries and Stocks for the and Year to May 31, 1923

Warehouses	Receipts During Month	Deliveries During Month	Receipts Jan. 1st to date	Deliveries Jan. 1st to date
Turner	....	61	630	816
Kentucky	389	578	4,301	4,907
Main Street	27	91	1,627	2,085
Planters-Farmers	414	470	5,125	5,068
New Tenth Street	261	200	2,141	1,914
Louisville	....	....	2,760	2,805
	1,091	1,400	16,584	17,595
Year 1922	2,383	3,535	24,954	27,881
Year 1921	1,381	1,827	27,112	25,063
Year 1920	891	2,175	23,302	26,362

Hopkinsville Average, $1

HOPKINSVILLE, Ky.,—Total sal the week, 40,045 pounds; averag per 100 pounds, $10.03. Sold to 1922 crop, 13,982,210 pounds; price per 100 pounds, $14.52. same time last year, 20,049,445 p average price per 100 pounds, $ J. W. HANCOCK, President Hopk Tobacco Board of Trade.

Clarksville Average, $

CLARKSVILLE, Tenn., June 2.—S the loose leaf tobacco this week an to 77,415 pounds. Sales for the total 8,864,915 pounds. Sales la son amounted to 12,467,035 pound erage price this week, $14.03 erage for the season, $14.58. Ave same date last season, $15.83.- SMITH, Supervisor.

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Burley, Aircured, Green River, Fired Dark, Maryland, Virginia and Seed Leaf Tobaccos.

On all markets. We air dry and steam dry on most of the loose markets, and have the latest improved Philadelphia Textile Steam Dryer in our Louisville Factory for handling Leaf and Strips. Orders and correspondence respectfully solicited.

Official Quotations at Louisville, June 1, 1923

	Burley, Old			
	Dark Red	Bright Red	Colory	Dark Manufacturing
lash (green or mixed)..	6 to 7	to 7	7 to 8	to 4
lash (sound)	7 to 9	8 to 10	8 to 10	4½ to 5½
mmon Lugs	9 to 12	10 to 14	12 to 15	5½ to 5½
dium Lugs	12 to 16	15 to 17	15 to 20	5½ to 6½
od Lugs	16 to 18	18 to 20	20 to 24	6½ to 8
mmon Leaf (short)...	12 to 14	12 to 16	20 to 22	8 to 10
mmon Leaf	14 to 18	16 to 18	22 to 26	10 to 14
dium Leaf	18 to 24	18 to 24	28 to 35	14 to 16
od Leaf	25 to 30	25 to 30	40 to 45	18 to 20
e and Selections.....	30 to 35	35 to 40	50 to 55	22 to 25

	Burley, 1922 Crop		
	Dark Red	Bright Red	Colory
sh (green or mixed).....	10 to 12	12 to 14	13 to 15
sh (sound)	12 to 14	14 to 16	16 to 18
mon Lugs	14 to 16	15 to 17	18 to 20
lium Lugs	16 to 18	18 to 20	20 to 23
od Lugs	19 to 21	20 to 22	23 to 27
mon Leaf (short).....	10 to 12	14 to 17	18 to 22
mon Leaf	14 to 18	18 to 20	22 to 25
od Leaf	26 to 35	28 to 35	30 to 35
and Selections	35 to 42	38 to 42	40 to 49½

N. B.—Unsound or defective in condition, length or color, or mixed packages, 1 cent to 3 cents lower.—F. E. Brocar, Secretary.

ium Leaf	22 to 26	24 to 28	27 to 30

Paducah Prospects

Paducah, Ky., June 2.—The movement ose tobacco has dropped off some last week. This is due largely to act that farmers are very busy with ing this year's crop and are not g time to make deliveries that they d have otherwise made. However, eries have kept up each day and the iation has been receiving and deliver- esides it is busy with packing unsold es, and market conditions are about ame as have ruled for some time

liveries will be lighter from now on he greater part of the crop should ut of the farmers' hands by June ut due to the unfavorable weather tions it may be later.

ere have been a few old lugs sold g the past week at prices ranging 4½ to 7 cents and some deals are ng for some rather large lots. There ll in this district about 1200 hogs- that we know of out of the 1919 920 crops, and the owners are very us to close them out, and no doubt larger sales will be consummated

Progress with Planting

weather during the past week has showery with some heavy rain in some localities. Still farmers have made wonderful progress with planting this year's crop of tobacco, and the indications are that the greater part of the crop will be planted during the present season. No doubt as much as 60 per cent of the crop has been planted. Plants are plentiful and are of splendid growth and with this damp weather are living finely. The ground is very moist and will hold sufficient moisture for planting after the land is prepared without another rainy spell, and I believe by the end of next week we will see practically all of the crop planted. It is hard to estimate what this year's planting will be, but it is certain that an average crop will be planted and possibly more. Labor conditions are very unfavorable or we would see the largest crop ever planted. As it is there is some danger of farmers over-cropping and making poor quality. Their lands are having to be prepared hurriedly and a great deal of the crop is being planted on ground that has not been well prepared.—W. B. Kennedy.

A Second Payment to Burley Members

Lexington, Ky., June 4.—More than 83,000 growers of Burley tobacco in the states of Kentucky, Ohio, Indiana, Ten-

Clown Cigarettes and Old Hill Side Smoking

Manufactured by
Axton-Fisher Tobacco Co.
Incorporated
Louisville, Kentucky, U. S. A.

SMITH & SCOTT TOBACCO CO.
(Incorporated)
Manufacturers of Plug, Twist and Smoking.
SILVER TIP · TURKEY TWIST · BLACK WAXIE · PRIDE OF DIXIE
Write for samples and prices.
PADUCAH KENTUCKY

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Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco
OFFICE AND FACTORY:
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O. H. ELLIS & CO.
Leaf Tobacco Brokers and Dealers
Export types, spinners, wrappers, binders, fillers, cutters, and Italian Manufacturing types
SPRINGFIELD, TENNESSEE
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Branch Factories on Loose Leaf Markets in Both Burley and Dark Sections.
Orders and Correspondence Respectfully Solicited

Cable "Miller" Paducah Codes—A. B. C., 5th Edition.
ED. R. MILLER & SONS
DEALERS and BROKERS
Dark Fired Kentucky Leaf Tobacco
PADUCAH, KY. U. S. A.

FRIEDBERG BROS., Inc. LEAF TOBACCO
Dealers in All Kinds of
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Carolina
Kentucky
Tennessee
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ssee and West Virginia will share in distribution of $15,000,000 by the Bur- Tobacco Growers' Co-operative As- iciation, checks totalling that amount ling mailed to members of the Associa- n this morning.

The total paid the growers on their 22 crop, Secretary and Treasurer H. e Earley said today, is $33,600,000, the yment being mailed today totalling out 80 per cent of the amount paid the mbers when their tobacco was deliver- at the association's receiving plants t winter and spring.

Besides the regular office force, Secre- y Earley was assisted by about 50 ex- clerks and accountants, employes of receiving plants of the association, making ready the second distribution. e work of preparing the checks and tements required two weeks of strenu- s work, a part of it night and day.

More than 128,000 checks were neces- y to make the distribution, more than 000 growers sharing in the dividend, ides others to whom many of the wers had assigned an interest in the tribution as a security for money ad- ced, almost every bank in the district ing advanced money on the second ment.

Small Auction Sales

HOPKINSVILLE, Ky., June 2.—Loose r sales of unpooled tobacco for the t week were only 40,045 pounds, mak- a total of 13,982,210 pounds for the son to date.

The average price for the week was .03, against $13.48 for the same week year. The average for the season $14.52 against $14.57 at the same time ear ago.

Prices for the week were unchanged, ging:

rash—$3 to $5.

ugs—Common, $5 to $7; medium, $7 $9; good, $9 to $12; fine, $12 to $16.

eaf—Low, $10 to $12; common, $12 $20; medium, $20 to $27.50. No good ine leaf offered.

The offerings for the week were not small, but the quality was not such would excite interest. It was all ll lots and mostly the leavings of s.

The season is about at an end, one or of the rehandling plants have already down, and all are rapidly winding so that they too will soon close for Summer.

ontinued wet weather has given the ners ample opportunity for complet- planting and probably all have fin- ished, so far as their land was prepared. Some had not prepared all the land they wanted to put into tobacco and the wet conditions have prevented their doing this. But a very large portion of the crop is on the hill now and it is looking well. Corn, too, is coming along fine.—M. E. BACON.

Making Drive for New Co-op. Members

HOPKINSVILLE, Ky., June 4.—The membership drive by the Dark Tobacco Growers' Co-operative Association of Kentucky and Tennessee, now under way in the One Sucker district, has brought in more than 300 signed contracts for something above 1,500 acres up to date. At Franklin the following resolution was adopted by the business and professional men:

"We, the business and professional men of Franklin, desire to go on record as being 100 per cent in favor of any movement that will be of financial aid to our community and our people. We believe this is to be the greatest forward step our people have ever taken and we stand ready to assist them. We urge growers to join with their neighbors and friends and make the association 100 per cent strong."

To Meet at Paducah

The June meeting of the board of directors will be held at Paducah Thursday of the present week. It promises to be one of the most enjoyable, as well as important meetings yet held, for the board will be given a dinner at the Country Club and Senator Leroy Percy, of Greenville, Miss., is announced for an address on co-operative marketing. This will be the first time the board of directors has ever met in Paducah.

In the Green River district the association received about 30,000,000 pounds and the loose floors sold 14,500,000 pounds, giving a total crop for that district of 44,500,000 pounds. Part of this tobacco is still unsold.

A new receiving house is to be built in Cadiz this Summer, to be completed in time for handling the new crop. New houses, it is said, will also be erected at Tompkinsville, Smith's Grove, Princeton, Kuttawa, Murray and other points.

Growing More Burley

Maury County, Tennessee, is showing an increasing interest in growing burley tobacco and it has been announced that the crop for this year will be sold through the Burley Growers' Co-operative Association.

Up until last year Maury County farmers had not attempted to grow tobacco. But a few farmers, after consulting soil specialists and being informed that the soil of Maury County was very similar to that of the Bluegrass and tobacco section around Lexington, Ky., decided to try a small planting. Less than 100 acres was put out but the crop demonstrated that it could be grown very successfully and this year the crop will be at least 500 to 600 acres. In addition, Giles County, Tennessee, has also taken an interest in tobacco growing and will probably put out 200 acres this year.—M. E. BACON.

Retrieves His Tobacco After Ten Years

Retrieving his tobacco in excellent condition after it had been cached for 10 years, is the experience of a Canadian trapper who makes the wilds of Northern Manitoba his hunting ground. In 1913 he made a cache at Copper Lake, which is 72 miles north of The Pas. In this cache he placed three pounds of tobacco in six half-pound tins. Returning to Copper Lake early in the present year he found that the cached tobacco was as good as ever, although it had been there about 10 years.

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Warehouse and Steam- Drying Plant
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KENTUCKY CLARKSVILLE SPRINGFIELD HOPKINSVILLE WESTERN DIST.
BURLEY OHIO MARYLAND

A NEW ERA

for

Porto Rican Tobacco

The day of prosperity for the Porto Rican Tobacco Industry has arrived.

The Phenomenal success of many of the advertised brands of "mild Havana Cigars" is largely due to the use of Porto Rican Tobacco either exclusively or blended with other Tobacco as a filler.

In the past it was not always possible to tell whether the Tobacco sold as Porto Rican was all grown on that Island or mixed with a Foreign Tobacco, but now

The Government Guarantees

the source of all Tobacco—either in the leaf, scraps, or in cigars—shipped from Porto Rico.

This is done by means of Stamps affixed to every barrel or bale of Tobacco and on all boxes of cigars or "little cigars."

The White Guarantee Stamp

on shipments of Tobacco guarantees that it is of pure Porto Rican growth; on boxes of cigars that the contents were manufactured from Tobacco grown on that Island.

For further information write or call

GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

136 Water Street
New York

Wm. L. Dannahower
Agent

Telephone John 1379

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Siboney —*May 29*

	Cases
Central Union Trust Co	34
United Cigar Stores Co	17
Duncan & Moorehead	3
Young & Glenn	1
A. J. Billin & Co	2
Grosvenor Nicholas & Co	11
B. Wasserman Co	12
Park & Tilford	18
G. S. Nicholas & Son	3
Stern Co	3
N. Y. & Cuba Maill S. S. Co	23
To order	1

Tobacco from Cuba

S. S. Santiago —*May 29*

	Bales
Newri Vande Wetening	161
To Order	130

S. S. Siboney —*May 29*

	Bales
J. Bernheim & Son	100
Andrew Wilson & Co	334
S. Ruppin, Inc	15
	Barrels
Greenhall Bros	60
F. La Rosa	13
Selgas & Co	70
American Cigar Co	76
H. Duys & Co	93
J. Florfein	50
Wait & Bond	161
Stern-Mendelsohn Co	24
Andrew Wilson & Co	100
S. Ruppin, Inc	157
	Packs
J. Bernheim & Son	217
Montag & Cassidy	5
S. Ruppin, Inc	61
G. M. Beyea	226
N. Y. & Cuba Mail S. S. Co	333

Cigars from Porto Rico

S. S. Ponce —*May 30*

	Cases
Porto Rican American Tob. Co	62
United Cigar Stores Co	98
Infanzon & Rodriguez	14
A. Moss	2
Royal Bank of Canada	3
Villar, Lanza & Co	2

Tobacco from Porto Rico

S. S. Ponce *May 30*

	Bales
L. Hirsch	53
	Barrels
C. A. Philippi	20
L. Hirsch	28
Max Gans' Sons	6
A. Rojas	100

Cigars from Manila

S. S. Patrick Henry *May 31*
Austin Nichols & Co ..... 20 cases

S. S. City of Lincoln *June 1*

	Cases
H. W. Peabody & Co	15
S. Frieder & Sons	9
American Express Co	35

Tobacco from Manila

S. S. Patrick Henry —*May 31*
Chartered Bank of India, Australia & China ..... 64 bales

S. S. City of Lincoln —*June 1*
S. J. Freeman & Son ..... 5 bales

Tobacco from Hong Kong

S. S. City of Lincoln *June 1*

	Packs
Kwong Yuen Shing	639
To Order	500
To Order	5 cases

Tobacco from Rotterdam

S. S. Veendam —*June*

	Ba
Cullman Bros	1
Consolidated Cigar Corp	
Hinsdale, Smith & Co	
W. O. Smith & Co	
Manus, Muller & Co	
Morris Rosenberg & Co	
Irving National Bank	
A. Bornholdt & Co	
H. Duys & Co	
American Express Co	
E. Rosenwald & Bro	
W. Van Doorn	

Tobacco from Glasgow

S. S. President Monroe —*May*
Alfred Dunhill ..... 13 ca

Tobacco from London

S. S. President Monroe —*May*
T. Cook & Sons ..... 2 pac

Tobacco from Southampton

S. S. Berengaria —*June*
R. F. Downing & Co ..... 2 ca

Cigarettes from Porto Rico

S. S. Ponce —*May*
United Cigar Stores Co ..... 2 ca

Cigarette Paper from Marseilles

S. S. Blossom Heath —*June*
To Order ..... 1 c

Briar Pipes from Havre

S. S. Chicago —*May*
F. Murray Hill & Co ..... 34 ca

S. S. Paris —*June*

	Ca
Metropolitan Tobacco Co	
A. Oppenheimer & Co	
J. W. Surbrug, Inc	

Briar Pipes from Bremerhaven

S. S. President Fillmore —*Jun*
Freedman & Slater ..... 3 ca

Cigarette Holders from Hamburg

S. S. Mongolia —*May*
To Order ..... 3 ca

Cigarette Holders from Havre

S. S. Paris —*Jun*
W. M. Demuth & Co ..... 2 ca

Smokers' Articles from Southamp

S. S. Berengaria —*Jun*
F. Murray Hill & Co ..... 6 ca

Licorice from Catania

S. S. Perseo —*May*
To Order ..... 35 ca

Licorice from Marseilles

S. S. Blossom Heath —*June*
To Order ..... 64 ca

Gum Tragacanth from Constantino

S. S. Sangamon —*Jun*

	Ca
T. Orditsopolou	
American Levant Trading Co	
To Order	

Imports and Exports at N Orleans

The following are the Imports and E ports through the port of New Orle for the week ending May 31:

Filler Tobacco from Cuba

By S. S. *Chalmette*, J. M. Gonza 5 bales.

J. M. Gonzalez, 5 barrels.

A. M. SANTIAGO HMNO S. en C.

GROWERS, PACKERS & EXPORTERS OF

Porto Rican Tobacco

P. O. Box 113, Aibonito, Porto Rico

Plantations at La Plata, Aibonito

Cigars from Cuba

y S. S. *Chalmette*, U. Koen & Co., 3 .ses.

Exports

For Havre, by S. S. *Hannington*, ourt, 417 hhds. tobacco.
For Rotterdam, by S. S. *Maasdam*, 47 ids. tobacco.
For Liverpool, by S. S. *DuQuesne*, 270 ids. tobacco.
For Hamburg, by S. S. *Sachsenwald*, hhds. tobacco.

St. Louis News Notes

St. Louis, Mo., June 2.—In spite of ich rain, it having rained nearly every y for the past few weeks, business con- ues to hold up remarkably well and e jobbers and retailers are quite opti- stic over business conditions.

After a long legal fight over the will the late Jacob Lambert, the million- e cigar manufacturer, which landed in State Supreme Court, after the defeat a group of nieces and nephews, who ught to break the will on the grounds t Lambert's sister, Mrs. Rosa Graff, o was made the chief beneficiary of his ate of $1,200,000 had "fraudulently sled and wrongfully influenced" the l making, that court has affirmed the ision of a St. Louis Circuit Court, ich upheld the will.

Lambert, a bachelor, lived with Mrs. Graff and her husband, Bernard Graff. s will cut off the nieces and nephews h nominal sums. The will was dated uary 21, 1921. The plaintiffs sued to ak the will on March 18. The Cir- t Court upheld the will and denied a rial. The contest was taken before Supreme Court, which decided inst the contestants.

Concessions on cigars, cigarettes and kers' articles, have recently been made the cigar department of the Grand der, and it has resulted in a big bus- s by that department.

). A. Immerhausen, for 33 years in the tobacco business, 26 years of which nanager of the St. Louis branch of the Hussy Leaf Tobacco Co., has retired n the business and has been succeeded Edward Linnemeyer and John A. te, both connected with the firm for ears. Mr. Immerhausen will be gen- manager of the Normandie Golf b.

Recent Visitors

Many visitors have been in St. Louis ntly. Among them have been: José das of José Pendas & Co.; Jack Ro- berg of Fernandez, Fernandez & Co.; W. Howe, of Bradley & Hubbard nufacturing Co.; R. E. Breder of Ar- les, Lopez & Bro.; Tom Monroe of tz Cigar Co.; Arthur Lenfesty of t-Dillon Co.; Jacob Mazer, presi- of the Mazer Cigar Manufacturing Ben Block, representative of Park Filford; E. R. Lincoln of Lincoln rs., and Louis P. Sutter of Louis P. ler & Bros.

Trade Notes

he Royal Kid, made by the Pan erican Cigar Co., and distributed by Stickney-Hoelscher Cigar Co., is go- great. W. P. Jarrett, sales manager he company who has been here for ast two months "boosting" the cigar, remain another month and finish his He was recently visited by the presi- of the company, Herman Lesier, complimented him on his excellent c.

ilton Cohen, of D. Emil Kleon Co., ck from a Southern trip.

L. Nelson, of the Falk Tobacco Co., a trip through the South.

ac Lowenhaupt, a Hot Springs, Ark., jobber, has been here for a few days ng his brother Haymer Lowenhaupt oss & Lowenhaupt.

Louis Friedman is at Excelsior Springs, Mo., for a rest and will visit New York and Chicago before returning to St. Louis.

Harry Gilley of the Parker-Gordon Cigar Co., has been on a trip through Illinois and Missouri.

W. W. Haynie, of the Haynie System, is in New York on a business trip.

A. A. White, of the Consolidated Cigar Corp., is in chicago. He has been here on a Dutch Master campaign. Dutch Mastres are distributed by Stickney-Hoelscher Cigar Co.

Notable Window Displays

Some notable window displays recently, have been the Harvester, by Stickney-Hoelscher Cigar Co.; Garcia & Vega, by Dengler & Hatz; Consolation, by Chas. P. Stanley Cigar Co.; Delhi, by Moss & Lowenhaupt; Preferencia, by William A. Stickney Cigar Co.; and Dutch Master by the Grand Leader cigar department.

Polish Match Production

Washington, D. C., June 5.—Consul General Keena, at Warsaw, has sent the following report to the Department of Commerce regarding the match factories of Poland:

"There are at present 16 match factories in Poland, one having been established recently in former Russian Poland. Of this number, 8 are former Austrian Poland, 3 in former German Poland, and the remaining 10 in former Russian Poland. Two of the largest factories are in the county of Warsaw and another important factory is located in the town of Czestochowa. Several factories are situated in the eastern and northeastern districts of Poland, where there is an abundance of wood which is especially suitable for the manufacture of matches.

Raw Materials Used for Polish Matches

"The matches manufactured in Poland are safety matches. About 50 per cent potassium chlorate is used in combination with antimony, sulphur, and other substances. The principal wood is aspen, but pine and poplar are used occasionally. At the beginning of 1923 the exportation of aspen was forbidden by the Polish government, to the satisfaction of the owners of match factories but to the great dissatisfaction of lumber dealers, who are thus obliged to sell their aspen in Poland at lower prices than they could get abroad. The wood is coated with paraffin obtainable in Poland.

Output and Exportation of Matches

"According to figures furnished by the Polish Ministry of Commerce, 84,706 cases, each case containing 5,000 boxes of 100 matches, were manufactured during the first eight months of 1922. Exact figures for the last four months of the year are not available, but it is estimated that more than 50,000 cases were manufactured.

"During the first four months of the year only 145 cases were exported, but during the following four months the amount increased to 8,117. Matches exported from Poland went principally to Great Britain, France and the Netherlands. The Polish Government hopes that matches manufactured during 1923 will total 245,000 cases and that 130,000 cases will be available for export.

"The consumption of matches in Poland, not counting a few carloads from a Danzig factory and a few small boxes from Czechoslovakia, is estimated for the whole year at 110,796 cases."

Plans European Trip

Jack Marqusee, of Julius Marqusee & Son., is planning to sail for Europe on June 16, on the steamer *Rotterdam*. He is to be accompanied by his younger brother Gerald, and they will probably attend some of the inscriptions.



DONATO VIGIL & CO.
Importers and Exporters of
LEAF TOBACCO
San Juan, Porto Rico

AIXALA & CO.
Dealers in Porto Rican Tobacco
ALSO PACKERS AND DEALERS OF HAVANA TOBACCO
New York Office — M. A. André 169 Front St.
Havana Office — Corrales 6, 8 and 10

L. SCHMID & CO., Inc.
Importers of Sumatra Tobacco
138 WATER STREET NEW YORK

KOHLBERG-GONZALEZ CO.
INCORPORATED
PORTO RICAN TOBACCOS
144 Water Street, NEW YORK Tel. John 2821
Warehouses & Plantations: AIBONITO—COMERIO—GURABO

MAX GANS' SONS, Inc.
Packers, Growers & Importers of
PORTO RICO TOBACCO
197 Water Street, New York

Warehouses: Caguas, P. R.
ISIDORE COHEN
PACKER OF
PORTO RICO TOBACCOS
147 WATER STREET NEW YORK, N. Y.

Cable "Jarieraco," San Juan — Codes A. B. C. 5th Edition
ALONSO RIERA & CO., Inc.
THE TOBACCO PALACE
58-62 Tetuan St., San Juan, P. R.
Importers and Exporters of Leaf Tobacco
The oldest tobacco house in Porto Rico

Cable "Rodevia" — Code A. B. C. 5th Edition
Bayamon, P. R.
RODRIGUEZ, HEVIA & CO.
Barrio Nuevo, Bayamon, P. R.
GROWERS, PACKERS and STRIPPERS of PORTO RICAN TOBACCO
Specialty—Comerio and Naranjito Tobacco

HERMANN J. ROSE
Packer of Porto Rican Cigar Leaf Tobacco
Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.
Quality, Not Price SANTURCE, PORTO RICO

RAMON MORAN & COMPANY
Growers, Packers & Strippers of
Porto Rican Leaf Tobacco—Exclusively Inland
MANATI, PORTO RICO

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF **TOBACCO**
145 WATER STREET, NEW YORK

THE MEADS TOBACCO CO.

If It's TOBACCO *We Have It*

RED LION, PA. U. S. A.

W. K. Gresh & Sons
NORRISTOWN, PA.
Manufacturers of
The MEDITATION Cigar

Write Us if you need
PENNSYLVANIA
Correspondence Solicited
Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

E. L. NISSLY & SONS
Growers and Packers of
CHOICE CIGAR LEAF TOBACCO
Packing Houses, LANCASTER & FLORIN
Main Office, FLORIN, Pa.
Critical Buyers always find it a pleasure to look over our samples
Samples cheerfully submitted upon request

I. H. WEAVER CO.
LEAF TOBACCO
237-39-41-43 N. Prince St., LANCASTER, PA.

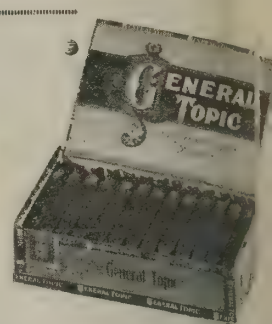
PENNSYLVANIA TOBACCO
All Lancaster County Grown
The Cream of the Rich Northwest Section
MT. JOY FARM PRODUCTS CO., Inc.
Co-operative Packers and Jobbers
MT. JOY, PENNSYLVANIA

J. U. FEHR & SON
Packers of LEAF TOBACCO
Zimmer, Gebhardt, Dutch & Penna a Specialty
135-141 Maple St. READING, PA.

WILLIAM H. WHITNER
Importer and Packer of
LEAF TOBACCO
24-25 and 26 Wall Street BINGHAMTON, N. Y.

It's
TOBACCO
You need every week

GENERAL TOPIC
Selected Long Filler Cigars
Jobbing Territory Open
5c
HERBERT M. SMITH CO., Red Lion, Pa.



Pennsylvania Tobacco Is Still Changing Hans

Lancaster Market Featured by Numerous Small Sales—Instrumental in Promoting General Feeling of Optimism Interests Share—Everybody at N. C. L. T. A. Conventi

LANCASTER, Pa., June 4.—The Lancaster market, though sapped of its activity by the sale of the greater part of its 1922 stock, is far from dormant at the present time, and during the past week resumed some of its former snap and bustle, though on a much smaller scale than the operations of several weeks ago. A steady undercurrent of activity may be detected in the numerous small sales which take place in the various packers' warehouses almost daily. This movement, while not extensive, is instrumental in promoting the general feeling of optimism which is shared alike by the packer, jobber and small manufacturer who look to a good summer and fall business.

The feeling of confidence in tobacco trade circles is further strengthened by the very general "boom" in practically all lines of industry in Lancaster and vicinity. While packers may look beyond Lancaster for omens of good business, it will be remembered that the larger proportion of the output from local manufacturers is consumed in this section and finds its market largely in Lancaster county. Building trades, nearly every line of commercial activity and all of the industrial plants are enjoying very brisk business and are operating to capacity. This fact finds an immediate reflection in the cigar business and as there is no indication of an era of depression, even in the "far sighted" vision of the pessimists, the jobber and the small manufacturer find every reason to be cheerful about the outlook for a season of prosperity. While the medium and higher priced cigar still enjoy the center of the stage, the makers of nickel goods report that their business is far from lagging and that a fair proportion of smokers prefer the cheaper product.

While it is generally conceded that a finer quality of Pennsylvania cigarleaf is being grown in Lancaster county at the present time than ever before, the growers are far from content with their product and have been, within the past several years, evidencing a genuine desire to raise the standard of Lancaster grown tobacco. The reason for this is probably two fold, and is of sufficient consequence to warrant the prediction that better and better Pennsylvania tobacco will be forthcoming from this section. In the first place, the tobacco farmer is distinctly "class conscious." He is proud of the fact that he is a tobacco grower and through his organizations such as the Lancaster County Tobacco Growers' Association and the Lancaster County Farm Bureau he puts this pride in his product into definite form by sponsoring many and various projects which react to the benefit of the tobacco growing industry. Secondly, the quality of Pennsylvania seedleaf has been raised tremendously by the aggressive propaganda for improved cultural methods and the eradication of disease which has been broadcast by the Farm Bureau and the Experimental tion at Ephrata. Most of the recomm dations, when endorsed by these two thorities, are unreservedly adopted have given the grower very profit returns both in increased yields and b quality.

The steam sterilization of the seed t the spraying of the young plants, fumigation of the seed bed to stamp insect pests which often destroy an e crop, and the application of special fertilizers were all, at one time, cla as dangerous "book farming," but now almost universally adopted by L caster county growers. It is entirely sible that the increased demand for P sylvania tobacco may be directly t to this work which has so greatly proved the quality, the mild, agree aroma and the free burning prope which are responsible for its favor.

The Plot Thickened—Then Cle

Old King Tut's tomb was a three circus compared to the several wareho which were visited today with a vie cornering some odd bit of informa for dissemination among the vassal His Majesty, TOBACCO. Absolute sil reigned within the pugently aromatic mains and only here and there coul occasional warehouse laborer be fo dreamily sorting out some stray cas seedleaf suspected of damage. Estab ment after establishment yielded not more and it was only when surprise turned to actual fear that the light d ed upon us,—today, why certainly, t was June 4, and June 4 was a date had long been marked on the caler of every member of the Lancaster Tobacco Board of Trade. And member of that "peptomistic" orga tion, it developed, had journeyed to York to attend the convention of the tional Cigar Leaf Tobacco Associa Our only hope is that they survive rigors that every convention is bou present and have sufficiently recover next week to lend a willing ear to inquiries.—KEYSTONE.

A Good Move

Isadore Cohen, Porto Rican to dealer and importer, has removed 118 Maiden Lane, to 147 Water S where he occupies the first floor. D the expansion of Mr. Cohen's busine was necessary to move to larger more convenient premises.

In New Quarters

William S. Brill & Son, are no stalled in their new quarters at Water Street, New York, where will be pleased to receive customer their famous Wisconsin and Pen vania tobaccos.

D. DREUX, Inc.
Successors to Wm. Quanjer, Inc.
Importers of Sumatra and Java Tobacco
Telephone John 2709 136 Water Street, New Yor

Lord Northcliff



5c Straight

TWO GOOD ONES

Brands that know no competition

FOR JOBBERS WHO WANT BRANDS THAT DUPLICATE

"Not an experiment"

Get in touch with us. Samples sent on request to reliable houses.

D. C. Kaltreider & Sons

Cigar Manufacturers

Red Lion, Pa.

Established 1898

Western Representative: Max S. Austrian, 5132 Drexel Ave., Chicago, Ill.



5c Straight

York County Activities

Cigar Stamp Sales Make Good Showing

York, Pa., June 4.—The receipts from the sale of cigar stamps at the York office of the International Revenue Collector, for the month of May, according to G. Frank Lindemuth, collector for the York-Adams division of the First U. S. Revenue District, at the close of business on May 31, amounted to $211,-991.85. These figures show the business of cigarmaking in this district to be as good as ever, and the dullness, which has been mentioned at different times, apparently confined to a few factories, some of which are accustomed during the Summer to quit business, which is resumed again in the Fall. The cigar stamp sales were better than for the month of April, when they reached $191,576.15. They surpassed May, 1922, with sales of $179,-997.23, and May, 1921, with sales of $184,527.40. The May stamp sales in the phenomenal year of 1920 totaled $292,-778.39, which established a record. The present month has surpassed the May sales of every year except 1920.

The amount of business done in the sale of tobacco stamps last month amounted to $8,856.72. This sum is less than the April receipts from this source, which amounted to $9,070.92. Nor does it equal May, 1922, when the receipts reached $9,779.85.

New Factories in May

Three cigar factories were opened in York County during the month of May. Their names, location and amount of bond furnished are: General Cigar Co., Manheastown, bond $10,000; Raymond F. Kunkel, 244 North George street, bond $500, and A. S. Frey & Co., Craley, bond $1,000.

Deputies in the collector's office began June 1 to classify the individuals, firms, partnerships and corporations paying federal taxes, which come under the Revenue Department and which include manufacturers of tobacco. The special liability is reckoned from July 1 of each year, or the first day of the month during which business is begun to the last day of June following. Where business is begun after the month of July, the tax to be paid is computed by multiplying the monthly rate by the number of months remaining in the fiscal year and if the amount involves a fraction the full cent must be included.

Included in the list of special-tax classes are the following: Manufacturers of tobacco—Annual sales not over 50,000 cigars; annual sales over 50,000 pounds, but over 100,000 pounds; annual sales over 100,000, but not over 200,000 pounds, and in respect to each 1,000 pounds or fraction thereof in excess of 200,000 pounds.

Manufacturers of cigars: Annual sales not over 50,000 cigars; annual sales over 50,000 but not over 100,000 cigars; annual sales over 100,000, but not over 400,000 cigars; annual sales over 400,000, and in respect to each 1,000 cigars, or fraction thereof in excess of 400,000 cigars.

Manufacturers of cigarettes: For each 10,000 cigarettes or fraction thereof. (This includes small cigars weighing not more than three pounds per 1,000.)

The cigar factory conducted by A. J. Olp, at 406 South George street, this city, resumed operations this morning, after being closed for a period of three weeks, because of a lack of orders.

A Trustee in Stoner Bankruptcy

Charles M. Strickler, York, was elected trustee at a meeting on May 29 of the creditors of E. B. Stoner, bankrupt Hallam tobacco manufacturer. The bond for the trustee was fixed at $25,000. Mr. Strickler was one of the receivers appointed by the local courts and is now trustee of the creditors under action taken in the United States District Court for the Middle District of Pennsylvania. The creditors' meeting was held in the office of William H. Kurtz, referee in bankruptcy. Appraisers of Stoner's assets are to be appointed.

The branch of the East Prospect Cigar Co. located in Wrightsville which had been closed for two weeks resumed full operations on May 29. Charles L. Dietz is manager of the factory.

U. L. Kline, cigar manufacturer of Yorkana, has returned from a business trip to New York City.

Co-operative Efforts

F. A. de Pilis, Vice-President of Patterson Bros. Tobacco Corporation of Richmond, Va., and New York, has received the following letter from T. L. Hughes, Tobacco Specialist of the Department of Commerce:

"Dear Mr. de Pilis:

"Your letter of May 24, enclosing a copy of a letter which you wrote to Mr. Dushkind, has been received.

"I am bringing this communication to the attention of Dr. Klein and am sure that he will read it with the same intensive interest as I found in its contents.

"It is gratifying indeed to note your good faith and hearty co-operation in the work that this Bureau is undertaking for the promotion of the tobacco industry, both from a domestic and foreign aspect, and I trust that we may be able to bring the importance of our work to the attention of many of the important factors in the industry, in such a manner that it will be fully comprehended.

"We are depending upon such enterprising firms as yours to make this Bureau of the greatest use possible and trust that we may have your valuable suggestions from time to time as to the manner in which we may best serve the industry."

Returns from Porto Rico

Jacob Rosenstadt, of Rosenstadt & Waller, leaf importers, of 162 Water Street, has returned from Porto Rico, where he recently purchased a good quantity of fine tobacco for his organization.



Full Value

BANK NOTE

Imported Sumatra Wrapped

The National 5c Cigar

Perfecto and Londres Shapes

Sold from Coast to Coast for Over 30 Years.

Jobbers and dealers desirous of handling this famous brand write

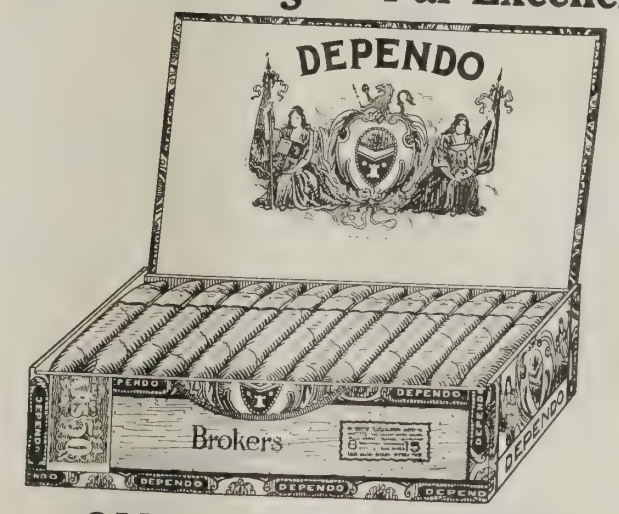
SUPERIOR CIGAR CO.

W. C. FRUTIGER, *Pres.* E. L. SECHRIST, *V. Pres.*

RED LION, PA.

DEPENDO

The Havana Cigar—Par Excellence



QUALITY SUPREME

IN THREE SHAPES

BROKERS .....10c STRAIGHT
BANKERS .....2 for 25c
FINANCIERS .....15c STRAIGHT

Made of the very finest Vuelta Havana filler—
Imported Sumatra Wrapper

Manufactured for Jobbers and Dealers who cater to discriminating smokers by

SMITH CIGAR MFG. CO.

Green and Cedar Streets, READING, PA.

MARSHALL FIELD

NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets ***Philadelphia, Pa.***



Who Smokes Them?

What class of men smoke two-for-a-quarter cigars?

No single class of men smoke Blackstone.

Like certain popular brands of cigarettes, the price is no gauge of the smoker's ability to pay.

Blackstones have a long Havana filler, an imported Sumatra wrapper, and are hygienically made.

Quality maintained over forty years and advertising have made it a national favorite.

Blackstone

2 for 25¢ **CIGARS** *Also makers of* TOTEM 8¢ *cigar*

WAITT & BOND, Inc., Newark, N. J.

Philadelphia Trade Showing Greater Activity

Memorial Day Caused Brief Cessation—Selling Becomes More Brisk—Retailers Preparing for Greater Business—Consolidated Branch Forces Meet—Trade Notes.

PHILADELPHIA, June 5.—The great national holiday of the mid-week was the only cause for slow down of production in any of the large cigar factories which make Philadelphia the big center of production. The enforced idleness of the day with the inevitable consequences of slow down for the remainder of the week was enjoyed more by the operatives than it was by the manufacturers, for while the oversold condition which was the dominant feature of the situation early in the year, the market has opened up again quite actively because of the advent of the summer vacation period. Retailers certainly showed by their orders that they anticipated very lively sales to prospective travelers, who although the distribution of the leading brands almost is universal, prefer to take theirs with them rather than take chances on purchasing their favorites at the point of destination. Counter sales and transient business both were much better during the past week than they were at any time during May.

In Bankruptcy

The outstanding development of the week was the only one expected filing of voluntary petition in bankruptcy by Howard W. Little a retailer occupying the prominently located stand at Juniper and Sansom streets, in the very heart of the city's retail shopping district. Creditors have learned through the Philadelphia Association of Credit Men, whose secretary, David A. Longacre, was appointed receiver, that the books showing the Little accounts place the liabilities at about $6,000 and the assets at about $2,000. The books, of course, are being studied in order to determine what is the best proceeding to take, but no conclusion thus far has been reached. Little is widely known in the trade and is highly regarded. He was for many years in charge of the store when it was in the ownership of Pent Brothers taking it over when they retired. He was secretary of Pent Brothers and he opened the store on his own account in 1919.

Business Good and Growing Better

A roseate present and a still rosier future were portrayed by president Julius Lichtenstein, of the Consolidated Cigar Corporation, who, with vice- president Herbert Weil, came over from New York headquarters last week to preside at a rousing meeting of the sales organization of the 44 Cigar Sales Corporation, headed by Isaac Sager, which is the distributor for Philadelphia and Camden. The meeting was held at Greens' Hotel, where an elaborate luncheon was served. It was attended by all the sales organization, including the recent addition, H. C. Walsh, who will cover Chester, West Chester and Phoenixville, and Albert Goldberg who will look after the Frankford and Bridesburg District. President Lichtenstein said that the demand for Consolidated products exceeded the supply and that more Adlons and 44s now were being sold than at any time in the history of either and that while there was an extreme shortage of raw material the Consolidated was well prepared for what he was confident would be a record breaking summer and fall.

Effects of the Halpern Cigar Manufacturing Co., was disposed of today at auction at the plant and home of 50-50 and Edmund Halley, 37 North Second street. It is understood that Louis Halpern will enter the business of tobacco stripping for the trade.

Proprietor Louis Rosenfelt of the El Arco factory, 513 Dickinson st., announces that hereafter his product will be disposed of only through mail orders.

After a long seige of illness and recuperation Joe Carlisle of the Bayuk Bros. organization is again back on the street and is traveling through New York State.

C. Harry Meyer, Ohio representative of Allen R. Cressmans' Sons Co., spent some time at the factory during the week, preceding a trip to the seashore. The firm reports the city trade larger proportionately in gain than any other branch of its activities.

The Congress Cigar Co., is now hopeful after unexpected delays of being able to take occupancy of its mammoth factory at 3rd and Spruce streets, between June 20 and 25.

Passes Away at Advanced Age

Alfred Mellor, vice-president of the MacAndrews & Forbes Co., known throughout the entire tobacco industry died during the week at his home 15 West Walnut Lane, Germantown, in 83rd year. He retired from active association with the Company four years ago. He was a native Philadelphian and a graduate of Haverford College and the Philadelphia School of Pharmacy. In his early business life was a manufacturing chemist

Old Cigar Indian Awaits Jubilee Parade

John Kickapoo is at least 60 years old. Until 15 years ago his right hand clutched a large cigar. The cigar went one night when John Kickapoo was knocked down by some East Side lads who were celebrating a magnificent victory at the polls. Today John's nose is the stub of a clothes pin. One of his ears is missing and he's as blind as a butler.

For 20 years he's been standing in front of Mrs. John Barrett's cigar store at 396 Water street. For 4 years before that he stood in front of Mrs. Barrett's cigar store when it was located at 170 Cherry street. Mrs. Barrett bought him from a man who had a cigar store in Catharine street and the man inherited John from his father. All of which would seem to indicate that John was an experienced cigar store Indian 60 years ago.

That and the fact that John Kickapoo is the only real wooden Indian ever to have been a movie actor singled him out yesterday as a personage worth interviewing, says the New York *Herald*. Two years ago John shared a star honors with Kenneth Harlan in "The Barricade" and Mrs. Barrett has photographs showing John and Kenneth facing each other.

"The boss," said John Kickapoo, referring to Mrs. Barrett, "is going to give me a coat of paint and maybe I'll be in the parade during the silver jubilee. I haven't made up my mind about parading. I'm not as young as I was. The last parade I was in was back in 1873, when the boys elected Bill Havemeyer Mayor. Some night! I was standing over on Cherry street watching the boys go by when a few of them come along and grab me and take me along with them. Gosh, I don't know how many bars we leaned against that night. Didn't drink a drop, though.

"And now, I hear, they are going to have this silver jubilee to celebrate the twenty-fifth anniversary of the Great New York charter. I don't get around much and the neighborhood has changed. Used to be a great hangout here on Water and Catharine and I got all the news from the boys at night, but, as I say, times have changed.

"The first I hear of something going on is when a Street Cleaning Department wagon goes by with a sign on it saying 'Know Your City' and then the letters 'S. N. Y. S. J.' That has one stopper for a while. At first I dope it out as 'Show New York Some Jack.' Then I decide it means 'Shed Not Your Soiled Jumper' or polite request to the workingman not to strike awhile yet. But that don't seem right, so I lose a lot of sleep working it out as 'Salute New York's Sunshine John,' but I figure they wouldn't be kidding the mayor and department wagons, so I try again and get 'Sell Not Your Stone Jug,' thinking it may be a quiet tip that Al Smith is going to sign the Mullan-Gage repeal

(*Continued on page* 44)

The Convention

(*Continued from page 21*)

lin my opinion, are two: First, the laxity on the part of the leaf dealer in extending credit to the manufacturer, and to a lesser extent, the latter's laxity in extending credit to the jobber or dealer; and, second, I might term the nonchalant and irresponsible way that the average manufacturer regards a contractual obligation. This latter thought will perhaps bear a more careful analysis. The trade has unfortunately fallen into the dangerous custom of more or less gracefully accepting cancellations for no substantial and certainly no legal reason. The basis of this acquiescence is founded largely upon the fear of competition. It has become to be felt that if the cancellation of an order is not agreed to by the leaf dealer, that the customer's patronage would or might be alienated. This is a condition of affairs which cannot be permitted to continue, for from possible innocent beginnings the lengths to which this custom has grown, jeopardize the very foundations of the leaf tobacco industry. As an outgrowth of this evil, it is a common occurrence that in times of business dullness customers cancel tobacco bought many, many months previously, or they ask for unreasonable allowances on the fictitious plea that the parcel does not come up to sample. Practically every other trade has adopted this procedure with excellent results. Careful scrutiny has failed to reveal evidence of evil resulting from the liberal interchange of credit information in these other industries. A case within my purview will serve as an illuminating illustration of what a shrewd buyer can put over on a number of foolishly disassociated sellers.

A certain manufacturer, with a capital entitling him to an aggregate credit of $0,000, found himself one day with liabilities of over $150,000. This unusual accomplishment was made possible by so dividing his patronage that no one firm has ever asked for a line of more than about $10,000. Some street corner discussions concerning the account actually took place and one leaf dealer said in response to an inquiry: "Oh, I guess he's all right, he pays pretty promptly and I don't go beyond a certain limit with him." The manufacturer's ability to pay pretty promptly was accomplished by pledging with banks and loan companies tobaccos bought from other houses at later dates. This very laudable practice was carried on for several years until the crash came. Had an interchange of ledger experience of all the concerns with whom this account had done business been had at the outset, no such debacle could have occurred; and I know of no other method whereby the loss to the creditors could have been avoided. Numberless similar examples could be advanced, but I shall not burden you with their recital. Let me warn you all, however, that a continuation of the sublime and ostrich-like indifference of our trade to salient facts which govern the extension of credits in other lines, will work havoc with us to an even greater extent than we have heretofore experienced.

Sectional and individual petty jealousies must be laid aside for the welfare of the industry at large. Co-operation in the truest sense of the word should be our slogan. Nature in her bounty provides us impartially with the means of livelihood, therefore, let us emulate her by offering without prejudice such benefits as we gain by experience.

Also in many instances, contracts entered into in good faith on the part of the seller have been cancelled because a competitor may have offered the customer a similar lot of tobacco a few cents cheaper for the very purpose of causing the customer to cancel the first contract entered into. Perhaps, to a limited extent, the very nature of our business permits of such conditions, because there are no two lots of tobacco exactly alike, and no two leaf dealers take up their tobacco at exactly the same prices; but such competition in the long run will work to the sore detriment of all parties concerned. The leaf dealer benefiting in the one case by a sale may be the very one who will be the sufferer in the next instance by reason of the cancellation of his sale.

It is not my intention to decry the above-mentioned existing evils without at least suggesting a remedy. The first problem to be met is the possible cure for lax credit extension.

I note in one of the morning newspapers an advertisement of a leading trust company of New York headed, "Block Signals of Business." The first sentence reads: "Dependable credit information bears the same relation to business that the modern signal system bears to the railroad." Our industry never has had any dependable credit information, except perhaps in some isolated instances. In my humble opinion this can only be accomplished by complete co-operation between the leaf dealers in the exchange of ledger experiences and the dissemination of all relevant information concerning the financial and moral standing of manufacturers. I have repeatedly heard leaf dealers assert that they would not divulge to their competitors any of the details of their transactions with a particular manufacturer. Gentlemen, it may seem extreme to you for me to advocate this radical principle, but I unhesitatingly do advocate it because in the long run it will prove the salvation of the industry.

The second evil, the legal aspect of which particularly impressed me as ex-attorney, is the disregard of a contractual obligation on the part of the average manufacturer. I refer to the custom which has sprung up of wholesale cancellations. In reality the leaf dealer is responsible. In order to get business away from their fellow dealers and to ingratiate themselves with customers, certain leaf merchants introduced the custom which has necessarily been followed by all of extending unwarrantably long term credits and making sales on terms of fractional billing with its atendant temptation to ultimate cancellation. Fractional billing is an unsound economic method of doing business, and it offers an open sesame to the unmoral practice of the total disregard of the sanctity of a contract.

I bespeak the earnest efforts of this association to urge its members to discontinue this practice. Many of our friends in the industry have already expressed to me their realization of the insidious possibilities of a continuation of this method of doing business, and, therefore, it would seem that the psychological moment has come in which to stamp it out.

Please do not gather the impression that I am Mr. Lugubrious Blue and that I believe our industry is destined to founder on the rocks; on the contrary, I feel that a great era of prosperity is before us, but in order that we may all achieve the greatest gain from our efforts we must use heroic methods to eradicate and once and for all times blot out the two evils which at present prevent our deriving the full benefit from the advantages which we enjoy.

I feel that this has been a pretty "dry" speech, and, therefore, in order to assist you in assimilating it, we invite you all to rooms 327 and 328 at the Waldorf-Astoria any time this afternoon after two o'clock.

The Treasurer's Report

The report of the treasurer was then read, showing the association's highly satisfactory standing on June 1, 1923.

President Mendelsohn introduced Mr. Berman, manager of the Tobacco Products Credit Association, who, in a most interesting address, described the workings of the credit association.

The Resolutions Committee, consisting of Leo Leventritt, chairman; B. Haas, Fred Block, Milton Ranck, and A. W. Kaercher, was appointed by the chair.

EL PRODUCTO

for real enjoyment



MILD DIS-TINCTIVE BLEND

Bouquet 10c straight

Escepcionales 3 for 50c

There is a size and shape and color of El Producto to suit every smoker's preference.

Prices range from 10c to 30c. But between one El Producto and another there is never the slightest difference in mildness, quality or blend.

Here is another reason why the volume of El Producto's sales is increasing so rapidly.

G. H. P. CIGAR CO., Inc.
Philadelphia

New York Branch 131-135 Prince St. — Indianapolis Branch 235 E. Ohio Ave.

Protect that Delicate Aroma

Safeguard your cigars, cigarettes and tobacco by packing them with Diamond F Protective Papers. Good both as an inside or an outside wrapping.

Diamond-F
PROTECTIVE PAPERS

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TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

OFFICERS AND EXECUTIVE COMMITTEE.

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Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
Edward Wise, New York, chairman executive committee.
Capt. G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Wm. Best, Jr., New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, Secretary.

The meeting was then adjourned until Tuesday morning.

The First Evening's Events

The Entertainment Committee had provided a theater party for the evening to see the Music Box Revue, which was very much enjoyed by all who attended.

Immediately after the performance large automobiles met the guests and transferred them to the famous Luchow's Restaurant, where an enjoyable lobster luncheon was served. The guests were recipients of special favors and the event lasted until the early hours of the following morning.

Tuesday's Session

The second day's session of the Convention was called to order on Tuesday morning by President Mendelsohn..

Secretary Waller read a Radiogram from Percival R. Lowe (now on his way to Europe), a cablegram from Jos. Cullman, Sr., from Amsterdam, and letters from Leo Tuska, Chicago, and I. N. Strasser, Albany, all sending greetings.

Committees Failing to Report

No reports were received from the chairmen of the following committees. Committee on Complaints (F. A. Bach, Chairman); Committee on Traffic (Chas. N. Kincaid, Chairman); Committee on Taxation in Various States (W. P. Haas, Chairman); Committee on Standardization; Trade Relations Committee (Fred Beach, Chairman) and Arbitration Committee (Jos. F. Cullman, Jr., Chairman).

President Mendelsohn introduced T. L. Hughes, of the Tobacco Division of the Bureau of Commerce, who spoke on the importance of co-operation between the Bureau and the tobacco industry.

Resolutions

Resolutions covering the following twenty-one important subjects were adopted:

1. Standardization of Cigar Leaf Tobacco.
2. Urging Larger Appropriation for Experimental Stations.
3. Sympathy for the family of Chas. Fox.
4. Freight, Express and Parcel Post Rates.
5. Government Co-operation, Especially Regarding Foreign Trade.
6. Manila Cigar Menace.
7. Legislation Referring to Price Maintenance.
8. Free Zones.
9. Repeal of the Cantrill Law.
10. Cuban Parcel Post.
11. Increase in Membership.
12. Cuban Sales Tax.
13. Thanks to New York Leaf Tobacco Board of Trade.
14. Thanks to T. L. Hughes and F. B. Wilkinson for Their Assistance.
15. Thanks to Merchants' Association of New York.
16. Thanks to the Press.
17. Attacks on Cigar Industry.
18. To Retain W. L. Crounse for 1924.
19. Slogan of N. C. L. T. A.; and, if Required, Spend $2,000 to Help the Campaign.
20. Endorsement of the Tobacco Products' Credit Association.
21. Favors Change in the Immigration Law.

The majority of these resolutions were passed unanimously, but interesting debates took place over the slogan and the credit resolutions,

F. B. Wilkinson, of the Tobacco Bureau in Washington, addressed the meeting, and explained the progress the Department had made in the Standardization of Tobacco since the meeting at Atlantic City last year.

Jos. Goldberg, on behalf of the Lancaster Tobacco Board of Trade, invited the National Association to hold their Convention in Lancaster next June. This invitation was immediately accepted amid much applause.

The Election of Officers

Then followed the election of officers for the ensuing year, all the retiring officers being re-elected unanimously, as follows:

Joseph Mendelsohn, New York, President.

A. W. Kaercher, Chicago, Vice-President.

W. S. Fuller, Hartford, Treasurer.

Jerome Waller, New York, Secretary.

The president announced the following appointments:

Directors, 1923-1924 Class

Benno Rosenwald, New York.
E. A. Calves, Philadelphia.
Chas. Emory Long, Lancaster.
T. W. Stewart, Hartford.
Henry Fisher, New York.
Geo. M. Berger, Cincinnati.

1924-1925 Class

Leo Leventritt, New York.
Fred Block, New York.
B. A. Kaiser, Boston.
Milton Ranck, Lancaster.
J. Major Newburgh, Hamilton, O.
Jos. Wedeles, Chicago.

The meeting adjourned until the first week of June at Lancaster, Pa.

The Banquet

The Banquet at the Waldorf-Astoria, Tuesday evening, winding up the program of the National Cigar Leaf Tobacco Association's Silver Jubilee Convention, was "the greatest and grandest ever." Nearly three hundred enjoyed the hospitality of the New York Leaf Tobacco Board of Trade in the Grand Ball Room of the famous Hotel.

The Entertainment Committee, John H. Duys, Chas. W. Dingnan and Harry S. Rothschild, deserve everlasting credit from all those who were fortunate enough to be present. As if the splendid banquet was not sufficient, they provided an excellent Keith Vaudeville entertainment, among the acts being the widely known Gus Edwards' Revue.

Each guest was presented with a silver cigar cutter as a souvenir of the occasion. The menu cards were heavily embossed with silver.

Tobacco Trade Good

INDIANAPOLIS, Ind., June 2.—Sales of sporting goods have increased, and are materially larger than a year ago. Prices are steady. Cosmetics and toilet articles have increased in volume, somewhat, but the business is not as large as a year ago because of bad weather. Sales of vacuum bottles are slower than usual.

Cigars, cigarettes and tobacco are in good demand, and, although there have been advances in only two brands of cigars, there is a stronger feeling in the market, local dealers say. The reason is that labor costs have advanced, both in the producing districts and in the mills. Pipes, and other such smoking equipment are out of season, and sales are slower.

The wholesale grocery business has been practically featureless for the week, except for a slight decline in sugar prices. Wholesale quotations have dropped about 1-7 cent a pound during the week. Some lines of canned goods are more active, but the general list is moving in a normal volume, according to dealers.

San Francisco

(*Continued from page 27*)

the cigar manufacturers there are very optimistic as to the future. While the five-cent cigars are the big sellers, they find a growing market for the two-for-fifteen. Astoria is rising bravely from its ashes, and Mr. Montgomery found three of the well-established dealers already in new stores and rejoicing in a prosperous business. And here's hoping that Astoria may find that the great fire, as in the case of San Francisco, was only an incident in its prosperity. One of the dealers complaining is a general jobber, and he lives in Oakland.

A Near Perfect Machine

H. Bercovich, the popular manager of the house of H. & S. C. Bercovich, says it is a little disconcerting to find of how little importance he is in his own business. Mr. Bercovich has recently been taking some considerable trips with his family for rest and enjoyment which he has long ago earned. But coming back between times he has found the business running right along just a little better than when he left. Charles the Great is just as great, San Felice is just as happy, and Palo is still just as good a pal. "In short," he says, 'it doesn't look as if they needed me." It has been said that while it takes a smart man to keep a business running well under his own direction, it takes a genius to organize a machine that will run by itself. So Mr. Bercovich really has no ground to feel sore at himself. It is simply the result of giving to an organization the friendly spirit that makes all concerned feel that it is in part their own institution.

Among our travelers to and fro, Manny Cohn, the H. L. Judell & Co. salesman, is having a prosperous trip in Nevada and northern California. He reports the election of E. E. Roberts, as mayor of Reno, a man of liberal policy and an open friend of the cigar dealers.

J. C. Chuck, for Frankel, Gerdts & Co., has been having an unusually successful trip through southern California.

Max Crow, the veteran salesman, has been having a splendid run of success with the Manila line of Henry W. Peabody & Co.

Harold Horn, of the Golden State Leaf House, found business opening up well in Humboldt and Mendocino counties. He found too much up and down and round and round to the roads to make machine driving a joyful occupation.

Michalitschke Bros. & Co. have placed the distribution of the Perfection Mais cigarette paper with the Southern Tobacco Co., of Los Angeles, Santa Barbara and San Diego. This company has also taken on the distribution of the Mark Hopkins eight-cent and two-for-fifteen, for Tegge & Co., of Detroit.

H. A. Jones, western sales manager for the General Cigar Co., reports wholesale and retail business both prospering. One particularly gratifying thing is that collections are exceptionally good.

Old Cigar Indian

(*Continued from page 42*)

and Congress was going to be openly wet next December.

"Well, I work over that for two or three days and don't get anywhere with it when an old timer comes along and tells me that it has something to do with the Silver Jubilee.

"'What Silver Jubilee?' I asks.

"'Greater New York's,' says he, 'twenty-fifth anniversary.'

"'What's biting you?' I hollered. Twenty-five? Why I've been standing here almost that long and I was twenty years in Catharine street.'

"'You don't understand,' says he. 'It means twenty-five years since we took over Brooklyn, Queens and Richmond.'

"'What is there about that to celebrate?' I asks. 'Richmond wants to secede and Queens don't pay any attention to the City Hall anyway, running things to suit herself. However, I'm glad to hear that somebody's celebrating something, and I may let the boss paint me and get in the parade myself. Probably march with the Old Guard—a fine body of men. I'm not so old that I couldn't do my work in the movies two years ago with Kenneth Harlan supporting me and Estelle something or other with her arm around my neck in the auction scene.'"

The reporter took leave of John Kickapoo after the old boy threatened to become maudlin.

"Well, so long, kid," said John. "I may see you in the parade. And, say, if you find out what S. N. Y. S. J. means let me know, will you?"

Connecticut

(*Continued from page 29*)

meet the requirements of the insurance companies, in order to give a reduced rate of premium.

There seems to be considerable complaint about "wildfire" in seed beds, and in some sections of the Valley many beds have been practically ruined by it. The vote for Directors of the Association is now on and the final vote is now being made. It must be completed before June 12. From the primary vote just closed, it seems that the old directors met with favor in all the distircts, as there is a contest in only two of ten. A few weeks ago there was considerable criticism by some growers about the assorting in warehouses, but at the present time this has quieted down, and now the growers have less to say against the management.

Edward A. Brear of Hatfield, Mass., who was formerly with S. Rossin & Sons, of New York City, leaf tobacco dealers, will now represent A. & S. Hartman Co., of this city, and will operate his warehouse for them. His house has a capacity of 3,500 cases.

Tobacco Best for Barter

The members of the Windsor Locks Gun Club are making up a shipment of Connecticut tobacco to send to Donald MacMillan, to take on his trip to the Arctic regions, where he soon goes for exploration purposes. Mr. MacMillan recently delivered a lecture at Windsor Locks and said that tobacco was one of the best things that he could carry with him on his trip, for barter with the natives of the regions that he was to explore and the Windsor Locks people are getting up a shipment to introduce a Connecticut product to the natives of the Arctic regions.

Attendants at N. C. L. T. A. Convention

Among the Hartford leaf dealers attending the National Cigar Leaf Tobacco Association convention in New York, are E. A. Hatheway, W. S. Fuller, B. L. Haas and S. A. Fassler.

The rain of Sunday afternoon was much welcomed by the growers as the ground was getting very dry on top and with the recently set plants the rain was a great benefit to start them off.—X. Y. Z.

Burley Locals

LEXINGTON, Ky., June 2.—Organization of locals was reported to the field service division of the Burley co-operative from Poplar Grove, Barren county, where A. V. Beatty was elected chairman, E. W. Simmons vice-chairman and J. D. Young secretary, and from Alexandria, Campbell county, where the growers elected Clyde Clark, of Alexandria, chairman, and William Kinney, of California, secretary.

CLASSIFIED ADVERTISING

I WANT TO BUY MORE CIGARS. FROM 10c DOWN, FROM MANILA MANUFACTURERS, ALSO FROM FLORIDA. ANTHONY CARUSO, 4831 DIX AVENUE, DETROIT, MICHIGAN.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

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Resolutions Against Outside Use of Name, Tampa

Cigar Manufacturers Association of Tampa Makes Strong Protest—Key West Cigar Manufacturers and Jacksonville Chamber of Commerce Join in the Denunciation.

The great progress made in the manufacture of cigars in Florida, and the high reputations many of the Tampa and Key West brands have earned, have apparently led certain "outsiders" to use the names of the Florida cities, and other misleading means, to secure business for themselves. These questionable methods, naturally, have aroused resentment on the part of the Florida manufacturers whose good reputations have been traded upon, and who may suffer loss as a result of the acts of designing persons in other parts of the country.

Pass Resolutions

The Cigar Manufacturers' Association of Tampa recently passed the following resolution:

"*Whereas,* certain manufacturers of cigars operating their factories outside of the State of Florida have, in recent years, made the practice of adopting brands, trademarks and tradenames indicating that their cigars are manufactured at Tampa, Key West or Jacksonville in the State of Florida, thereby seeking to obtain advantage of the reputation of those cities as centers of the manufacture of high grade cigars and deceiving the public into purchasing goods under the belief that they are manufactured either at Tampa, Key West or Jacksonville, and

"*Whereas* such practices are disreputable, unfair and unjust to the public, as well as to the manufacturers of cigars located at Tampa, Key West and Jacksonville, now, therefore, be it

"RESOLVED, by the Cigar Manufacturers' Association of Tampa, Florida, that all trade journals published in the interest of the tobacco industry be, and they hereby are earnestly requested to refuse to carry any advertisement for, or give any publicity to, any brands of cigars made by manufacturers under any such misleading labels, brands, names or trademarks."

The foregoing resolution was adopted by the Tampa Board of Trade, the Jacksonville Chamber of Commerce, and the following Key West cigar manufacturers:

E. H. Gato Cigar Co., by E. H. Gato, Jr., 2nd vice-president.

Mi Favorita Cigar Co., Inc., by A. W. Arnold, president.

American Cigar Co., Key West Branch, by D. Quintana, manager.

John Wardlaw, by John Wardlaw.

An Ancient Grievance

The problem the cigar manufacturers of Florida are facing is as old as commerce itself. When pioneers in business blaze a new and successful trail, there are always many less enterprising individuals ready to follow in their footsteps, with the view of sharing the rewards of the pioneers' labor, and even of seizing all the opportunities created by the originators.

The tradesmen in Europe during the Middle Ages were greatly perplexed by the losses caused them by the widespread imitation of their products, and in order to protect themselves they organized trade guilds, and subsequently, instituted the use and registration of trademarks.

Imitation is always regarded as the sincerest form of flattery and as a testimonial of excellence. But the dishonest imitation is no benefit to the imitated.

The deceptive trade practices which the Florida cigar manufacturers complain of assure the world that the cigars produced in Tampa, Key West and other Florida factories, are of such commercial value and importance that less reputable manufacturers and dealers elsewhere find it worth their while to imitate them, even in a crude way.

To be sure, there is very little consolation in this clumsy form of "flattery" for the manufacturers of the genuine Tampa, Key West, Jacksonville and other Florida-made cigars.

Their annoyance may be assuaged only by the vigilant exposure of all efforts at imitation, and the prosecution of all who are guilty of false and dishonest business practices.

Typhoon Ruins Manila Tobacco Crop

Tobacco growers in the Philippines have received a hard blow. Press dispatches, Sunday, told of a destructive typhoon in Northern Luzon. The storm was described as the worst that had happened in recent years. According to the earlier reports, practically the entire tobacco crop in the Cagayan Valley was destroyed. Later cables, containing more authoritative information, state that the Cagayan tobacco crop is not a total loss but the damage caused by the typhoon will exceed 50 per cent. The utter ruin of a great part of the crop in the biggest and best Philippine tobacco district means an immediate jump upward of the price of leaf and possibly a reduction of the Manila cigar output.

Schulte-Park & Tilford Negotiations

It has been known for some time that the Schulte Retail Stores Corp. has under consideration plans for the purchase of Park & Tilford, but the negotiations are of a purely preliminary character and have not advanced to a point where they permit of detailed discussion. Schulte has obtained an option for the purchase of the concern which runs for a period sufficient to permit examination of the assets and business of Park & Tilford.

Tobacco Salesmen End Season With Lively Session

The final meeting (before the summer recess) of the Tobacco Salesmen's Association was held last Friday at the Hotel Pennsylvania. President A. J. Silett was in the chair.

A big delegation from the Newark branch were present, including their initiation team, who, under the chairmanship of President Abe Brown, performed the initiation ceremonies on eight candidates. Several of the novitiates will remember for a long time to come what it means to become a member of the Salesmen's Association.

J. J. Ollendorf and Sydney Freeman paid their compliments to the T. M. A.'s convention at Washington. Mr. Ollendorf stated that the National Board expected to announce, within a few days, new branches at Washington, Baltimore, Buffalo and Philadelphia.

The National Board of Tobacco Salesmen have contracted for a booth at the forthcoming Tobacco Exposition, to be held at the 71st Armory, New York, next January. The association will hold their convention during show week and also a big banquet at one of the leading hotels.

National Pipe Week

In order to help further the movement for the observance of National Pipe Week, from June 23 to 30, the leading pipe manufacturers have jointly prepared an attractive announcement, which appears on the back cover of this issue of TOBACCO. Dealers and others in the trade who have convenient windows or other available spaces can help the good work along by placing this issue of TOBACCO in the most conspicuous place accessible, so that the announcement on the back cover may be seen and read by callers or passers-by.

Amsterdam Prices Rule Higher Than Ever

AMSTERDAM, Holland, June 9.—At yesterday's Sumatra inscription, American grades brought higher prices than ever. Upwards of 3,000 bales were bought, however, for the United States market. The principal American buyers were:

Cullman Bros., 1,055 bales, including Deli My/M; Deli My/Tkok; Deli My/A B; Deli My/P B; Deli My/Toewa.

Manus, Muller & Co., 530 bales, embracing 287 bales of Senembah My/P, and the balance in various other fancy marks.

H. Duys & Co., 450 bales, comprising Deli Ba My/A; Deli Ba My/J H; Senembah My/M, and various other fancy lots.

General Cigar Co., 312 bales of Deli My/E.

American Malaya Trading Co., 210 bales of Senembah My/Sennah; Deli My/E. and S. S. T. Co./B.

E. Rosenwald & Bro., 210 bales.

American Cigar Co., 177 bales.

L. Schmid & Co., 100 bales, including S. S. T. Co./B and various other fancy marks.

Herzog & Sarluy, 85 bales.

D. Dreux, Inc., 40 bales of Senembah My/Sennah, and Deli My/A B.

Bayuk Bros., Philadelphia, 40 bales.

Department of Commerce Interested in Tobacco

Tobacco Specialist in the Tobacco Division Urges Full Co-operation Between the Tobacco Industry and the Department—Clearly Indicates Benefits to Be Derived.

Hon T. L. Hughes, Tobacco Specialist in the Tobacco Division, Department of Commerce, delivered the following address at the Silver Anniversary Convention of the National Cigar Leaf Tobacco Association, in the Woolworth Building, New York, June 4:

Gentlemen of the Convention:

It is indeed quite a pleasure to attend the annual convention of this association, which has been such an important factor in the tobacco industry of the United States for a quarter of a century, and it is my pleasant privilege to be the bearer of a message of cordial greeting from Dr. Julius Klein, Director of the Bureau of Foreign and Domestic Commerce.

I am here to further evince to you the interest of the Department of Commerce in the tobacco industry, which has been expressed so admirably by the Secretary of Commerce, Mr. Hoover, and the Director of the Bureau of Foreign and Domestic Commerce, Dr. Klein, to other assemblages of factors in the industry.

Constructive Development

There has been a constructive development in the activities of the Department that has made the Bureau of Foreign and Domestic Commerce a great liaison between business and the Government, and it is the purpose to employ business methods in its administration as practiced in successful commercial enterprises, so that American business men may feel that their interests are fully comprehended in their relations with the Government.

Reorganization of the Bureau

Soon after he became Secretary of Commerce, Mr. Hoover conceived the idea of establishing in the Bureau of Foreign and Domestic Commerce, divisions devoted to the promotion of trade in their respective commodities. The result of Mr. Hoover's idea was the reorganization of the Bureau of Foreign and Domestic Commerce into divisions, to embrace the many great industrial groups, and such technical divisions as were considered essential to interpret current information regarding tariffs, commercial laws, transportation, etc., for the efficient administration of the commodity divisions.

Men in Charge Chosen from the Industry

The men in charge of these divisions have been chosen from the industries themselves, so that they may bring to the Department not only specialized knowledge and sympathetic understanding of these industrial groups, but in turn may interpret to our foreign staff the class of information most useful to the trade.

Tobacco Divisions Established

The importance of the tobacco industry in both domestic and foreign trade has been fully recognized by the Department in this respect. A division whose activities will be directed toward the promotion of the industry, is being established and with the full co-operation of the trade, a service will be rendered to tobacco growers, dealers, manufacturers and others comparable to that so efficiently



Manufacturers buying

Sumatra or Java Tobacco

without looking over our line, do themselves an injustice.

Our stock comprises such enormous quantities and of such varied selections, that we are bound to suit the most fastidious buyer.

Our purchases of the 1922 crop of Sumatra are upward of 10,000 bales.

H. DUYS & CO., Inc.

142 WATER STREET NEW YORK

American Headquarters for Sumatra and Java Tobaccos

eveloped for the trade in our other ıajor industries.

Co-operation with Industry

We want you to realize that the De-artment desires to continue to co-operate vith American business. You will prob-bly recall the manner in which Mr. Hoover handled the many big problems luring the war. When a problem arose ıe called together some of the best men n the particular industry which it most ffected and said—"Here is the problem, rely upon you to work it out." Men sually arise to a trust when fully trusted, nd there are few occasions or times when hey fail.

Commerce Relations Committee Selected

Today the same policy is being pur-ued. The first effort of the Department f Commerce, in treating with one of the reat industrial groups, under the reor-anization, is to get in touch with the reat trade associations and try to solve he commercial problems of the country vith their co-operation. As an example f this, representatives from all branches f the tobacco industry were recently in-ited to Washington to discuss with the Department the program of work to be ursued, and to advise us how we could est serve their industry with our organ-zation, consisting of the staff in Wash-ington and more than a thousand repre-entatives in all parts of the world.

As an outgrowth of this conference, a ommittee, composed of five representa-ives from various branches of the to-acco industry, was selected to co-operate vith the Department in the promotion of he tobacco industry, and to act in an ad-isory capacity on problems arising in the Department concerning the trade.

This committee, known as the Com-nerce Relations Committee, is composed f your esteemed representative in Wash-ington, W. L. Crounse, Chairman; B. G. Meyer of the General Cigar Company of New York City; Charles Dushkind, Man-aging Director of the Tobacco Merchants Association, of New York City; T. M. Carrington, President of the Tobacco As-sociation of the United States, at Rich-mond, Virginia, and James C. Stone, President and General Manager of the Burley Tobacco Growers Co-operative Association at Lexington, Kentucky.

Special Agricultural Inquiry

There is another matter which I desire o call to the attention of the members of his association, and that is the special agricultural inquiry that is being under-aken by the Department of Commerce, nder special authority granted by Con-gress during its last session. There have been many conflicting statements eman-ating from various sources regarding the economic condition of our principal agri-cultural products and the Department is undertaking a thorough study of the con-ditions affecting our international trade, in order to determine the true situation as it exists today. By virtue of its position in our international trade, ranking fourth in our export agricultural commodities, and constituting more than seven per cent of our total exports, tobacco has been in-cluded in this special survey that is to be made between now and October 1.

The general intention back of this work is to provide a fund of information and a basis of fact upon which a policy for marketing agricultural products may be predicated.

It is planned to make a thorough-going statistical analysis of trade in tobacco in each important consuming and producing country, the object of which is to com-pare the present trend of our own trade with that before the war and show the relation of our trade to that of other countries and to make a general analysis of the trends shown. The second phase of this study deals with the question of export facilities and methods. We plan to study the supply of credit, methods of financing followed by exporters and im-porters now as compared with those be-fore the war, as well as questions of transportation, storage, trade routes, free ports, and a large number of related sub-jects which have a bearing on the future of our tobacco industry.

Facts to be Developed on Sumatra, Cuban and Porto Rican Crop

It is probable that some pertinent facts can be developed on the tobacco crop of Cuba, Dutch East Indies and Porto Rico, in connection with this work that would be of paramount interest to the members of this association. The Department wel-comes any suggestions you may have to make in this respect.

In this work, the tobacco industry is in a position to have a real service rendered them, such as has not heretofore been offered. Therefore, I earnestly solicit the fullest co-operation of this association with the Department in this undertaking, and can assure you that if we can have the support of the members of this asso-ciation, as well as other important trade associations in the tobacco industry, some-thing will be accomplished of real value to the industry.

Federal Reserve Board on Tobacco Situation

WASHINGTON, D. C., June 13.—The Federal Reserve Board in its monthly statement has the following to say in connection with the tobacco situation:

"The season for the marketing of leaf tobacco practically drew to a close in April. Sales of all types of leaf tobacco by growers in Virginia were greater than in the preceding season, amounting to 161,245,000 pounds prior to May 1, compared with 95,218,000 pounds in 1921-22. Prices received by growers for both dark and bright tobacco were higher than in the previous season. The greatest increase was in the average price per hundred pounds for bright tobacco, which was about 45 per cent higher than in the preceding season.

"The average price for dark tobacco was $18.81 per hundred, compared with $18.66 in 1921-22. Increased production and higher prices during the season yielded the growers of Virginia approxi-mately $42,000,000, compared with $19,-000,000 in 1921-22. Producers' sales in North Carolina totaled 276,813,000 pounds, at an average price of $27.41 per hundred pounds, compared with 251,682,-000 pounds at an average price of $25 per hundred in 1921-22.

"Final returns for the North Carolina growers were approximately $76,000,000, an increase of $13,000,000 over the pre-ceding year. In the St. Louis district the growers are rapidly preparing their ground for planting and plant beds are generally in good condition. In the Richmond district, although plants were injured somewhat by cold weather, transplanting has begun in the southern counties. In the tobacco sections of the Atlanta district the late cold weather damaged the early planted tobacco and considerable replanting was necessary.

The Demand for Cigars

"The demand for cigars in the Phila-delphia district was fairly good during April, but buying in the early weeks of May was reported not to be up to ex-pectations. Many manufacturers are in-clined to believe that retailers are stocked up and deferring purchasing until their shelves become depleted. The demand for American cigarettes is good and production is estimated at above 85 per cent of capacity. Prices for cigars and cigarettes are generally firm and un-changed, and leaf tobacco prices are ex-ceedingly steady. Stocks of cigars are reported to be moderate."—LAMM.

Duys' New Crop Remidios in Good Condition

Jacob Labe, of H. Duys & Co., has returned from Cuba, where he inspected his company's big purchase of new crop Remidios, which will be packed at Ca-maguini, under the supervision of their buyer, Pedro Valledor. It is noteworthy that this section has produced the best tobacco of the 1923 Cuban crop, and H. Duys & Co. have been fortunate in secur-ing the highest quality of this famous product.

From the Wild West

Sam Friedman, of the Cuban Cigar Co., of Denver, Col., was a recent visitor to the local leaf market.

MANHATTANS

Havana Filler—Sumatra Wrapped

The Cigar You Have Been Looking For

Made in four popular shapes and sizes.
Retails at 10c and 2 for 25c

Liberal Factory Inducements to the Right Jobbers

Also the Elm

Quality Queen of the 5c Field

Your house needs these two big sellers. Write today for full information

CENTRAL CIGAR MFG. CO.

505-511 Canal Street **New York City**

Patterson Bros. Tobacco Corporation

Richmond, Va.



MATOAKA

CIGARETTES

Retail 20c. for 20

A Superior Cigarette



Vacation time is pipe time

Even cigar smokers usually change to a pipe when off on a holiday. The demand for pipes always increases when vacation time sets in.

The pipe for mountains or boardwalk is one with a bowl of generous size and a strong mouthpiece. A stock of sensible pipes with genuine

BAKELITE or *REDMANOL* mouthpieces, either clear or cloudy, will sell fast to the vacation trade. They have all the beauty of amber without being fragile.

Ask your jobber to show you his line of pipes with Bakelite or Redmanol mouthpieces and select a stock to suit your class of trade. Profit by our advertising in the SATURDAY EVENING POST and other magazines.

BAKELITE CORPORATION

Address the Divisions

A Satisfied Smoker is your best Customer

Divisions of **BAKELITE CORPORATION**

BAKELITE
General Bakelite Co.
8 West 40th St. New York

Condensite
Condensite Co. of America
Bloomfield, N. J.

REDMANOL
Redmanol Chemical Products Co.
636-678 West 22nd St.
Chicago, Ill.

The Material *of a* Thousand Uses

ANNOUNCEMENT

You can now **BUY or RENT** latest improved Liberman Power Scrap Bunch Machines—illustrated at the right.

The work they are now doing in many high grade cigar factories PROVES that they:

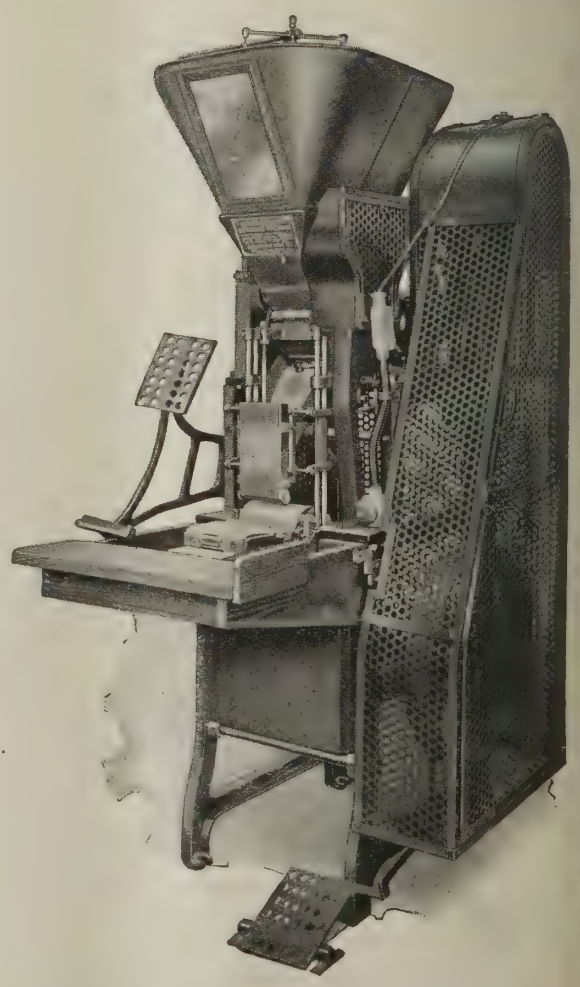
1. **Make Perfect Bunches** of any size and shape, out of any size scrap, large and small together, always evenly distributed.

2. **Enormously Increase Production**—4,000 to 7,000 Bunches Daily according to speed of operator.

3. **Save Binder** enough to more than pay for the machines.

4. **Have no complicated mechanism** — requiring no mechanic to adjust and keep in order.

Full Particulars on Application



LIBERMAN MANUFACTURING CO.
N.W. Cor. 20th St. and Allegheny Ave.
PHILADELPHIA, U. S. A.

Wisconsin Growers Start Transplanting Crop

Shrinkage in 1923 Acreage Indicated—Practically All 1922 Tobacco Out of First Hands—Market Showed Strength Right Up to "Finish"—Pool Opens Two More Warehouses.

EDGERTON, Wis., June 9.—There is little news of interest the past week. The old crop is about gone out of first hands. The members of the trade are glad to see that happen, as weak holders are evidently impossible to find. As the last of the '22 crop goes out of first hands, the market absorbing it retained every earmark of strength to the very last.

As to the few cases of old tobacco remaining in the state, there is nothing to report. Inquiries are being quietly made for future reference, however, and the owners appear to be resting very easily.

Weather Man Becomes More Considerate

The growing crop is having fine weather for this season of the year. A few growers have started to transplant, and many acres will be in by the close of the coming week. Several fine rains were produced by the weather man the last week, and the ground is in excellent condition.

Decreased Acreage Indicated

The growers have had a difficult time to catch up with the season, owing to the late spring, and the '23 crop acreage has shrunk from seven to ten per cent, perhaps, as a consequence, from the acreage estimated to be planted for '23 a month or six weeks ago.

Making Some Headway with Assorting

The co-op is gradually adding to its assorting crew. In some cases, farmers have come in off their farms to work at the bench for the pool. In Stoughton, the pool is opening two more warehouses; in Sun Prairie, one warehouse, and they are going on much faster with the assorting than heretofore. Still, the managers have not yet the amount of help they really wish for, but they are in better shape for help than heretofore.

Nearing End of Packing Season

Ed. Haskins, the well known Janesville packer, has ceased his season's run at Janesville, after putting up a discriminating packing. Other warehouses are still running, but the end is in sight for most of them.

Nothing further has been heard of the Pool-Bekkedal suit. Whether it will come up at the fall term of the Supreme Court is often speculated upon.

Buying Chickens Before They Are "Hatched"

It is rumored that a few crops of 1923 have been bought in the north by Sweeney. This is somewhat startling news, but it will not become general, because there are only a few growers with whom the buyers would take such chances before the crop is even in the ground. The growers, also, are against the plan, and it is only a few who could be persuaded to do so.

Back from Gotham

W. Dickenson and Wm. McIntosh came back from the Cigar Leaf Tobacco Convention at New York, and were well pleased with their trip.

Tom Ellingson, Eisenlohr's state head, is slowly recovering from his long illness, and every one was overjoyed to hear he takes an hour or two outside, once or twice a week, nowadays. At present, he is taking treatment in Milwaukee for a few days.—BADGER.

Full Co-operation Urged By Committee

WASHINGTON, D. C., June 13.—The Commerce Relations Committee of the Tobacco Industry, which was appointed at the recent conference held here, is sending the following letter to the trade:

"Realizing that during the recent business depression the agricultural interests of this country suffered very severely, the Department of Commerce has undertaken to make a thorough study of the conditions affecting our export trade of the principal agricultural commodities. For this purpose Secretary Hoover has appointed a committee, comprising representatives of agricultural organizations, prominent exporters of the principal products, together with agricultural economists, representatives of financial institutions and of the United States Departments of Agriculture and Commerce. This committee recently met and outlined the plans for an exhaustive investigation into all the facts bearing upon the present situation and the outlook for our future export trade in these products.

To Make Thorough Analysis

"It is planned to make a thoroughgoing statistical analysis of trade in the principal farm products in each important consuming and producing country. The object is to compare the present trend in our own trade with that before the war, to show the relation of our own trade to that of other countries and to make a general analysis of the trends shown.

"In another phase of this study it will be the purpose of the Department to determine facts regarding our export facilities and methods; the supply of credit, and methods of financing now employed by exporters, as compared with those before the war; the quantity of our products entering into the re-export trade of the world; imports as they relate to our agricultural industry; as well as to study the question of transportation, storage, free ports, and a large number of related subjects which have a bearing on the future of our export trade.

"In view of the fact that tobacco is one of the most important export agricultural commodities, entering into our international trade in greater proportions than any other agricultural product, except cotton, the Department deems it expedient to develop some facts along the lines hereinbefore mentioned, for the promotion of the tobacco industry. To make this study it is planned to have representatives of the Department of Commerce call on various factors in the tobacco industry to discuss with them the situation as they find it in their business.

Should Furnish Helpful Suggestions

"As a committee recently selected to co-operate with the Department in its promotion of the tobacco industry, we respectfully and urgently request that you give the Department your full co-operation in this work and furnish the representatives of the Department with information and suggestions that will help to complete this study.

"In asking for your co-operation we desire to state that we are assured by the Department that the information which you may furnish will be incorporated with information furnished by others to form the background of this report. The practices of individual firms will not be disclosed.

"The object of this work is to be of constructive assistance to the tobacco industry, and we feel sure that a clear statement of the pertinent facts obtained from the information which we are asking you and others to furnish will do much to bring about such readjustments as are needed and will directly benefit the tobacco industry as a whole."

This was signed by the committee, which is composed of the following: W. L. Crounse, James C. Stone, Charles Dushkind, T. M. Carrington and B. G. Meyer.

To Visit Cuba

Ira Strouse, of Strouse & Holzman, 197 Water Street, plans to sail for Havana on June 16 to make a personal investigation of the new crop in Cuba.

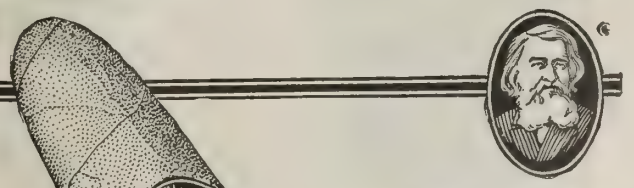
Patterson Bros. Tobacco Corporation
OF RICHMOND, VA.



15c 15c

MATOAKA
Blue Ribbon
SMOKING TOBACCO
The best Patterson ever made
Exclusive Distributors Accepted in Open Territory on Liberal Plan

How we feel about
JOHN RUSKIN
Best and Biggest



2 for 15¢
8 cents each

The dealers' success—and ours—depends upon permanent trade. We'd both go out of business if we depended upon the fellow who shops around from store to store, from cigar to cigar.

Our first consideration, therefore, has been to make the John Ruskin Cigar so good that it will make permanent customers for ourselves and our dealers.

The record for "repeats" that this cigar has made proves that we have moved in the right direction. It holds the trade of every smoker who is seeking the "Best and Biggest" cigar on the market, at its price.

made by
I. LEWIS CIGAR MFG. CO.
Largest Independent Cigar Factory in the World
NEWARK NEW JERSEY

John Ruskin
BUILT BY HAND CIGAR

To Consider Change in Bankruptcy Law

Many lawyers, representatives of trade organizations, and merchants are to attend a hearing in the Federal Court Building at 10 o'clock on June 30 to consider changes in court rules governing the administration of bankruptcy. A suggestion made recently in a report by the Committee on Bankruptcy of the New York Credit Men's Association that a rule be adopted preventing receivers and trustees from retaining as counsel the attorneys for petitioning creditors in bankruptcy proceedings, will be considered at the meeting and other suggestions made by various interests for the betterment of bankruptcy practice will also be discussed.

Formal notice of the hearing, issued by Alexander Gilchrist, Jr., clerk of the Federal Court, contains an invitation to everybody to attend and present his views. Notices of the meeting are being forwarded to a number of commercial credit and legal organizations, including the following: The Merchants' Association of New York, American Bankers' Association, Tobacco Merchants' Association of the United States, Alphabet Association, Chamber of Commerce of the State of New York, New York Credit Men's Association, Wholesale Shoe League, New York Bar Association, New York County Lawyers' Association, Associated Dress Industries of America, Silk Association, Fifth Avenue Association, Merchants' Protective Association, American Association of Woolen and Worsted Manufacturers, National Association of Worsted and Woolen Spinners, American Clothing Manufacturers, Inc., National Association of Clothiers' Credit Bureau Association, Woolen and Dress Goods Merchants' Association, Wholesale Merchants' Association, Cotton Garment Manufacturers of New York, Wholesale Coal Trade Association, National Jewelers' Board of Trade, Paper Trade and Pulp Association, Paper Trade Association, Rubber Association of America, Toy Manufacturers of the United States, Fur Merchants' Credit Association, Associated Dress Industries of America and many more.

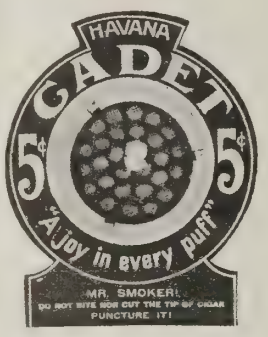
The Federal Judges, it is said, are greatly interested in the meeting and will assist in every way to solve problems incidental to the administration of bankruptcy, which has been so much criticised.

UNITED STATES TOBACCO IMPORTS DURING FEBRUARY, 1923

Figures Compiled by Department of Commerce. Value Stated in Dollars

ARTICLES, AND COUNTRIES TO WHICH EXPORTED.	UNIT OF QUANTITY.	JANUARY— 1922 Quantity.	JANUARY— 1922 Value.	JANUARY— 1923 Quantity.	JANUARY— 1923 Value.	EIGHT MONTHS ENDING FEBRUARY— 1922 Quantity.	EIGHT MONTHS ENDING FEBRUARY— 1922 Value.	EIGHT MONTHS ENDING FEBRUARY— 1923 Quantity.	EIGHT MONTHS ENDING FEBRUARY— 1923 Value.
Tobacco (total)			4,590,962		7,788,457		39,310,744		55,081,759
Unmanufactured—									
Product of the Philippine Islands	free.. Pound..	41,587	3,525	262,132	27,386	319,954	35,786	1,016,691	107,685
Leaf, suitable for cigar wrappers	dut...do....	171,078	280,783	291,572	769,656	3,345,868	6,775,308	5,218,556	10,385,824
All other	dut...do....	5,160,555	3,818,955			35,935,509	28,616,482	[2] 10,129,471	[2] 8,192,729
Cigar leaf—									
Unstemmed	dut...do....			1,211,364	988,620			[1] 6,477,286	[1] 5,108,454
Stemmed	dut...do....			1,013,657	1,106,745			[1] 5,486,598	[1] 5,606,747
Cigarette leaf	dut...do....			6,319,528	4,113,332			[1] 27,202,829	[1] 19,173,367
Scrap and other unmanufactured	dut...do....			191,670	75,448			[1] 1,121,190	[1] 347,527
Manufactures of tobacco—									
Cigars and cheroots	free...do....	143,633	256,512	378,272	455,264	953,384	1,727,379	2,402,847	3,449,788
	dut...do....	24,901	206,870	42,791	221,228	222,466	1,982,253	325,797	2,427,496
Cigarettes and paper cigars	free...do....			150	219	1,480	1,552	2,525	5,083
	dut...do....	295	1,470	223	1,016	4,092	20,192	8,533	57,644
All other	dut...do....	18,202	22,847	27,667	29,543	184,756	151,792	198,871	219,415

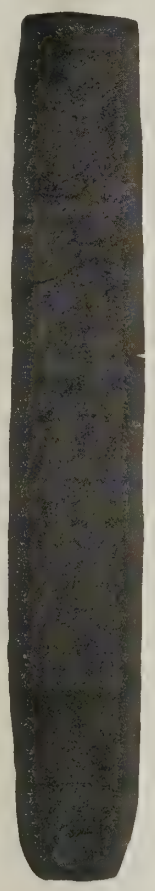
[1] Beginning Sept. 22. [2] July 1 to Sept. 21



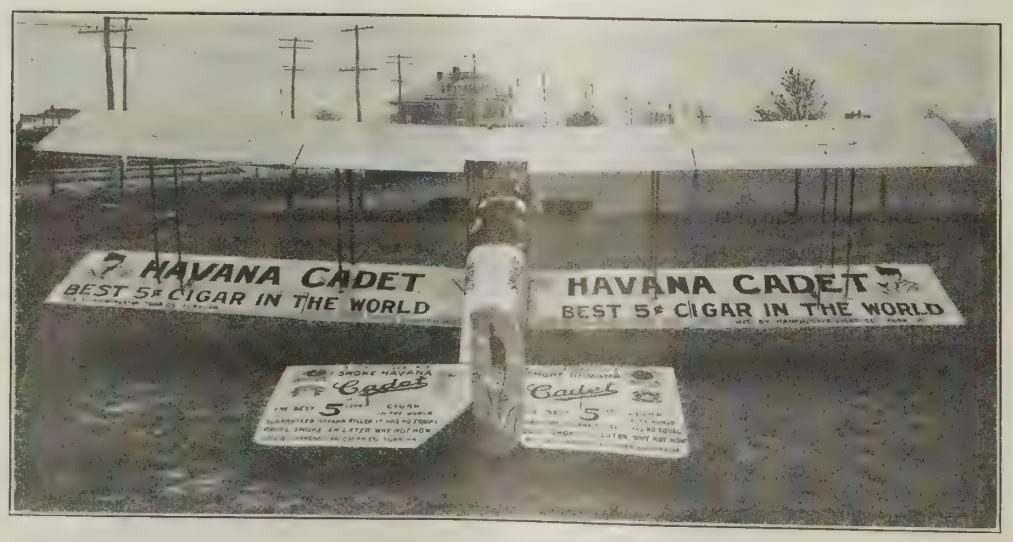
"A Joy in Every Puff"

HAVANA Cadet CORONA 5 CENTS





Havana Cadet as seen in the Sky and on Earth



GUARANTEED HAVANA FILLED. *IT HAS NO EQUAL*

Manufactured by

MANCHESTER CIGAR CO.

YORK, PA.

R N. PARIS
Sales Manager

Baltimore Market

Prices Firm for All Grades

BALTIMORE, Md., June 7.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

Maryland—With receipts of 329 hogsheads and sales of 268 hogsheads. Our market ruled more active, and prices held very firm for all grades.

OHIO—Receipts 6 hogsheads: no sale

Quotation on Ohio, 1922, Crop

Inferior and Frosted	$4.00 to $5.00
Sound to Good Common	6.00 to 8.00
Greenish and Brown	7.00 to 14.00
Medium to Fine Red	9.00 to 16.00
Common to Medium Spangled	10.00 to 20.00
Good Spangled	20.00 to 30.00
Fine Spangled to Yellow	30.00 to 45.00
Air Cured, Common to Medium	5.00 to 10.00
Air Cured, Good to fine	11.00 to 25.00

N. B.—Unsound and badly mixed packages from 1 to 3 cents lower.

Association Data

The Leaf Tobacco Association of Baltimore City, issues these statistics for the week ending June 6:

Receipts

	This Week	Previously	Total	Net to Date	Same 1922
Maryland	453	3,522	3,975	2,821	2,712
Ohio	28	271	299	231	161
Total	481	3,793	4,274	3,052	2,873

Reinspections this week: Maryland, 124; Ohio, 22; to date, Maryland, 1,154; Ohio, 68.

Deliveries

	Maryland: Coastwise and Domestic	Maryland: Foreign	Maryland: Total	Ohio	Total
This week	....	240	240	16	256
Previously	1,917	7,329	9,246	1,014	10,260
Totals	1,917	7,569	9,486	1,030	10,516

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1	9,590	3,025	12,615
Receipts since	2,821	231	3,052
	12,411	3,256	15,667
Delivered since	9,486	1,030	10,516
Stocks today	2,925	2,226	5,151

Sales

	Maryland	Ohio	Total
This Week	268	....	268
Previously	2,376	809	3,185
Totals	2,644	809	3,453

Back from Quaker City

Herbert Holzman, of Strouse & Holzman, has returned from a successful trip to Philadelphia.

An Up-State Pilgrimage

W. P. Miller, of the American Sumatra Co., is visiting his Empire State clients this week.

Burley Pool May Buy Bernard Warehouses

GREENEVILLE, Tenn., June 8.—The deal f the purchase of the two large tobacco rehouses in this city owned, by the rnard's, while not definitely settled, in probability will be consummated within next few days. The proposition of . Bernard offering the two large houses the consideration of $200,000, and rying with it the expense of operation coming season, which they had obli ed themselves for and amounting to nething like $30,000 additional, has n submitted to the Kentucky officials ough their vice-president, Mr. Barker, o with his architect, had been in the y for several days trying to put over deal.

The passing of the two local houses o the hands of the pool does not mean t the co-operative plan of selling to co will be effective in Greeneville, but the contrary their efforts to bring ut such a situation has only had a dency to arouse both business men and mers generally to the importance of an anized fight against such a plan.

Such a movement is already on foot headed by the tobacco board of de, tobacco growers of the entire Bur tobacco belt will have it made plain them what object the Kentucky co eratives have for wanting to control s market, also the inadvisability of ir entering such a corporation or trust.

Previous Efforts Seen Fruitless

An effort has been made here for sev l years to organize the farmers of this nty into the pool, but absolutely no dway had been made. By taking over o local warehouses the association nat lly expect to receive the co-operation the warehouse owners in their efforts get the planters to sign up for a period five years selling their crops through ir channel.

Their efforts along this line will doubt s be disappointing in as much as John Bernard, Sr., and John S. Bernard, refuse to be associated with sale of the properties and are ting plans on foot already for the erec n of two additional warehouses here, be ready for sales when the season ns in November, which, with the er four sales floors, will be sufficient handle even the increased sales which anticipated.

Farmers generally, not to the least ent have looked favorably upon the operative plan of selling their tobacco. ey know that in sections where the ntucky association have been able to anize much dissatisfaction is said to vail.

Wide Price Difference Asserted

The farmers have been receiving upon average of $32 per hundred for their ps on the open market here, while the hest average to have been received on co-operative markets has been about . They realize immediately for their p when they sell it on the open floor, ting their cash in a lump sum within few hours after their tobacco reaches market.

Members of the pool cannot do this, entimes being required to wait many g months before they get what the ociation decides to sell their crop for, small advance possibly being made en the tobacco is placed in storage.

When it was announced yesterday that deal for the two warehouses was be considered, pandemonium reigned oughout the business district of the y until after the situation was ex ined. The passing of the two houses ounts to nothing as an organization the farmers is to be effected before houses can be utilized.

Looking Up in Hoosier State

INDIANAPOLIS, Ind., June 9.—Flying at eight of 10,000 feet above Indianapolis ently, in a small scout plane, Capt. rek Shepperson, an ex-officer in the itish flying corps, wrote the words icky Strike" in the sky, advertising the ne of a cigarette made by the Ameri Tobacco Co. Thousands of people nessed the wonderful performance.

Capt. Shepperson said that the charac istics of the aviator's individual hand iting also affect the writing in the sky, and that it came quite natural to him to follow the same quirks and curves which he would have made had he been writing on paper. The first word was printed. This, he said, was because the letters were more easily formed in the air in this way. The letters in the second word, however, lent themselves to script and were written.

Liverpool Tobacco Report and Market Comment

LIVERPOOL, Eng., June 4.—The following figures and comment are taken from the regular tobacco report issued by Edwards, Goodwin & Co., showing the hogsheads of tobacco on hand, imported and delivered:

Virginia

	Leaf.	Strips.
Stock, April 30	96,816	50,172
Imported in May	1,684	244
	98,500	50,416
Delivered in May	4,325	2,980
Stock, May 31	94,175	47,436

Western

Stock, April 30	11,029	9,019
Imported in May	1,004	737
	12,033	9,756
Delivered in May	910	614
Stock, May 31	11,123	9,142

On Hand May 31

	1922	1921	1920
Virginia Leaf	102,071	76,681	59,203
Virginia Strips	53,655	54,327	35,948
Western Leaf	12,125	12,870	13,279
Western Strips	12,781	15,088	16,906

Quotations

Prices in Pence per Pound

Leaf

Western—	1923	1922
Filler	—@ 7@12	—@ 8@12
Medium	14@20	14@18
Good to fine	21@25	19@25
Burley	—@20@32	—@—
Virginia Dark—		
Filler	—@—	—@—
Medium	—@18@—	—@—
Good to fine	24@—	—@—
Virginia & Carolina Bright—		
Semi-dark to Semi-bright	—@ 8@14	—@10@14
Medium Bright	15@24	15@24
Good to fine	25@42	25@42
Nyasaland and Rhodesia Bright—		
Semi-dark to Semi-bright	—@10@16	—@12@15
Medium Bright	17@20	16@20
Good to fine	21@28@—	21@25@—

Strips

Western—		
Filler	—@ 9@14	—@10@15
Medium	15@23	16@22
Good to fine	24@30	23@28
Burley	—@22@—	—@20@—
Virginia Dark—		
Filler	—@13@18	—@15@20
Medium	20@28	21@28
Good to fine	30@36	30@39
Virginia & Carolina Bright—		
Semi-dark to Semi-bright	—@11@20	—@11@18
Medium Bright	21@27	19@26
Good to fine	28@—	—@—
Nyasaland and Rhodesia Bright—		
Semi-dark to Semi-bright	—@14@24	—@13@19
Medium Bright	22@25	20@28
Good to fine	26@30	—@—

Market Comment

There has been more animation in the market here than for some time back, all grades of tobacco participating, Western Leaf and Strips with Semi-brights contributing the bulk of the sales.

The latest advices from the Bright districts are that a successful planting has been made, though the weather up to now has been against the necessary quick growth of the plants to make good tobacco.

The character of the 1922 crop Kentucky tobacco is proving more suitable for spinning than the two previous imports.

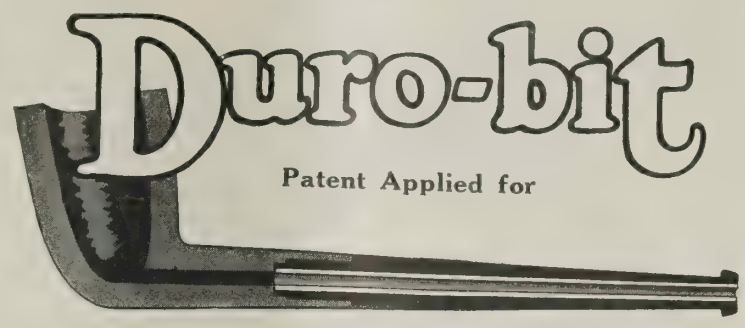
The Nyasa crop now being handled is smaller than usual, and is reported as deficient in quality, which is only what can be expected from the conditions prevailing whilst growing.

DURING NATIONAL PIPE WEEK

FEATURE

Duro-bit

Patent Applied for



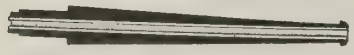
Mouthpiece Reinforced with Aluminum Tube—

ABSOLUTELY UNBREAKABLE

PLEASING TO THE TONGUE



ALUMINUM IS MOLDED IN THE BIT



THE BIT CANNOT BREAK AT ANY POINT

The aluminum runs from tip to tip of the bit. Reinforcing bit throughout entire length.

With this Pipe Goes a Guarantee of Perfect Durability

The bowl is guaranteed against cracking or burning through. The bit is guaranteed against breaking.

The permanent aluminum lining prevents bent bits from straightening and straight bits from warping when exposed to sunlight or heat.

Made in all popular shapes to retail at 50c, 75c, and $1.00

SOLD IN ATTRACTIVE DISPLAY ASSORTMENTS



ASSORTMENT No. 10156
One Dozen Pipes—50c Values—on Display Card

ASSORTMENT No. 10157
One Dozen Pipes—75c Values—on Display Card

IF YOUR JOBBER CAN'T SUPPLY YOU—
WRITE US FOR THE NAME OF A NEARBY JOBBER WHO CAN

Wm. DEMUTH & CO., NEW YORK

WORLD'S LARGEST MAKERS OF FINE PIPES

A Man's Smoke

Patterson's



10c

At all good dealers

Q for Queed Quality Quantity

EMANELO

Highest Grade

Conn. Shade Wrapped Havana Filled Cigars



Backed By Thirty Years' Honest Cigar Making



LAWRENCE BARRETT

Wrapped With Finest Quality Sumatra Havana Filled

D. EMIL KLEIN CO., Inc.

438-440 E. 91st STREET, NEW YORK

Trade-Marks Filed

In U. S. Patent Office

The following trade-marks were published in compliance with Section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

* * *

Ser. No. 149,480. LEOPOLD POWELL & Co., New York, N. Y. Filed June 21, 1921.

BELAIRE

149,480

The particular description of goods.—Cigars, Cheroots, and Little Cigars. *Claims use* since Feb. 9, 1901.

* * *

Ser. No. 156,095. MITSUI BUSSAN KAISHA, LTD., Tokyo, Japan. Filed Nov. 30, 1921.



156,095

In the drawing the lining indicates the shading only.

The particular description of goods.—Matches. *Claims use* since Aug. 4, 1921.

* * *

Ser. No. 177,429. DELACOUR BROS., LTD., London, England. Filed Mar. 14, 1923.

GEISHA

177,429

The particular description of goods.—Tobacco Pipes. *Claims use* since July 1, 1922.

* * *

Ser. No. 178,377. DELACOUR BROTHERS, LTD., London, England. Filed Mar. 31, 1923.

FIELD-MARSHAL

178,377

The particular description of goods.—Tobacco Pipes. *Claims use* since Oct. 25, 1921.

* * *

Ser. No. 178,378. DELACOUR BROTHERS, LTD., London, England. Filed Mar. 31, 1923.

QUEENIE

178,378

The particular description of goods.—Tobacco Pipes. *Claims use* since Oct. 25, 1921.

* * *

Ser. No. 174,602. THE BARKMAHN COMPANY, INC., New York, N. Y. Filed Jan. 13, 1923.

BARKING DOG NEVER BITES

174,602

No claim is made to the exclusive use of the words "Never Bites" apart from the mark shown in the drawing.

The particular description of goods.—Pipes. *Claims use* since Aug. 15, 1922.

* * *

Ser. No. 177,162. BAY STATE CIGAR CO., INC., Westfield, Mass. Filed Mar. 9, 1923.

LA MARICA

177,162

The particular description of goods.—Cigars. *Claims use* since 1915.

* * *

Ser. No. 178,896. THE DIAMOND MATCH COMPANY, Chicago, Ill. Filed Apr. 10, 1923.

ATLANTIC

178,896

The particular description of goods.—Matches. *Claims use* since 1894.

* * *

Ser. No. 178,897. THE DIAMOND MATCH COMPANY, Chicago, Ill. Filed Apr. 10, 1923. Under ten-year proviso.

BEST AND CHEAPEST

178,897

The particular description of goods.—Matches. *Claims use* since 1885.

* * *

Ser. No. 178,898. THE DIAMOND MATCH COMPANY, Chicago, Ill. Filed Apr. 10, 1923.

BLACK SWAN

178,898

The particular description of goods.—Matches. *Claims use* since January, 1909.

* * *

Ser. No. 178,899. THE DIAMOND MATCH COMPANY, Chicago, Ill. Filed Apr. 10, 1923.



178,899

The particular description of goods.—Matches. *Claims use* since January, 1909.

* * *

Ser. No. 178,900. THE DIAMOND MATCH COMPANY, Chicago, Ill. Filed Apr. 10, 1923.

BLUE BIRD

178,900

The particular description of goods.—Matches. *Claims use* since 1892.

* * *

Ser. No. 178,901. THE DIAMOND MATCH COMPANY, Chicago, Ill. Filed Apr. 10, 1923.



178,901

The particular description of goods—Matches. *Claims use* since November 1911.

* * *

Ser. No. 178,902. THE DIAMOND MATCH COMPANY, Chicago, Ill. Filed Apr. 10, 1923.

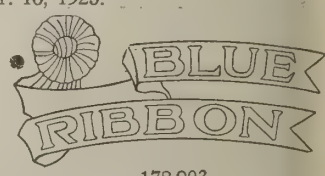
BLUE RIBBON

178,902

The particular description of goods—Matches. *Claims use* since June, 1914.

* * *

Ser. No. 178,903. THE DIAMOND MATCH COMPANY, Chicago, Ill. Filed Apr. 10, 1923.



178,903

The particular description of goods—Matches. *Claims use* since June, 191

* * *

Ser. No. 178,904. THE DIAMOND

(*Continued on page* 12)

Milano for the President for Every Day in Week

Handsome Set of Seven WDC Milano Pipes Presented to Noble Warren G. Harding, by Mecca Temple, Ancient Arabic Order of Nobles of the Mystic Shrine.

Recently a great deal of publicity was given to a statement made by President Harding, to the effect that when he is besieged by trouble makers in Congress he finds much consolation and comfort in smoking a pipe.

In selecting the gift they could think of no more appropriate token than a set of WDC Milano Pipes.

The presentation of this gift, was made by Arthur H. Diamant, Illustrious Potentate of Mecca Temple, and was one of the interesting events of the Shriner's Convention in Washington.

The set contains seven assorted Milano Pipes, inclosed in a handsome red plush lined, hard leather covered case, bearing a solid gold plate inscribed as follows

"Presented to Noble Warren G. Harding, President of the United States, by Mecca Temple, A. A. O. N. M. S. June, 1923.

This presentation is doubly interesting to the trade which at the present time is preparing for the observance of National Pipe Week, June 23 to June 30, inasmuch, as the Chief Executive of the Nation publicly announces his preference for the pipe, and that this is recognized to the extent of having an organization such as the Shriners select the pipe as a worthy gift for the President of the United States.



President Harding and the Seven Milano Pipes Presented to Him by Mecca Temple, A. A. O. N. M. S.

About the same time that this announcement appeared, Mecca Temple (New York City) of the A. A. O. N. M. S., decided to present a token of their esteem and good wishes to President Harding, a member of the Order, at the convention of the Imperial Council of the Ancient Arabic Order of Nobles of the Mystic Shrine held in Washington, D. C., on June 5, 6, and 7.

Second Tobacco Show

Jonas J. Ollendorff, president of the National Board of Tobacco Salesmen's Association, makes the following announcement:

"At a recent meeting of the Board of Governors of the National Board of Tobacco Salesmen's Associations, a resolution was adopted endorsing the Second Tobacco Show to be held January 28 to February 3, 1924, at the 71st Regiment Armory, New York City.

"In conjunction with this, I would like to state, in my official capacity as president of the National Board of Tobacco Salesmen's Associations, it has been with a great deal of pleasure that I have received so many favorable comments from manufacturers and jobbers of the prospect of gathering in New York next year to witness a *greater show* and meeting their old friends and business associates.

"It may also interest you to know that most of the salesmen in and around New York, as well as the manufacturers who exhibited, have expressed to me the opinion that they opened more new accounts and received more orders from a more widely scattered territory at the last Tobacco Show, naturally in less time than it would have taken to cover the territory whence these orders came.

"The National Board of Tobacco Salesmen's Associations is entering upon a very prosperous time and we shall, in a very short time, have some very interesting news for you regarding the organization of many new branches.

"We are for anything that is for the good of the Tobacco Industry."

Inspects Local Market

B. M. Kimbrough, of John H. Swisher & Son, cigar manufacturers of Newark, O., investigated the leaf market last week and picked up a quantity of high-grade wrappers.

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

Mill-Factory and Main Office
NEW HAVEN, CONN.

-Salesrooms-

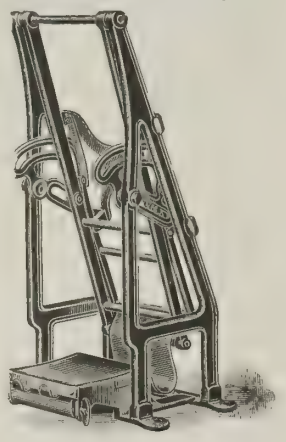
NEW YORK
25 W. 43rd St.

PHILADELPHIA
1215 Filbert St.

BOSTON
99 Chauncy St.

THE STANDARD BUNCH MACHINE

Will Cut Your Cost and Make Better Cigars



Patented

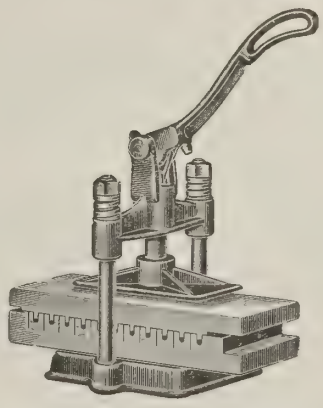
6,000,000 Cigars Daily

are made in the United States on the **Standard Bunch Machine.** Why not make yours on the machine that is used by the makers of the best and largest selling brands in the country. Put your cigars in the same class by using the **Standard Bunch Machine** which produces workmanship superior to hand work and makes a saving of 40% on Binders and 10% on Fillers.

Price $35.00 F. O. B. Detroit

Write us for particulars and free trial offer

THE
STANDARD SHORT MOLD LEVER PRESS



Patented

Features No Other Press Has

When pressure is released, the handle will remain up and can be operated with one hand. With our specially hardened springs, this Press will give all molds a positively uniform pressing, taking care of variations of thickness of the molds, and pressing the entire length of the mold, insuring an even pressure to all the bunches. Our Press weighs but fifteen pounds and occupies less space than any other press on the market.

One Mold Size, Price $5.00 each
Two Mold Size, Price $6.50 each
Net F. O. B. Detroit.

Worthy of its name—STANDARD. Almost indestructible. Different in construction. The most pressing power with the least effort. Adjustable in a few seconds.

STANDARD BUNCH MACHINE CO.

3960 Chene Street
Detroit, Mich.

THE WORLD'S BEST

MACHINERY

FOR THE

Cigarette and Tobacco Industry

Over 5000 Machines sold

Cigarette Making Machines

"Excelsior Record"
capacity up to 36,000 cigarettes per hour

"Excelsior"
capacity up to 20,000 cigarettes per hour

Cigarette Tube Making Machines
of every description

Tobacco Cutting Machines
finest workmanship, highest capacity

Automatic Knife Grinding Machines
of clocklike precision

Cigarette Stripping Machines
of high capacity

Stalk Crushing Machines
solid construction

Tobacco Roasters
Ingenious design

Mixing, Sifting and Cooling Machines
indispensable for every factory

Supplies for Cigarette Manufacturers
cork bobbins, cigarette paper, endless tapes, circular knives, etc.

N. V. Export Maatschappy v/h

J. C. MULLER

Rotterdam 1

Telegrams: Tobaco *Stationsweg 85/87*

Trade Marks

(*Continued from page* 10)

MATCH COMPANY, Chicago, Ill. Filed Apr. 10, 1923.



178,904

The particular description of goods.—Matches. *Claims use* since Apr. 1, 1898.

* * *

Ser. No. 178,905. THE DIAMOND MATCH COMPANY, Chicago, Ill. Filed Apr. 10, 1923.

CRUSADERS

178,905

The particular description of goods.—Matches. *Claims use* since October, 1921.

* * *

Ser. No. 178,906. THE DIAMOND MATCH COMPANY, Chicago, Ill. Filed Apr. 10, 1923.



178,906

The particular description of goods.—Matches. *Claims use* since October, 1921.

* * *

Ser. No. 178,907. THE DIAMOND MATCH COMPANY, Chicago, Ill. Filed Apr. 10, 1923.

DOMINO

178,907

The particular description of goods.—Matches. *Claims use* since 1905.

* * *

Ser. No. 178,908. THE DIAMOND MATCH COMPANY, Chicago, Ill. Filed Apr. 10, 1923.



178,908

The particular description of goods.—Matches. *Claims use since* March, 1905.

* * *

Ser. No. 178,909. THE DIAMOND MATCH COMPANY, Chicago, Ill. Filed Apr. 10, 1923.



178,909

Trade-mark consists of the word "Star" and the representation of a star.

The particular description of goods.—Matches. *Claims use* since about March, 1897.

* * *

Ser. No. 178,912. THE DIAMOND MATCH COMPANY, Chicago, Ill. Filed Apr. 10, 1923.

SEARCH LIGHT

178,912

The particular description of goods.—Matches. *Claims use* since December, 1897.

* * *

Ser. No. 178,913. THE DIAMOND MATCH COMPANY, Chicago, Ill. Filed Apr. 10, 1923.



178,913

The particular description of goods.—Matches. *Claims use* since December, 1897.

* * *

Ser. No. 163,677. Gene-Vall Cigar Co. Inc., New York, N. Y. Filed May 11, 1922.

HIGH LIFE

163,677

The particular description of goods.—Cigars. *Claims use* since Oct., 1916.

* * *

Ser. No. 174,195. William Francis Clegg, doing business as W. F. Clegg Cigar Co., Greensboro, N. C. Filed Jan. 5, 1923.

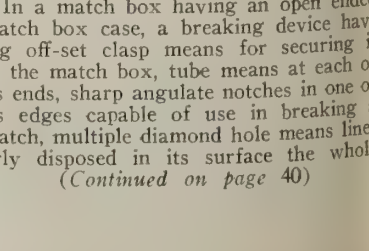
NON-SKID

174,195

The particular description of goods.—Cigars. *Claims use* since May, 1918.

* * *

Ser. 175,494. Isidore Yereshefsky, doing business as I. & Y. Cigar Co., New York, N. Y. Filed Feb. 3, 1923.

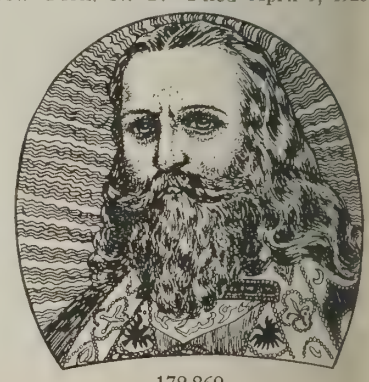


175,494

The particular description of goods.—Cigars. *Claims use* since Dec. 14, 1922.

* * *

Ser. No. 178,869. Salvador Rodriguez, New York, N. Y. Filed April 9, 1923.



178,869

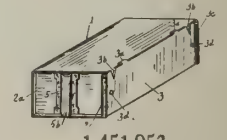
Trade-mark shown in the accompanying drawing is the artist's conception of the historical character known as Charles the Great.

The particular description of goods.—Cigars. *Claims use* since about 1890.

Patents Recently Granted

In U. S. Patent Office

No. 1,451,953. MATCH BOX. David B. McDonald, Davenport, Iowa. Filed Dec. 4, 1920. Serial No. 428,263. 4 Claims.



1,451,953

In a match box having an open ended match box case, a breaking device having off-set clasp means for securing it to the match box, tube means at each of its ends, sharp angulate notches in one of its edges capable of use in breaking a match, multiple diamond hole means linearly disposed in its surface the whole

(*Continued on page* 40)

Sliding Shell Packs and Display Containers



For Five or Ten Full Size or Small Cigars.

This new and logical package will increase the sales of your cigars.

Smokers are showing a decided preference for it.

Let us submit a design for one or more of your brands. Drop us a line and without expense to you we will show you what can be done.



THE ROCHESTER FOLDING BOX CO.

Capacity, 10 Million Boxes a Day.

ROCHESTER, N. Y.

Coupon Day

By LESLIE E. DUNKIN

One of the leading tobacco retailers a Western city, has solved a combina-on of problems by making use of "Cou-on Day" in his business. This has met ith such success that it has become a rmanent feature in his business.

Every smoker or tobacco-user or would-be tobacco-user in the city and e neighboring country knows that ch Wednesday is "Coupon Day" at is cigar store. All look forward to ch Wednesday, as most people do to aturday's specials in the business life of e city. From the point of view of the ore, "Coupon Day" is as big a day, if t bigger than Saturday, and it relieves a great extent the usual rush at the st of each week.

In the Tuesday evening and Wednes-y morning papers of each week, the tailer has a "Coupon Day" advertise-ent, that ranges from a small one to most half a page. This is a regular ature of his daily advertising. The lvertisement is divided into small cou-ns. Each coupon contains one item of erchandise with the regular price and e "Coupon Day" price. In the case of naller or group things, quite a number different items are placed on the one upon. The number of coupons in each dvertisement ranges from one on up, pending upon the size of the entire lvertisement.

Bargain Hunters Are A Factor

"Coupon Day" solved the sale prob-m. Bargain-Hunters may be the butt many jokes, but they are a factor in usiness that must be used. The store at can have the big slashing sales con-antly, will draw the largest amount of ade. No store can do this with a great nount of business safety. Also there is ie great expense of marking down all e articles of merchandise for the sale eriod. With the coupons, the retailer es not have to worry about sale prices, r no coupon bargain can be had un-ss the customer presents the coupon. his coupon contains the special price. In ch part of the store is hung the cou-n advertisement for that Wednesday as to avoid the presenting of coupons week old, thus getting the sales all ixed up and taking an unfair advantage f the retailer.

Tracing Advertising Benefits

The merchant knows that it pays to lvertise, but he wanted to have some definite way to determine how it pays. The use of the coupons has given him a determining this. Each clerk keeps all of the coupons, that are turned in on sales. At the end of each Coupon Day, these are gathered up and it is a question of a short time before they know the actual effect of the advertising. It is not necessary for them to take an invoice of the merchandise before and after the sale. With this record it is but a mere part of the results of that day's advertising, for other purchases are made by many of the people seeking the bargains.

Also he desired to know which of the two local newspapers has the greater number of buying readers. This can determine largely which should have the greater amount of the advertising, whenever there is any difference in the daily amounts. Some times he has the initial letter of the paper in the lower left-hand corner of each coupon. Other times it is distinguished by a slightly different arrangement of the words or the statement of the price in the coupons of the different papers. At the end of the day's work they can glance over the coupons and find out how many morning-paper readers were in the store and how many evening-paper ones.

Approved by Local Newspapers

This is made possible by the rule that a coupon must be presented with each purchase on coupon day. Where no coupon is presented, the regular price is charged for that merchandise. For the benefit of the careless ones, he has a pile of newspapers, that contain the coupon advertisement, on sale at the front counter. This stunt is very acceptable to the local newspapers, as it is a means of selling many papers, that would not have been sold otherwise. The store gets a commission on the papers, that are sold there.

The use of the coupons encourages the customers to buy their tobacco supplies in larger quantities, as a special price is offered where larger quantities are purchased at a time. This might seem to injure a steady business, but it has been found that when the tobacco-user buys in larger quantities, he consumes larger quantities and at a faster rate than previously.

Provides Means of Clearing Out Odds and Ends and Slow Sellers

The use of the coupons reduces the necessity of a clearing-out sale to a minimum. In the planning of each coupon day, an effort is made to get at least one item from each part of the store. It eliminates the necessity of having special sales for the purpose of making room for new or different stock. One application of the coupons or three at the most, will clean out all that is necessary.

The use of the coupons eliminates the necessity of having forced sales to obtain some money to pay off large bills, when they come due. There are but few stores that avoid such sales entirely. The coupon days bring in an abundance of ready cash each week.

The use of the coupons is an effective way to introduce a new line of tobacco. If it happens to be a line of merchandise, that might be a good repeater, if once introduced to the public, the coupon man places it in a coupon for the one time. Many people buy it because they want it. Others buy it because they might want it and it is a bargain. Either way, it gives them a taste of it and they come back for more of it at the regular prices.

Creates Sales for Regular Goods

The use of the coupons brings many sales for the regular merchandise that would not have been made otherwise. Since only one or possibly two items of one class of tobacco merchandise is on the coupons for the same week, and customers frequently prefer one certain kind of tobacco, customers often find that the special-priced tobacco is not quite what they want, but there is something similar to what they want at a regular price. Rather than go to the trouble of looking elsewhere, or waiting until later, a purchase is made for the regular-priced article. The total of this increased business from the coupons cannot be determined definitely each week, as with the bargains from the coupons.

Thus by the use of the coupon days, the retailer makes the one form of merchandising solve many different problems, that otherwise would be difficult to manage successfully, without a great deal more expense and trouble.



An Attractive Harvester Display in the Store of Neidman & Fegal, at 2045 Broadway, New York

Reviews Local Conditions

E. C. Berriman, of Berriman Bros., cigar manufacturers of Tampa, spent several days in New York last week and reviewed local conditions.

A Welcome Return

Harry Mendelsohn has rejoined the staff of the Stern-Mendelsohn Co., and will probably cover the Western territory in the near future.

A Noted Guest

William P. Bushell, of the El Predomino Cigar Co. of Philadelphia, was a distinguished guest of Father Knickerbocker last week.

LOUISIANA FARM BUREAU PERIQUE TOBACCO GROWERS' COOPERATIVE ASSOCIATION

SALES DEPARTMENT

600 Title Guarantee Building, New Orleans, La., U. S. A.

We handle only genuine celebrated St. James Parish Perique Tobacco. Quality guaranteed. Balance of stock 1922 crop now ready for shipment. Write to us for samples and quotations.

TOBACCO
· ESTABLISHED · 1886 ·

PUBLISHED EVERY THURSDAY
by the
Tobacco Trade Journal Company
10 East 39th Street, New York
Telephone, 2380, 2381, 2382 Vanderbilt

Geo. S. Macdonald, President — Nicholas Volk, Secretary
R. T. Tanner, Business Manager — C. L. Franklin, Editor

TERMS OF SUBSCRIPTION

One Year $3.00
Canada and Foreign Countries $5.00

Remittances may be made by New York draft, postal or express money order, or cash in registered letter.

Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, JUNE 14, 1923

A COMING EVENT

Annual convention of the Tobacco Association of the United States, at the Grove Park Inn, Asheville, N. C., June 28, 29 and 30.

HELPFUL PUBLICITY DEMANDED

Herbert Kaufman told the T. M. A. Convention the unpleasant truth when he said:

"A whole generation of smokers has grown up without being educated to cigars. What sort of effort is the trade making to replace the cigar smokers who die off by younger ones? The volume of business of the industry is about as large as it ever was, but unless it is proportionate to the increase in the population and wealth of the country, it is not as large as it ought to be."

If there is little or no enlargement of production, if the consumption of cigars doesn't keep pace with the increase of population, what should be done?

If the cigar industry means to be progressive, if it intends to live and grow, it must do more to commend itself?

If cigars are far outrun by cigarettes in the race for popularity, the manufacturers and others directly interested surely know why.

If to obtain larger trade it is necessary to introduce cigars constantly to new smokers numbering a million or more each year, should those who have most to gain, by hustling, be slow and negligent in taking advantage of opportunities?

Just to prove how conservative it is, does the cigar industry have to adhere to old time practices? If ancient methods of winning customers are less effective, if failure to advertise properly is associated with a lack of prosperity or a loss of business, does a suggestion to make some changes seem unwise or out of order?

Is the average cigar manufacturer content to become a "has been"? All because he is opposed to "new fangled ideas," will he let his production decrease, his prestige vanish, his brands deteriorate or his profits disappear?

Shall it be said of him that he hasn't the wit, the courage or the energy required to get out of a rut?

Unless the cigar industry enlists the support of new smokers, as they come on, what will the future of the cigar business be?

In advertisements, and otherwise, cigarette manufacturers appeal tremendously to smokers. They spend many millions of dollars annually to obtain desired publicity. Their advertising is successful, not only because of its vastness, cleverness and continuity but also because intelligent effort is made persistently to interest and convince the individual. If a cigarette is distinctive, different or possesses unusual merit, numerous advertisements say so, unmistakably. Most cigarette advertisements are intended to convince the consumer. Cigarette manufacturers appear to be mindful of the smoker, always. To please and satisfy the consumer is their announced purpose.

Cigarette advertising is so conspicuous, effective and compelling that all of the important brands of cigarettes are on sale practically everywhere, throughout the country. The continuous demands of consumers cause retailers necessarily to have advertised cigarettes for sale.

Of the cigar manufacturers, too many ever have been disposed to leave selling problems for the retailer to solve.

By some cigar manufacturers, the smoker was regarded as a "sucker." It was urged that the average cigar smoker was unable to tell values. Too often, an attempt was made to "put over something on the public." Long profits to be obtained through salesmanship, were supposed to be the arguments most convincing to dealers.

Though experience repeatedly has proven how disastrous long shotting can be to all concerned, the majority of cigar manufacturers seemingly had not learned yet how desirable it is to acquire the acquaintance and confidence of the consumer.

Place the cigar business entirely on a brand basis. Have each manufacturer endeavor to build up the reputation of his brands. Go to the smoker with proofs of the excellence and dependability of brands. Play up the cigar business properly. Talk enthusiastically to the public. Be convincing. Appeal, not only to the imagination but also to plain common sense. Convey to the multitude a true idea of the pleasure and joy that cigar smoking confers. Be explicit. In advertising, bring home to the consumer the significance of a favorite brand.

The better a product is, the more it pays to have it advertised right.

Cigars are deserving of more and better advertising than they ever received before.

Individually and collectively, the cigar manufacturers of the country owe it to themselves and the welfare of the industry to display their products before the public in the most favorable light.

Of the healthiness of the habit of cigar smoking, enough has not been said. Concerning the satisfaction to be derived from smoking good cigars, great piles of evidence could be produced.

However eager and willing a retailer may be to recommend cigars, he has neither the time nor the chance to speak informatively to all with whom he comes in contact. It is unfair and unbusinesslike for the manufacturer to shove on the retailer the important and difficult task of advertising cigars properly.

Maybe the retailer can't do it, or perhaps he is indisposed to perform work for which he does not receive full pay.

The manufacturer who depends on having his cigars advertised entirely by retailers either is content with little or he doesn't appreciate the desirability of advertising his product.

It is said that a satisfied customer is the best advertisement. But a buyer has to be obtained before he can be satisfied with his purchase.

To vivify and increase cigar business, advertising is necessary. Until cigar manufacturers generally make up their minds to do more and better advertising, cigar production will not develop as it should.

If through false economy, cigar manufacturers are induced not to advertise to any great extent, the cigar industry will make scant progress.

Publicity is a lever that uplifts. Without desirable publicity, how can the cigar industry be raised to a high state of prosperity?

AN EXCELLENT FERTILIZER

Tobacco stems in some localities can be obtained at reasonable prices. For fertilizing purposes, tobacco stems are about four times as valuable by weight as average manure. Tobacco stems in the soil have the tendency to keep some insects away, which is an additional benefit.

CHEAPER TOBACCO IS WAR CRY

The slogan of former Vice President Marshall, that what the nation most needs is a good five-cent cigar, has been adopted in toto by the Tobacco Merchants' Association, and it proposes to carry the war into Congress next winter to obtain a reduction of taxation on tobacco.

A staff correspondent of the Philadelphia *Public Ledger*, under a Washington date line, says the tobacco men are gaining great popularity in their battle to that end. They believe that the reported treasury surplus will enable the Congress to hit the high tariff a stiff lick all along the line.

How essential the five-cent cigar has been to the tobacco industry is demonstrated by the fact that before the war 60 per cent of the cigar sales were the nickel variety. Certainly the average man smoked one of the many brands that were sold at that price. During the war the old reliable prices disappeared, so that it sounded more or less like ancient history when Vice President Marshall spoke of what had been in the "good old days."

The cigar manufacturers say that following Mr. Marshall's appeal they attempted, at considerable sacrifice to themselves, to meet his requirements and that they have put the five-cent cigars back into stock "in quality not comparable with that of the pre-war cigar of equal cost." It almost appears as if the cigar men owed Mr. Marshall something, for they say themselves that 40 per cent of their sales are now from these new lines.

At any rate, it is never too late to take up a good cause, and we are hoping the five-cent campaign goes over the top as soon as a Congress which is credited with sound business sense can remedy matters next winter.—*Columbia (S. C.) Record.*

PAYMENTS TO PLANTERS

James C. Stone, president of the Burley Tobacco Growers' Co-operative Association, says in a letter to growers attending payment of $15,000,000 to planters in Kentucky, Ohio, Indiana, Tennessee and West Virginia:

"We are paying out in this distribution $15,000,000, which is over $5,500,000 more than was paid out at this time last year, and this money that is being paid out now added to the amount paid out in the first advance makes a total of $33,000,000 paid to the members to date on the 1922 crop. This is $14,000,000 more paid out this year than was paid out at this time last year on the 1921 crop.

"The large percentage of our medium and common grades have been sold, and the tobacco left on hand unsold consists principally of the better grades and we do not owe a dollar on it to anybody."

Mr. Stone said a few days ago, in a statement made at Lexington touching a few reported cases of lawlessness here and there growing out of friction between poolers and non-poolers:

"We want the tobacco grower who is not already a member to join with us in this great work for better prices for Burley tobacco, and thereby better homes, better schools, better roads, better living conditions, but we want to convince him that co-operative marketing methods are right and have him join voluntarily and not by coercion. . . . The whole fabric of our organization is based on right and justice, and on the law under which we all live, and as long as we stay on that solid foundation there will be no influence that will check our progress or forestall our success."

Good business principles, and the only principles that could constitute a rock foundation for the house of the poolers are expressed in Mr. Stone's statement. Upon such a foundation co-operative marketing is an assured success, not an experiment. Poolers in every county should be vigilant against any movement which would destroy the only foundation upon which co-operative marketing could stand permanently.—*Louisville Times.*

Cigarette Smoking in Foreign Lands and Less Remote Countries

Wherever One Goes Men and Women Are Found Drawing Solace from Favorite Cigarettes—Statistics Show That Cigarette Smoking is Becoming an Established Social Custom All Over the World—U. S. Figures Disclose Some Interesting Facts

By Dr. ARTHUR SELWYN BROWN

POPULARITY of cigarette smoking is universal. Travel wherever we may, we will find men and women smoking cigarettes. In Tunis and Algiers, in Madrid, Moscow and Melbourne we find cigarette smoking as popular as in New York, London, Cairo, Bombay, Hongkong or Pekin. Statistics tell us that more cigarettes are being smoked throughout the world than ever before and works of travel state that cigarette smoking is becoming an established social habit everywhere like tea and coffee drinking. The popularity and universality of the cigarette is such that the present might be happily termed the Cigarette Age.

Revealed by Statistics

An analysis of the statistics of American tobacco production and consumption shows how rapidly cigarettes are coming into public favor. In 1896, the percentage of American leaf production used in cigar-making was 25, in 1907, it was 30 and in 1918, 25. During the above periods more than fifty per cent of the tobacco crops were used in manufacturing smoking tobaccos and snuff. The balance, or about 23 per cent, was used in cigarettes. In 1905, the leaf consumed in cigarettes was only about 5 per cent. Now it nearly equals what is used in cigars. In 1918, it was 24 per cent. In foreign countries, the percentage used for cigarettes, is, in many cases, much larger than that in cigars.

The statistics for the production of cigarettes in the United States tell the story of the growth in the popularity of cigarette smoking in another way.

A False Sense of Smell

Spain, of course, continues to favor the cigarette as much as it did in the time of the discovery of the New World. Arthur Symons, in describing a bull-fight he witnessed at Valencia in 1898 refers to the large number of cigarettes smoked by the vast crowd. The smoke filled the arena. He said: "I sat there, in my box, from three until half-past five, when the eighth bull was killed in the half-darkness. Two men had been slightly wounded and ten horses killed. A total which, for eight bulls speaks well for the men. An odor of bad cigarette smoke, which my imagination insisted on accepting as the scent of blood came up into my nostrils, where it remained all night."

The men engaged in the bull-fighting industry smoke cigarettes almost exclusively. They are as fond of them as the stable boys in the racing stables in America.

Mrs. Gordon, a recent visitor to Spain refers to the smoking of men and women all over the country and paints this clever sketch of conditions there today: "We were taking a siesta in Lijona, when Jan, my husband, exclaimed:

"'That music sounds quite near.'

"He jumped up and looked out of the window. On a narrow ledge of flat rock at the foot of the wall, three men were sitting in the shadow of the house. Two had guitars, and all along the wall of the garden, a number of goats were lying down or browsing on the small weeds which sprouted between the rocks.

"We went out the garden door and joined the goatherds in their patch of shadow.

"'*Buenos dias,*' said Jan. 'I, too, love the guitar.'

"'Yes, Senor,' answered one of the men. 'Through the windows we have heard your playing.'

"One of the men who was there wore an enormous pagoda-like sombrero of straw; one was a boy of eighteen with a huge mustache, the third was an old man with large nose, the wrinkles on his face were drawn more deeply than I had ever before seen. Their guitars were poor instruments and the strings had often broken and been knotted together, in consequence of which little bits of stick were tied across the arm of the instrument to clamp the strings down on the fingerboard.

"Jan got his guitar and offered it to the men to play on but they said they preferred their old, well-tried instruments.

"Shortly the men said they had to go to their homes, but they invited the visitors to an evening concert they would arrange.

"Later in the evening we went to the concert. It was held in the street beneath a solitary electric lamp. There was the usual village crowd. The girls were all in their best dresses of pale-colored skirt and embroidered paisley patterned shawls. There was a long silence after our arrival because a famous guitarist had not arrived. He, however, sent another in his place. Three guitars and a guitarron formed the orchestra.

"Thrum, thrum, thrum, went the guitars, while across the deeper chords the little guitarron, with its strange tuning threaded a shrill pattern of monotonous *arpeggios*. The music of Spain has something fundamental in it. It has a hint of the heart-beat of the universe. It seems to speak of something ideally simple, to create an harmonious forgetfulness. A girl sitting amongst us threw back her head and sang. Her voice carried the sad minor cadences of the eternal East. It was pitched queerly in the throat and wailed across the still night like the voice of a passionate soul, saying:

"'When I am dead a hundred years,
And when the worms have eaten me,
The signs you find in my dead bones,
Will show that I have worshipped thee;
When I am dead a hundred years.'

"Then a man took up the singing and the guitars beat out the rhythm with great gusto. His stanza was:

"'The only love I ever loved,
Like black gunpowder reacted;
Light, fire, explosion; then after
Followed anger, silence, darkness,
The only love that I discovered.'

"When the duet was finished the crowd called out: 'Let's have a *Jota*. Come on, Perico, play something we can dance to.'

"The men who played the instruments, and snapping their fingers with the music, and their shadows, flung on the wall by the solitary electric lamp, caricatured their movements. The guitars beat on, creating an atmosphere of careless joy which seemed to bring us into more sensitive contact with the Spaniards than ever before. We wonder if civilization has anything to give these people. They live simple, straightforward and pleasant lives, tempered, it is true, by sickness, pain and privations; but it would be difficult to suggest gifts more valuable than they already have."

Pleasures in Abundance

Music a happy disposition and plenty of sunshine and cigarettes! Truly, who could wish for more?

Few books of travel in South and Central America fail to refer to the general habit of cigarette smoking in Latin America. Oswald, in his work on Mexico and Central America, speaking of Mexico says: "Hospitality is the virtue of sparsely-settled countries, and Don Pancho Garcia, of the Canas stock farm, received us with that hearty affability which mercenary politeness imitates in vain.

"'I knew there were strangers in the district,' he said; 'because, this afternoon, I heard a shot on the Rio Mountains that did not sound to me like a Mexican shooting iron. Well, I'm glad you found the old place, Capitano. My *squains* are all gone to a wedding. It's a good job for that boy of yours' (my assistant) 'that you did not meet them. They would have taken him along and danced him to death. But just wait. We shall have a war-dance, of our own if one of your men will help me get a cider-barrel out.'"

Tropical Enjoyments

A meal was quickly prepared and enjoyed and afterwards a guitar and mandolin were brought and copious supplies of cigarettes and cider. The night was then spent in social enjoyment. Pleasures like these, experienced everywhere in Latin America, caused the author of the above statements to ask whether living in northern latitudes was worth while when in the tropics people are able to get so much pleasure out of life. He was unable to solve this riddle; but there is abundant evidence in his writings showing how he enjoyed cigarette smoking parties in the company of the musicians and dancing girls in Central America.

Cigarette the Prime Favorite in Russia

Cigarette smoking in Russia is almost universal. Men, women and children smoke. The cigarette is far more popular than pipe or cigar. The Russian cigarette is made of local tobacco blended with the finest Turkish tobacco. It is distinguished from the cigarettes of other countries by having a long paste-board holder attached to it. Should we closely investigate the manner in which the cigarette is attached to the holder we will find a thin ring of cotton set like a washer at the point of contact. Few Russians notice these peculiarities and it would, perhaps, be useless to ask them why the whole nation likes to have its cigarettes made in that singular way. Here, however, is an experienced Russian tobacco broker. We will question him!

A Peculiar Cigarette Holder

He answers: "The cigarette holder attached to cigarettes is universal in Russia. I have sold immense numbers of cigarettes throughout Russia and I know definitely that all Russian cigarettes are made with holders. Once, when I was in business in Moscow, I tried to discover why it was so. The conclusion I came to was as Russians consume the finest of all the Turkish tobacco crops and have to pay dearly for that privilege in face of American and British competition, the holder is attached so that the small amount of tobacco actually in the cigarette can be hidden. A little tobacco is made to fill an apparently big cigarette.

"Your inquiry respecting the cotton ring is interesting. It is placed in all Russian cigarettes, but I have no idea of the cause."

We cannot accept this explanation fully. The amount of tobacco in Russian cigarettes is less than half what is put into American cigarettes; but the idea that dear tobacco is the cause is untenable. Russian cigarettes are not made of pure Turkish tobacco but of blends of Russian tobacco and Turkish. The price of cigarette

tobacco in Russia in normal times is much lower than in America.

Suggested Cigarette Holder

Our own explanation of these peculiarities is that the habit of supplying a cigarette-holder to every cigarette arose among the early Russian smokers who learned from the Turks or other Asiatic peoples, how to smoke, and as these latter have always shown a preference for light tobacco and cool smokes, they taught the Russians to smoke cool cigarettes. The water-pipe, or hubble-bubble is the means by which the Oriental smoker cools his smoke. This cannot readily be adapted to cigarette smoking so the idea of a cigarette-holder was suggested. The cotton ring is, undoubtedly, inserted as a charm to dispose of any nicotine which may escape volatilization at the burning end and stray down through the cigarette into the tube of the holder. We belive that these are the correct explanations of the two unique characteristics of Russian cigarettes.

The Russians are a very ceremonious people. There is always a great greeting when we visit friends in that vast country and an enormous amount of leave-taking when a short journey is begun. Kissing and handshaking accompanied by ceremonious bows and the removal of hats progress for a prolonged period. On entering a store, office or bank, hats are removed and this is quite obligatory when a lady is present. Naturally, on many of these occasions opportunities occur for having a short smoke and the cigarette is quickly lighted.

American Machine Made Cigarettes

There is a large trade done in the great market cities of Asiatic Russia with cigarettes brought by the caravans from China. These cigarettes are made in American machinery and resemble American cigarettes. They prove of great value to travellers, although, they are sold for remarkably low values in the remotest parts of the Orient. The French traveller Meignan, in a book describing a visit he made from Russia to China in the "eighties" shows how valuable smoking is to travellers in the vast deserts in a passage describing his experiences in a caravan trip across the desert of Gobi. He said: "The center of the desert of Gobi resembles the Sahara. It is a sea of sand, over the whole extent of which there is no object to arrest the eye. When we got well into it we found it wholly void of vegetation; but our camels did their work without nourishment and the horses died. We had striking proofs of the superiority of the camel over the horse in desert work.

"Our Mongol leader was a expert at his work. During the day he followed the trails of other caravans which were marked by skeletons of horses, camels and men. At night he was guided by some particular star which he picked out in the sky and followed.

"Four days after leaving Urga we were reminded that it was Easter and that the Orthodox must celebrate it faithfully. We decided to do so when we camped in the night. We collected cigarettes and a few bon-bons and a tureen of *foie gras* and celebrated. The Mongols in our party squalled at the tent entrance and a young Russian brought a guitar and played and sang for us a number of melancholy church airs.

"This group of five smoking wanderers, squalling around the fire, the sole lighted spot in the deep silence of the immensity of the desert, with a party of Mongols in their native costumes grouped around them, presented a picturesque tableau. The hour of the night, the loneliness of the place, our remoteness from civilization and the strangeness of our surroundings found us in no mood for protracted gaiety, but we did enjoy smoking. Under such circumstances a cigarette appears to take on new aspects and become a symbol of happiness, our sole link with civilization and a solace of all our troubles and hardships."

Most travellers in Asia tell similar interesting stories about the good influences of cigarettes and of the large trade done in them in the grand bazaars.

Cigarettes from China

The British Mount Everest Expedition of 1921 was permitted to enter Thibet and the members made interesting observations there. They were attracted by the general custom of cigarette smoking and the low prices for which cigarettes made in China were sold in the bazaars. They believed the low freights quoted by the caravans returning from China allowed the merchants of Thibet to import cigarettes and sell them for little more than the retail prices in Pekin or Hongkong.

The Thibetans were found to be very musical people and their music was studied, recorded and reproduced in London. The music is religious and secular, and is played on violins, English horns, trumpets, cymbals and drums and gongs. Native folk-songs, often with beautiful melodies, were sung by the people. Because devil dancing is such a strong feature in the temples, the Thibetan orchestras are strongly furnished with percussion instruments. The violin, however, is the principal instrument of the people. The mendicant fiddlers are found in every town and village. When they are not singing, they are smoking cigarettes. Smoking, singing, dancing, playing the violin and worshipping in the temples of the Lamas occupy much of the time of the people of Thibet. Their lives are colored by music, religion and contemplation. Their joys are promoted and prolonged by the smoke of cigarettes from China, which is far away.

The cigarette is popular throughout the world and in every country it brings solace, contentment and happiness to many. Its social values are thoroughly proved and popular approval is strikingly shown by the statistics which in every part of the universe show phenomenal growths of cigarette smoking.

Cigarette manufacturers sent buyers to the advertised tobacco markets in the Southern States or purchased from tobacco brokers.

The writer in *Harper's* gave this account of a sale of cigarette leaf he witnessed in Virginia:

"Every day an apparition appears upon a street corner—an ebony Gabriel armed with a tin horn longer by half than himself. He executes a fanfare which for unmitigated discordance is without a parallel in the history of acoustics. It is a signal for the breaks. The breaks being the auction, the name originating in the practice of breaking open and exposing the contents of the bales or hogsheads previous to the sale.

"The breaks take place in a shed of wide proportions, beneath which the tobacco wagons have been waiting, many of them all night, their occupants cooking their frugal breakfasts at small fires built among the vehicles, drawing their supplies from the tail box with which each is equipped.

"By nine o'clock, the street in front of the shed is alive with teams, the drivers impatient to unload. Each lot, as it is removed to the building, is weighed and given a separate space upon the floor, being ticketed with the weight and owner's name. Soon, buyers begin to come in, sampling here and there with practiced eye and scent. After these, comes the auctioneer. Then it is that Gabriel, clothed with brief authority, rends the morning air with notes of his terrible horn.

"Rapidly the auctioneer proceeds to 'knock down' the invoices of the weed. When all are sold, the farmers get their cash and depart!

Mind of Inventor at Work

The cigarettes at this time were principally made by hand, and their manufacturing conditions were as primitive as those so graphically described with regard to the making of "enriched" twisted plug, smoking and chewing tobacco. But the inventor was at work. He was thinking out plans for making good cigarette pa and for rolling cigarettes in millions in automatic machines.

Caused Considerable Commotion

The formation of the American Tobacco C caused much excitement in the American toba industries. Tobacco growers complained t tobacco prices were forced down to less th half the normal values. They organized numerous co-operative price-boosting associations su as the "Dark Tobacco Growers' Association Tennessee," and other states; the "Burley T bacco Growers' Association of Kentucky," a other states; the "Mutual Protective Assoc tion of Bright Tobacco Growers of Virgini and other states; and the "Maryland Toba Growers' Association." Many similar orga zations have since been formed for promot the general interests of local tobacco grower

Smaller Firms Started Price War

The smaller firms, not included in the origi American Tobacco Co., feared that the la capital of the company would enable it to t their trade away, and began to fight it by red ing the price of cigarettes. The largest of th independent companies was the National Cig ette & Tobacco Co., which manufactured "A miral" cigarettes. These were usually sold packages of 20 at 10 cents; but the price w reduced to 5 cents. The American Toba Co., then reduced the price of Sweet Capo cigarettes to 5 cents. This price war involv the whole cigarette trade of the country. T American Tobacco Co., reduced the prices every one of its cigarette brands to cost pr and all the independent manufacturers did same. American cigarette smokers then, about a year, enjoyed the rare luxury of cig ettes of all the finest brands at cost price. H one by one the independent companies su cumbed to the financial strains imposed by price conflicts and first the National, then the H. Hall Cigarette Co., the Consolidated Ci rette Co., and many others arranged to beco absorbed by the American Tobacco Co.

Billion a Year for Tobacco

When we are prosperous we not only des more luxuries than when times are dull, but really need more; in fact, luxuries become nec saries. And we are naturally lavish as a peo We are satisfied with what we have, but we not contented; we always co-ordinate our sa faction with our financial means.

A large quantity of our trade results fr extravagance, if expenditures for convenien may be so classed. We buy, not according our wants, but according to our purses. Mo perhaps, than any other people we live by pocketbook. Opinion differs as to what is travagance. Using tobacco is catalogued some persons as waste, but by others as a nec sity.

According to reliable statistics, we are spe ing more than $825,000,000 a year, nearly billion, for tobacco of all kinds. Compared w two years ago the increase is forty millions dollars. Smoking or chewing tobacco, or goi to picture shows, or imbibing soft drinks, eating candies and cakes, or buying phonogra records, or installing radio sets, are diversi which might be dispensed with, with the res that much money would be saved. But is a of them extravagance of itself? The quest is not so much what we need as what we c afford, and whether the outlay promotes hea or efficiency.

As long as we save a goodly part of our come, we are entitled to innocent enjoyment. fact, diversions which appear to be extravagan make us happier, and we may purchase them utilities.—*Flint (Mich.) Journal.*

Cleveland Trade Takes Real Turn for the Better

Weather Man Has Been Playing Pranks—Generously Consents to Provide a Few Bright, Cheerful Days—Business Felt Beneficial Effect—Buying is More Frequent.

CLEVELAND, Ohio, June 9.—There is always a silver lining to every cloud, so they say. They must be right too, for after that terrible spell, whereby the weather man dished us out various degrees of cold weather, winds and snow, he now has generously agreed to our enjoying a couple of weeks of good, solid and bright weather. As an immediate result, almost, business has taken a very nice and at the same time substantial turn for the better. Dealers are turning over their stock faster than ever before as a result and even though they are not buying in larger quantities, are buying more often. Collections, too, have ceased to be a bugbear to local dealers. These are coming along in very good shape and offer the dealer no room to complain. One will find cigarmen here a pretty happy and optimistic lot, and the best thing about it is that they have just reason to feel exactly that way.

From Deisel-Wemmer

Garry Salmon, one of the best liked cigar men on the road today, made his headquarters in Cleveland for the week. The Lima-made twin sellers, San Felice and El Verso, are just keeping up that fine and steady pace that they set some time ago, and that is about all anyone could possibly wish for. The Weideman Co. distributes the Deisel-Wemmer products through this territory.

An Arrival

Perry Bland, representing Vetterlein Bros., arrived in his Cleveland camp the other day and proceeded to go out and and many orders from the many accounts he sells here for his good Saboosa cigars. Harvey Johnson distributes his brand through this way.

From Cedar Point

Harry Burrows returned the other day from Cedar Point after getting a big order from the stand there for Herbert Tareytons and Johnny Walker. The Falk Tobacco Co. hustler is on the job all the time and was one of the first to get his order in from the famous Ohio resort.

Biting Hard

Tom McDonald, the "red-headed" booster of Detroit Hand Mades for the Mazer Cigar Co., got back the other day from a week-end fishing trip at Put-In-Bay. Tom caught lots of fish up there, among the lot being a beautiful six-pounder. Of course this might be a "fish story" but the picture, unless Tom visited some nearby fish stand tells the story more plainly than words. When we say that Detroit Hand Mades are enjoying one of their best years in history facts bear us out that this, at least, is clearly no "fish story."

A Trade Caller

The trade was very happy to receive this week the call of Ing Chamberlain, who came here for Lincoln Bros., in the interests of First Consul and Monte Cristo cigars. Every good account in the city is lined up on his selling list.

Going Nicely

The P. G. Vincent Co., which only recently took on the R. G. Dun cigar for distribution in local territory, has placed this cigar in every desirable spot in this neighborhood. H. C. Ecclestone, factory representative, has been working hard in conjunction with the P. G. Vincent force and the result has shown itself in some very fine and attractive window displays that have done more than a little to help boost things along for this fast selling brand.

A Visitor

Ben Strauss, our old friend from A. Santaella & Co., was a visitor in Fifth City circles this week. With Ben came Optimos and a message of cheer for every dealer who handles this brand, and there are surely many of these. The P. G. Vincent Co. has this brand on its list of fine selling cigars, and when this house wants a brand that is sure to bring satisfaction and with it repeat orders it surely picks out the Optimo.

Joe Gets Back

Joe Klein is back "in our midst" once more, after a rather extensive business tour of southern Ohio and Kentucky. Joe landed Bill Doyle, a well known tobacco man from southern portions of the state to take charge of affairs through Columbus way, and Joe says he has already noted a big improvement in the way Edgeworth orders are coming in from there. All over his territory Joe is finding the way smooth to easy sailing on the good ship Edgeworth.

Al Spellman Comes In

Al Spellman, genial old Al, spent a few days with us this week. News along the battlefront of the San Telmo Cigar Co. carries with it the message that dealers everywhere have nothing but praise for the way smokers are taking to Joan of Arc, La Resta and the rest of the San Telmo list of fast selling brands.

For Rameses

It's always good news when I can say that Harry Kozier was in town. It's always good luck for Harry when he gets to town, too. "Kosher" is always on the job and the dealers who do not give him a great, big order for Rameses cigarettes when he calls on them, are few and far between.—HERB.

An Hawaiian Visitor

C. A. Scott, head of the tobacco department of American Factors, Ltd., at Honolulu, Hawaii, is in New York on a two weeks' visit. He is staying at the Hotel Pennsylvania and making his headquarters at the organization's local office at 140 Front street.

Buys Sumatra Wrappers

Sam Grabosky, of the G. H. P. Cigar Co., of Philadelphia, makers of the renowned El Producto cigar, has been a discriminate purchaser of new Sumatra leaf in the New York market recently.

Detroit Business Good

Harry Lloyd, the genial representative of D. Dreux, Inc., is booking some good orders in Detroit this week. Just at present the motor city is one of the bright spots of the business world.

Studies Local Conditions

Thad Llewellyn, distributor of the Don Julian cigar for Winston-Salem, N. C., has been studying conditions in the New York market for several days.

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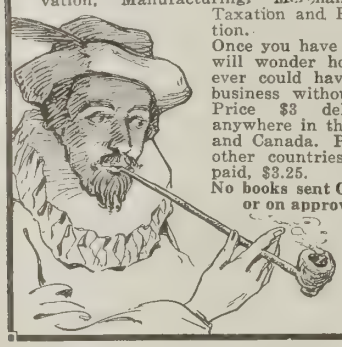
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Headquarters:
225 State Street
Hartford, Conn.

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.	78	82
American Cigar Co. Pfd.	86	91
American Mach. & Fdy.	130	..
Bayuk Bros. Com.	51	55
Bayuk Bros. 2nd Pfd.	112	..
Bayuk Bros. 1st Pfd. (wi)	99	102
British-Amer. Tob. Co.	20	22
Eisenlohr & Bros., Com.	69	73
Eisenlohr & Bros., Pfd.	95	105
Geo. W. Helme, Com., new.	57	59
Geo. W. Helme Pfd.	113	116
Hav. Tobacco Com.	..	½
Hav. Tobacco Pfd.	..	1½
Imperial Tobacco Co.	18	20
International Cigar Mach.	58	62
Johnson Foil	80	100
J. S. Young Com.	106	112
J. S. Young Pfd.	105	..
MacAndrews & Forbes Com	129	132
MacAndrews & Forbes Pfd.	97	100
Mengel Co. Com.	30	33
Metropolitan Tobacco	80	105
Patterson Bros.	15	16
Philip Morris	16½	18½
Porto Rican A. T. Co.	75	80
Porto Rican A. T. Scrip	75	..
R. J. Reynolds "A"	117	125
Schulte Retail Stores	88	89½
Schulte R. S. Pfd.	116	122
Tobacco Prod. Export	5½	5¾
United Cigar Stores	175	210
Universal Leaf Com.	106	108
Universal Leaf Pfd.	95	97
United Profit-Sharing	5¼	5¾
U. S. Tobacco Com.	53	54½
U. S. Tobacco Pfd.	105	110

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	104⅛	142
American Snuff Pfd.	93¼	97
American Sumatra	25	26
American Sumatra Pfd.	..	57¼
American Tobacco	146½	147½
American Tobacco "B"	145	147
American Tobacco Pfd.	101½	102
Consolidated Cigar	25	28
Consolidated Cigar Pfd.	70	78
General Cigar	85	86
General Cigar Deb. Pfd.	105	109
General Cigar Pfd.	105	108¼
Liggett & Myers	195	209
Liggett & Myers "B"	190	205
Liggett & Myers Pfd.	113½	114
Lorillard	156	158
Lorillard, P. Pfd.	112	114¾
Tobacco Products	53½	54
Tobacco Products Pfd.	106¾	107¾
Tobacco Products "A"	81½	81⅞
United Cigar Pfd.	105	114
United Retail Stores	76	78

CLAY PIPES

of every description with Hardrubber and Celluloid Stems, also *Common* Clay Pipes, such as *T D'S, Churchwardens,* etc.



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Manufactured by

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239 4th Ave., New York Factory, Brooklyn, N. Y.

Patterson Progress

The New York offices of Patterson Bros. Tobacco Corporation announces that the rapidly growing popularity of Matoaka Blue Ribbon smoking tobacco and Matoaka cigarettes has made it possible to make arrangements whereby the Metropolitan Tobacco Co. will distribute the goods hereafter not only with all dealers connected with the Metropolitan Tobacco Co. in greater New York, but also in New Jersey, Long Island, parts of Pennsylvania and Connecticut, wherever the Metropolitan Tobacco Co. has dealers supplied by them.

The D. A. Schulte Co. is carrying Matoaka Blue Ribbon smoking tobacco and Matoaka cigarettes in all of its 243 stores. Arrangements have been made with all the Liggett Drug Stores, which will carry a display of the Matoaka products in all the Liggett stores. Similar arrangements have been made with 1730 news stands of the Union News Co. and 3,500 independent dealers in Greater New York.

A great many of the United Cigar Stores are carrying the Matoaka Blue Ribbon smoking tobacco and Matoaka cigarettes, and accept orders everywhere where there is a demand for the goods. It is expected that within a reasonable time the products will be introduced in all the New York stores, clubs and hotels.

United Retail Dissolution

Stockholders of the United Retail Stores Corporation at a special meeting last Thursday approved dissolution of the organization. The directors will distribute assets to stockholders on a pro rata basis.

Dissolution of this company, a holding corporation, had been contemplated since control was taken over by the Tobacco Products Corporation. Under the new management, existence of the company was considered unnecessary, as affairs of the combination are handled directly by Tobacco Products. The United Retail Stores controls many subsidiary companies, chief among which is the United Cigar Stores Company of America. Having control in Retail Stores, Tobacco Products will receive an amount of sto in the various subsidiaries sufficient continue control.

Universal Leaf Dividends

The regular quarterly dividend of per cent on the preferred stock, and dividend of 3 per cent on the comm stock of the Universal Leaf Tobacco C Inc., have been declared, both payat July 2, 1923, to stockholders of reco June 20, 1923.

American Can Dividend

A quarterly dividend of 1¾ per ce has been declared on the preferred sto of the American Can Co., payable Ju 2, 1923, to stockholders of record at t close of business June 13, 1923. Tran fer books will remain open.

General Cigar Co. Dividend

A quarterly dividend of one doll and seventy-five cents ($1.75) per sha will be paid on the debenture preferr stock of the General Cigar Co. on Ju 2, 1923, to stockholders of record on Ju 25, 1923, at 3 p. m.

Tobacco Products' Dividen

Tobacco Products Corp. has declar the regular quarterly preferred divide of $1.75, payable July 2 to stock of reco June 18.

Hannaher & O'Neil, Inc.

MOORHEAD, Minn., June 9.—Hannah & O'Neil, wholesale grocers, cigars, et have been incorporated. Capital stoc $10,000. Incorporators, Thomas O. Ha naher, W. A. O'Neil, Katherine O'N and Mary M. Hannaher.

Decreases Capital Stock

NASHVILLE, Tenn., June 9.—The Hart ville Tobacco Warehouse Co., Trousda county, has filed an amendment to charter decreasing its capital stock $25,000 from $50,000.

Cigarette Paper "EL PINO"

In Reels, Reams or Books

MIQUEL y COSTAS & MIQUEL

BARCELONA, SPAIN

United States Branch, 59 Pearl Street, New York City

COMPAÑIA GENERAL DE TABACOS DE FILIPINAS

35 South William Street, New York

Owners of

LA FLOR DE LA ISABELA

Factory at Manila, P. I.

San Francisco Office, J. B. Havre & Co., 916 Kohl Building

Cable "Boasel," Buffalo

KEISER & BOASBERG

Packers of Leaf Tobacco

and

Importers of Havana

Offices: 173-175 Elm St., Buffalo, N. Y.

CIGARETTE PAPERS

IN BOBBINS, REAMS AND BOOKLETS

ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS

MAX SPIEGEL & SONS CO., Inc., 54 Lispenard St., New York

CEDAR CAN LININGS

PRESERVE THE AROMA OF FINE CIGARS

We Specialize in Cedar Linings for Cigar Cans

THE CEDAR PRODUCTS COMPANY

76 MAIN STREET LONG ISLAND CITY, N. Y.

ARTHUR BORNHOLDT CHARLES MEISTER

Arthur Bornholdt & Co.

Importers of

SUMATRA

139 Front Street New York

Amsterdam

Frascati-Nes

Alfred W. Penner
Western Representative
Room 416, 186 North La Salle St.
CHICAGO . . . . ILL.

Foreign Exchange Rates

In the subjoined table the quotation on terling represents dollars and decimals f a dollar; all others represent cents and ecimals of a cent. Quotations preceded y the decimal mark indicate a price easured in fractions of a cent.

Parity of exchange is given as reported y the United States Mint, except in ountries with a silver standard, where arity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign.
Demand....4.61⅜ Cables....4.61⅝

HUNGARY—Par 20.3 cents per crown.
Demand.. .0155 Cables.. .0155

FRANCE—Par 19.3 cents per franc.
Demand....6.40 Cables....6.40½

ITALY—Par 19.3 cents per lira.
Demand....4.64 Cables....4.64½

BELGIUM—Par 19.3 cents per franc.
Demand....5.51 Cables....5.51½

GERMANY—Par 23.8 cents per mark.
Demand.. .0011¼ Cables.. .0011¼

AUSTRIA—Par 20.3 cents per crown.
Demand.. .0014⅛ Cables.. .0014⅛

DENMARK—Par 26.8 cents per krone.
Demand...17.33 Cables...17.35

GREECE—Par 19.3 cents per drachma.
Demand....2.95 Cables....2.98

HOLLAND—Par 40.2 cents per florin.
Demand...39.15 Cables...39.20

NORWAY—Par 26.8 cents per krone.
Demand...16.62 Cables...16.64

SPAIN—Par 19.3 cents per peseta.
Demand...14.97 Cables...14.99

SWEDEN—Par 26.8 cents per krona.
Demand...26.55 Cables...26.57

SWITZERLAND—Par 19.3 cents per franc.
Demand...17.95 Cables...17.97

CHINA—Cents per silver dollar for Hong kong; per tael for Shanghai and Peking.

HONGKONG—
Demand...53.375 Cables...53.50

PEKING—
Demand...75.625

SHANGHAI—
Demand...72.375 Cables...72.50

PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.
Demand...49.38 Cables...49.50

JAPAN—Par 49.8 cents per yen.
Demand...49.00 Cables...49.125

ARGENTINA—Par 42.44 cents per Argentine paper dollar.
Demand...35.00 Cables...35.70

BRAZIL—Par 32.45 cents per paper milreis.
Demand...10.20 Cables....10.25

Manuel Vasquez, Inc.

Manuel Vasquez, tobacco business in New York, has been incorporated; capital stock, $5,000. Incorporators, M. Vasquez, L. W. Joseph and R. H. Stanley. Attorneys, Mandelbaum Bros., 82 Wall street.

New Cigar Corporation

The Mount Vernon Cigar Co., of New Bedford, has been incorporated in the State of Massachusetts, with a capital stock of $100,000.

Importers of Smokers' Goods Discuss Tariff

Important matters relating to the operation of the present tariff were discussed by the leading importers of smoking articles last week, in the rooms of the National Council of American Importers & Traders, Inc.

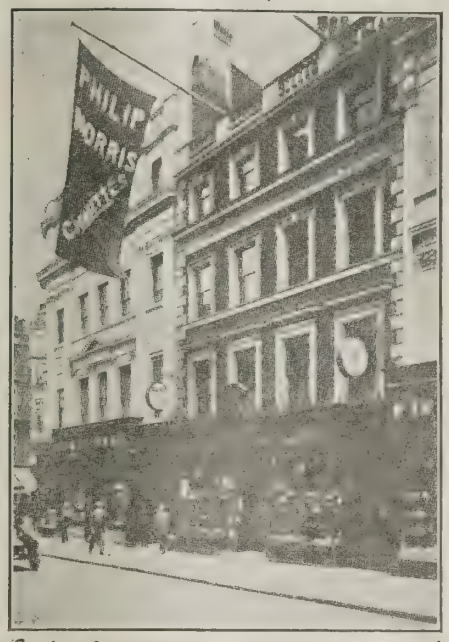
Addrich J. Dale, of 167 Water street, is chairman of the tobacco group affiliated to the organization, and George C. Davis, of 2 Rector street, has been engaged as counsel, to protect the interests of the importers before the Tariff Commission.

Among the members of the National Council are: Adolph Frankau & Co., Inc., 129 Fifth avenue, New York; House of Camoy, Inc., 342 Madison avenue, New York; A. Oppenheimer & Co., Inc., 45 John street, New York; Alfred Orlik, 80 Fifth avenue, New York, and Alfred Dunhill of London, Inc., of 295 Fifth avenue, New York.

Keystone State Prospering

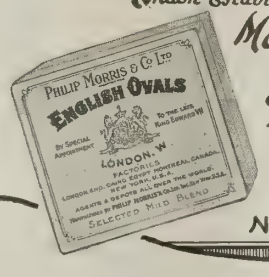
Ray C. Clark, of D. Dreux, Inc., is in Reading, Pa., this week. Mr. Clark reports a notable improvement in business conditions in the Keystone State.

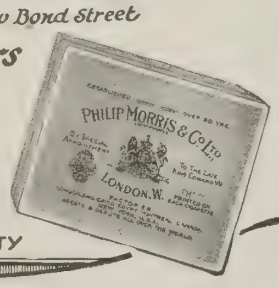
PHILIP MORRIS & Co. LTD.,
INCORPORATED
LONDON, W.



London Establishment, 22 New Bond Street

Manufacturers of the Famous





72 5th AVE.
NEW YORK CITY

For Gentlemen of Good Taste

SAN FELICE

2 for 15c

Two Good CIGARS

EL VERSO

10c — 2 for 25c — 15c

The Deisel-Wemmer Co., Mfrs. :: :: Lima, O.

L. SCHMID & CO., Inc.

Importers of Sumatra Tobacco

138 WATER STREET NEW YORK

ROBERT SCHUBERT CO., Inc.

SUMATRA and HAVANA TOBACCO

124 Maiden Lane (Nr. Water St.), N. Y. Phone John 3147

GUM TRAGACANTH

Special Grades for Cigar Manufacturers

PERFECT CIGAR GUM (Powder)
RICHO POWDERED GUM (3 Grades)
GENUINE SPANISH LICORICE (Powder & Extract)
RICHO LABEL PASTE (Powdered)

F.E. RICHARDSON & CO., 114 JOHN ST., NEW YORK, N.Y.

MANUS, MULLER & CO., Inc.

152 WATER ST. (cor. Maiden Lane) NEW YORK

Importers of SUMATRA and JAVA TOBACCO

Don't Risk A Fire

There is no need risking a fire that will destroy both your barn and tobacco crop.

Every time you cure tobacco in the old fashion brick furnace curing barns you are causing this fire risk.

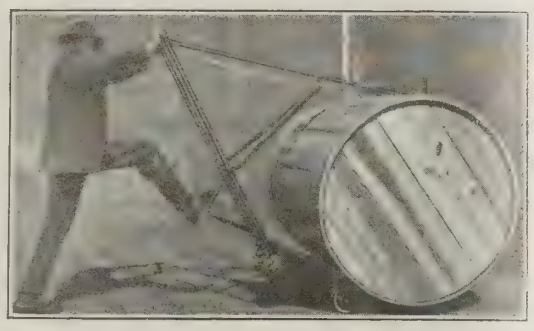


The JOHNSON TOBACCO CURING FURNACE safeguards your crop from these fire hazards besides curing it economically and better. Users claim there is nothing better made for curing.

Catalog On Request

Southern Iron & Steel Corp.
Winston-Salem, N. C.

ONE-MAN TRUCK



Saves
Labor
Tobacco
Hogsheads
Floors

Users Throughout the World.

Sold Only by
WATKINS & HARVEY
DANVILLE, VIRGINIA

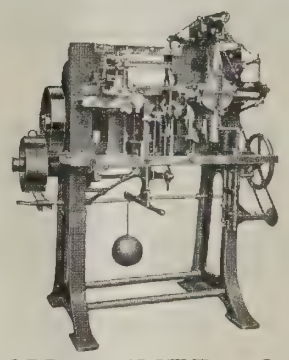
RED EDGE WOVEN STANDARD WOVEN CABLE CORD VULCANIZED
CIGARETTE BELTS
Manufactured by
SOUTHERN ENDLESS BELT CO.
PETERSBURG, VA.

Supplying the trade for eighty-three years
LICORICE
EXTRACT POWDER ROOT
Laurel leaves, Deer Tongue, Lavender Flowers, Slippery Elm Bark, Star Anise, Orange Peel, Angelica Root, etc.
PEEK & VELSOR, INC.
76 William St. New York, N. Y.

Read Tobacco and Keep Up-to-Date

CIGARETTE CUP MACHINE

USED BY ALL THE LARGE CIGARETTE FACTORIES



PLAIN CUPS
CUPS WITH PASTEBOARD BOTTOMS FOR SNUFF, &c.

BRIGGS-SHAFFNER COMPANY
Founders and Machinists *Machine Work of All Kinds*
WINSTON-SALEM, N. C.
Write for Prices

Chicago Retail Business Shows Improvement

Sales Were Better Last Week Than for Many Weeks Past—Jobbers Report Collections Below Normal—Orders from City and Country Regarded as Healthy—Situation Better.

CHICAGO, June 9.—Retail business in the "Windy City" shows improvement. Sales have been better this week than for many weeks past. Jobbers report collections below normal but orders from both their city and country customers are regarded as being very healthy, and are for larger amounts than heretofore. Taken as a whole, the situation shows improvement and more cigars are being sold. Pipes for the summer tourist and camping-out smoker, are in good demand. Everywhere pipes are having a very good sale.

On account of the widening of Grand Boulevard at 35th street, The Smoke Shop at 360 East 35th street, which was one of the best cigar locations on the South Side, has been forced to vacate.

Seeing Chicago atop one of our motor buses, one can readily see the vast amount of money that is being spent here to feature cigars and cigarettes. A ride over the boulevards one sees emblazoned El Verso. John Noble, Popper's Ace, Corina, Harvester, La Palina, Shrine, Cyro, Henry the Fourth and El Salero cigars; Chesterfield, Helmar and Camel cigarettes; Wrigley's, Beechnut and Yucatan gum. The billboards are simply loaded with these brands, and hundreds of thousands of dollars are being spent to gain greater popularity.

The United Stores are featuring Ricoro cigars. This is the 21st birthday of the Ricoro brand and large signs on the United windows are calling the public's attention to this fine smoke.

An extensive Herbert Tareyton cigarette advertising campaign has again been started in the local newspapers.

William McDonald of F. Garcia & Bro., has again reached here. His business on F. Garcia, made in bond cigars, shows big increases in St. Louis, Kansas City, Denver and Omaha.

A Good Repeater

Johnnie Walker cigarettes at 20 for 25 cents repeat with all the dealers. The Falk Tobacco Co. has a live one in this package.

Featuring Girard

Several fine Girard displays are seen around the city. Irvan Ries & Co., 104 North Wells street, are putting special efforts behind the Girard brand.

The withdrawal of the 10 cent Robert Burns staple size from the market has increased the sale of the 10 cent panatela size.

Tom Gray Back in Game

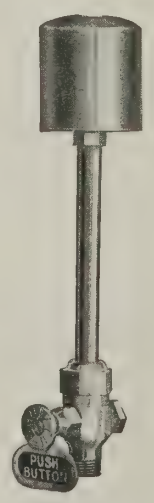
The trade is glad to hear that Tom Gray is again back in the game. Tom has represented some of the finest houses in his time and is known to everybody here. In his new connection with Louis Ash & Co., he will surely get some orders here as Gretchen cigars are stocked by several dealers.

Two Good Moves

The Ruhstrat-Christian Co. reports a heavy sale on the new 10 cent La Fendrich, leader size. Cuesta-Rey, the firm's clear Havana leader, is being placed in new spots daily by the sales force.

"Gay Lights Out at 1 A. M."

Chicago's night life now suspends at 1 A. M. the first time in eight years. A police order has darkened the city's "gay white way," and proprietors of the midnight cabarets, coffee shops and soft-drink parlors turn the keys in their locks at 1 A. M. sharp. This reshaping of the city's midnight maneuvers resulted



The
"RUTZ"
a gas-burning cigar lighter for your counter or stand

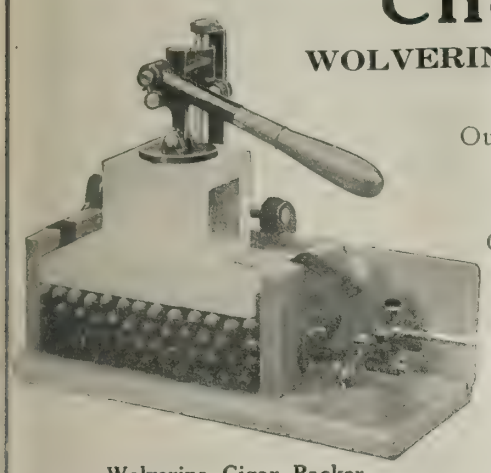
SIMPLE—DURABLE ECONOMICAL

"Just push the button"

MILWAUKEE GAS SPECIALTY COMPANY
MILWAUKEE, WISCONSIN, U. S. A.

Chosen for their Merits

WOLVERINE CIGAR MACHINES have been selected by successful cigar manufacturers for obvious reasons



Wolverine Cigar Packer

Our Bunch Breakers Save Binders.
They increase production. They occupy little space.
They are well liked by operators.

Our Cigar Packers insure uniform packages.
They won't crack wrappers.
They are quicker and easier to operate.

INVESTIGATE! We Ship On Trial.

PULTE KORRECK MACHINE CO.
Grand Rapids, Mich.



Wolverine Bunch Breaker

om an order sent out to the district lice captains by the new chief of police.

Good News in Store

Sam Hyman, of Julius Fernbach & ., reports from St. Joseph, Mich., at he will shortly have some very in- resting news items to send in. Sam is his way to Detroit to meet Ed Stief, d this pair of "go-geters" are going to an up the Motor City with Cyrilla, mpa made, clear Havana cigars.

Booking Orders for Millionaires

Millionaire cigars are to be featured re. Joe Landfield, of Joseph Berran Co., paid his first visit a short time ck and landed some good accounts for e Millionaire brand.

How They Advertise

Heineman Bros. of Baltimore, through illiam A. Vorhauer & Co., say that rd Baltimore is the cigar with a world friends and the semi-foil wrapped ckages prevents breakage, besides be- g a light, mild smoke and a masterly nd of tobaccos.

The large Cinco ad says, "Don't drift om one cigar to another. Stick to nco for your steady smoke. Try a ir today and note the quality. For le at all good stores. E. Hoffman Co., stributors."

Humo, mild and sweet; always clean! ways fresh! says Sanders & Watson gar Co., who place this 2 for 15 cent gar, made by the Mazer Cigar Co. of etroit. Every Humo is individually rapped in a sanitary foil and tissue rapper. Humo is all quality and truly generous value at 2 for 15 cents.

"Dutch Masters—nothing quite like it, sweet, so mild," says the Consolidated gar Corp. for Clarence Hirschhorn ., its distributors. An ocean scene ows a boat coming from the tropical es with tobacco for this popular ller.

El Producto, "mild, yet blended with a stinctive character that never varies, d made in a size, shape and color to it every smoker's preference" is shown the G. H. P. Cigar Co. Surely the hicago smokers are being educated by ese ads, and this issue reminded the trade at large of one of our trade weeklies.

Getting Good Start

The William J. Seidenberg Corp. is now placing in this territory the Pan-Aran, Club-Special and Virginia Lee, Tampa made, mild Havanas in a new 10 cent Boston size, packed 5 in foil to sell for 50 cents. While only on sale since Monday, several retail stores already show this new size in their cases.

Bering cigars from Coral-Wodiska, continue to increase in sale with Anderson-Thorson Co. in control of the sale for Chicago. New customers are added to the list weekly.

Mark C. Tyler, a cigar dealer at 922 East 47th street, has entered bankruptcy.

Verse in Yellow Ends "Fags"

A dash of vivid yellow, four lines of "poetry," and Lucy Page Gaston, foe of cigarettes, have blown the smoke away, out at Hyde Park High School. It was less than two weeks ago that Miss Gaston turned poet and made herself responsible for the following anti-nicotine quatrain:

"Since cigarettes seem less provoking
Unto the ones who do the smoking,
Oh, won't some power please compel 'em
To smell themselves as others smell 'em!"

Miss Mildred Moore, Spanish teacher at Hyde Park High School, copied the lines on the blackboard. She used bright yellow chalk, because as Miss Gaston advised "Color psychologists declare that orange-yellow acts as a mental stimulant, especially on the imagination."

A few days ago the class entertained Miss Gaston in honor of their 100 per cent victory over the fag.

Many Chicago churches observed June 3 as anti-cigarette day.

The burial of Mrs. Eugene Lilienfeld, who passed away late last week, was held Monday. Many well-known members of the trade attended the services. Burial took place at Rosehill.—H. L. H.

Cigars and Confections

EVELETH, Minn., June 8.—Jesse De Sant has opened a cigar and confectionery business here.

Glass Cigar Box Covers

Highest Quality - - Lowest Prices

Our Style D Suits the Purpose

100	15 cents each
250	14 " "
500 or more	12 " "

Includes Printing on Glass or Metal.

Choice of Five Colors. **Send for Sample.**

GEBHARD MFG. CO.
Manufacturers
9-11 E. FAIRMOUNT AVENUE NEWARK, N. J.



Made in two sizes.

To Cigar and Cigarro Manufacturers—
The only
SCRAP CUTTER
built for economical results and service

WHAT IT DOES
Cuts damp tobacco. Cuts 2500-3500 lbs. per day. Cuts uniform. Is adjustable to different sizes. Consumes little space and power.

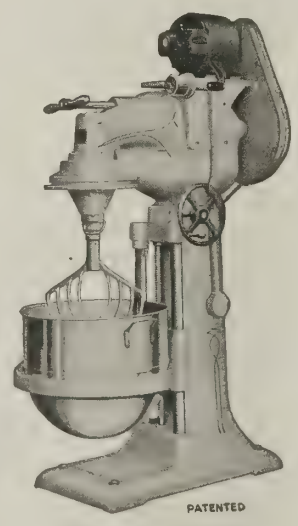
WHAT IT DOES NOT DO
Does not choke up.
Does not tear or drag the leaf.
Does not make over 1-10% dust.

Himoff Tobacco Machine Co.
13th Street
LONG ISLAND CITY, N. Y.

READ 3-SPEED MIXER

for Mixing

GUM TRAG (*Cigar Makers' Paste*)



Read 3-Speed Mixer Type "D"

NO STRAINING NECESSARY

When mixing "Gum Trag" (cigar makers' paste) by hand it is always necessary to strain the paste in order to free it from lumps.

With a READ this is not necessary as the thorough mixing action does away with all lumps.

A READ SAVES TIME, LABOR AND MATERIAL

Write for further information

READ MACHINERY CO.
YORK, PA.

Imported Cigars

Partagas
Castaneda
H. Upmann-
Romeo y Julieta
Ramon Allones
Hoyo de Monterrey
Rey del Mundo
Por Larranaga
Belinda
Punch
Eden

From the
INDEPENDENT MANUFACTURERS of Cuba

Best Values ~ Best Profits
Fresh shipments arriving weekly
Latest price list on request

Grosvenor Nicholas and Company
60 Broad St.
New York

HAVANA CIGARS

The Leader in All the World's Markets

ROMEO y JULIETA

U. S. REPRESENTATIVE
WM. T. TAYLOR, 50 E. 42nd St.

ROBERT E. LANE
Representing CIFUENTES, PEGO & CO., of Havana, Cuba
"PARTAGAS"
107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

HOYO de MONTERREY
The Aristocrat of
Imported Cigars
VALERIANO GUTIERREZ, *Representative*
351 West 121st Street New York

Joseph F. Cullman, Jr., President Milton Samuels, Joseph Mendelsohn, Vice-Pres.
Chas. W. Duignan, Treas. Harry S. Rothschild, Sec'y
STERN-MENDELSOHN CO., Inc.
HAVANA & PORTO RICO TOBACCO
165 Front Street, New York
PACKING HOUSES: HAVANA, CUBA; CATANO, PORTO RICO

ERNEST ELLINGER & CO.
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

Telephone M. 2368. Manuel Fernandez Grau.
Cable "Fegrau." Antonio R. Fernandez Grau.
FERNANDEZ GRAU Y HERMANO
Leaf Tobacco Dealers
Monte 116, Havana, Cuba
Large Stripping Plant, 199 Manrique St. Telephone M. 7643. General Offices, 199 Manrique St.

Cable Toranoco
TORAÑO & CO.
HAVANA LEAF TOBACCO PACKERS AND DEALERS
SPECIALISTS IN PARTIDO
Cable: Toranoco 53 Estrella Street Habana

IT PAYS TO HAVE UP-TO-DATE INFORMATION. READ TOBACCO

Up-State Heat Brings Hydrophobia of Cut-Prices

What Was Bad Before, Now Muchly Worser—That Broadway Broadcast!—To an Oasis Came El Arabe—Stop Throwin' Pop Bottles at Schenectady, Schufeldt!—Almost a Dollar Offik Offers for Orders!—What! You Have Nu Bananas? —Neither Has Doyle Got It a Fatima Flivver Now!—Who Stopped Jordan's Camel Caravan?

New York State Capitol District,
Razor-Slash-Week, 1923.

"Who started this price panic, anyway, Sam?" demanded Jim Stubb, looking over the eleven A. M. schedule just posted on the windows of Stubb & Ash, Inc., dealers to the common peep-pul. "Why, your rates here are 'way below the manufacturers' dope sheet in many cases!"

"Many cases is right!" yelped Sam Ash, busy with paint and brush on the twelve o'clock posters. "An' many cases of them there cigarets should be sold, also-as-well, when this next edition o' prices gits on the glass, y'unnerstan?"

"Yes, yes," agreed Jim Stubb, digging up another ten-thousand Camel case to sit on while the Hot Chair Club committees prepared their daily reports. "But what good does all that do us? Is there any jack in the pot? If not, what's the big idear?"

They Meet, They Eat, They Treat!

"Huh! Yuh should ask the Dearstynes!" advised Sam Ash, dipping the camel's hair in a fresh jar o' deep red gore for the new cut on Camels. "Wasn't it only last Saturday, y'unnerstan, that Will Dearstyne should call his clans together for a meetin'?"

"So I heard, Sam, so I heard," nodded Jim Stubb, drawing his throne nearer to the whispered word, "and I believe they took all day to it. First, the roll-call. Then the call to rolls. Next, the rolling of much wow-and-pow-wow."

"Sure, after that there Keeler banquet, unnerstan' me," filled in Sam Ash, dashing off two more slashes on Lucky Strikes and Fatimas, "the Dearstyne salesmen all went back to Broadway and Steuben for the irenics. These, unnerstan' me, were about which should be done—take it to the world-court, or to that there police-court!"

"But I understand Will Dearstyne told 'em they'd take this price cutting idea before the Committee on Surgery," put in Jim Stubb, settling down for a good long talk. "Anyway, they decided to take an extraordinary inventory this week then open up with a few remarks on jobbing prices a little later."

"Uh—huh! They did so," sighed Sam Ash, cutting more paper for more cuts. "Then Will told the men in congress assembled that the $300 cash prizes for the best work on pipes would be continued this next quarter, y'unnerstand. Also the other $300 prize-money for the leads on Blackstone cigars. After which the meetin' adjourned sine die, or whatever that is, to come again some other Saturday mornin' when the men wouldn't be so busy with the flies an' heat, unnerstan.'

El Arabe Crosses the Dessert

"Gosh, it is that warm," allowed Maurice Robinson, he of the warm smile and the warm handshake, which introduces Benito Rovira y Ca. "So much so that I really am led to believe I just crossed the Dessert with this sample selection of El Arabe cigars!

"Jobbers in this section, though, are as scarce as oases in the great sands. I am speaking, of course, for the cigar distributors. There seems to be many of the general tobacco and cigaret jobbers. But I cannot understand why more cigar wholesalers are not visible here in Albany, Troy, and Schenectady."

Strike One for Schenectady!

"Well, we're still in Schenectady," advised M. A. Schufeldt, trying to conceal his La Palina signs on the nearest show case where the House o' L. W. Killeen should and would derive some sales benefit. "And I mean what I say. For 'still in Schenectady' refers particularly to the street-car strike we've had quite recently making things a trifle quiet.

"Down here, however, La Palinas are

AIXALA & CO.
Packers and Dealers of Havana Tobacco
ALSO PORTO RICAN TOBACCO
New York Office M. A. André 169 Front St.
Havana Office Corrales 6, 8 and 10

HINSDALE SMITH & CO.
Established 1840
Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane SPRINGFIELD, MASS. New York
Cable Address "Nargil" Telephone 901 John

Webster Cigars

STANDARD FOR OVER FIFTY YEARS

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

immense demand. Our newspaper advtising continues, and the dealers are ck to respond. Smokers evidently nt the goods, and I believe we can sup a reasonable quantity for any retail oler. Factory shipments are now arrivi fairly well, though certain large sizes a oversold."

Offik Makes an Offering

'And we'll surely be oversold if these ds continue on Melachrinos, Tareyt s, and Naturals," added W. J. Offik, moving his splitstraw to wipe away s eral beads o' moisture gathered during h day's work for the Tobacco Products Crporation. "Because this recent jobb-to-retailer offering of seventy-five c ts discount on each combination carton othose cigarets, plus the Prettiest brand, h certainly started a pile o' buying.

Many merchants want to know how ny they can have, and when we tell e the Kansas blue sky law isn't operati in this State, they go to it for a ck-load! And all these brands are sl wing satisfactory consumer-demand h e in the Capitol District, so why shuldn't everyone buy liberally?"

Yes, We Have No Bananas!

Buy liberally?" shouted Sam Ash, cutt g off seven more yards o' white paper f another edition o' cut prices, 'hadyemean buy liberally? Ain't we a eady got it about all we should do to s'l these here cigarets at cost prices w hout havin' the smokers find out we shuld mebbe buy 'em seventy-five cents c aper, y' unnerstan?"

'No one will ever find it out unless you sout it all over town!" warned Jim Sibb, biting off the wrong end of a Crona in his perturbation. "And no one w l ever find Pat Doyle's new coupé, I g ss, unless you help him!

'For you know Pat had his bran-spica l-span town car at the curb in front o' t l Bruce Macdonald's new store on Nuiden Lane the last night of the Elks' c nvention. And when he got back from h job with the Elk-herd, making Fatias more widely known, lo! where was t l car?

'No one has seen it since. Not even t l State police. For, of course, the local tn constables were too busy singing, "s, We Have No More Bananas!' to hp hunt for a lost link in Ford's chain! Eyway, after Pat's coupé had twinkled i he twilight for only a short time, some gt who had failed to pick a pocket in t l rush o' the crowd evidently decided t pick Pat's lock and carry his bananas away in the car rather than lug 'em off on his back!"

Does Cecil Know This?

"N'u more luggin' Camels off in dropshipments," sighed Sam Ash, dashing off his last poster with a rare combination of green and red paint. "For I should hear it that the R. J. Reynolds Tobacco Company, Winston-Salem and way stations, has cancelled all drops.

"If Cecil Jordan ain't heard of this, who should? Because neither Jordan nor any of his Prince-Alberted crew has been around to warn dealers that the stunt was goin' to be pulled off, y' unnerstan. An' now no one should have it anney bananas nor Prince Albert, either, comin' in dropshipments anneymore!"—THE SMOKER.

New Porto Rican Crop Arouses Wide Interest

News of the splendid Porto Rico crop has traveled far, and W. L. Dannahower, the indefatigable agent of the Government of Porto Rico in New York, and his able staff are being swamped with inquiries from every section of the country. Needless to say, they are all having a strenuous time in providing the information desired and are delighted at having the opportunity to further the interests of the great Porto Rican industry.

Manila News Notes

Emil Judell, on his recent trip East, accomplished something that had never been done before in the Manila cigar business. He induced B. Wasserman Co. of New York to become distributors of cigars from the Philippines. B. Wasserman Co. will handle three sizes of the Alhambra brand, excellentes, superbs and especiales, all in Class C.

The Alhambra brand, of which H. L. Judell & Co., of San Francisco, are the United States representatives, is a quality product worthy of being handled by a house so particular and reliable as B. Wasserman Co.

Mr. Judell also placed the Alhambra line with the J. P. Manning Co. of Boston, Dusel-Goodloe & Co. of Philadelphia, F. A. Davis & Sons of Baltimore, and Wm. Deiches & Co. of Washington. All these big well known houses will feature Alhambras and extensive business in good Manilas is well assured.

SOBRINOS DE A. GONZÁLEZ

HAVANA LEAF DEALERS

Industria 152-158
Habana, Cuba

P. O. Box 495 Cable ANTERO

LESLIE PANTIN & SON

Commission Merchant

LEAF TOBACCO and CIGARS

Virtudes 74, HAVANA, Cuba

TADEMA HAVANA CIGARS

ARGUELLES, LOPEZ & BRO.
MAKERS

GENERAL OFFICE AND FACTORY: TAMPA, FLA.

EASTERN OFFICE:
222 PEARL ST., NEW YORK

WAREHOUSE:
HAVANA, CUBA



Pablo L. Perez
Frank B. Strater

Cable: Palupe
Codes: A.B.C. 5th Ed.
Bentley's

PABLO L. PEREZ & COMPANY

Successors to

HAVANA TOBACCO STRIPPING CO.

LEAF TOBACCO

Telephone A-7914

Lealtad 110, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY

(S. en C.) ESTABLISHED 1873

GROWERS, PACKERS AND DEALERS IN

LEAF TOBACCO

Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

HIJOS DE DIEGO MONTERO

S. en C.

COMMISSION EXPORTERS

LEAF TOBACCO

DRAGONES 106-108 HAVANA, CUBA

M. ABELLA

PACKER AND LEAF DEALER IN

PARTIDO, SEMI VUELTA AND REMEDIOS

100 Galiano Street Habana, Cuba

Cable: Abella

H. UPMANN & CO.

ESTABLISHED 1844

H. UPMANN HABANA

Bankers and Cigar Manufacturers

HAVANA, CUBA

CHAS. LANDAU, Agent, 35 Wall St. New York

ROCHE & GALVAN

Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

A NEW PARK & TILFORD PRODUCT

"TILFORD CIGARS"

THESE CIGARS ARE MADE BY OURSELVES IN OUR NEW YORK FACTORY. In every respect they embody the PARK and TILFORD standard of quality and value.

This new departure has been made for the man who wants a FRAGRANT, VERY MILD AND FULL-FLAVORED CIGAR.

MADE IN SEVEN SIZES:

Tuxedos	10c	Perfectos	2 for 25c
Deliciosos	10c	Invincible Finos	2 for 25c
Londres	10c		
Club House	15c		
Invincibles	15c		

PARK & TILFORD

Established 1867 Original Factory No. 1

The Standard Clear Havana Cigar Factory

Manufacturers of

La Flor de Sanchez & Haya

and

Ignacio Haya

Office & Factory: SANCHEZ & HAYA CO. 14th Ave. & 17th St., Tampa, Fla.

Distributors for Greater New York & New Jersey B. WASSERMAN CO. 77 Chambers St., New York City

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters OF

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Compañia de Abraham Haas

ESCOGIDAS SANCTI SPIRITUS LA VUELTA

Escogedor de Tabaco En Rama

SAN MIGUEL 85, HAVANA, CUBA Cable: Haas, Havana

CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Cable "Quinto" P. O. Box 502

WALTER SUTTER COMPANY

COMMISSION MERCHANTS—EXPORTERS

LEAF TOBACCO

VIRTUDES 129 HAVANA, CUBA

Cable "Hermdiehl" Tel. A. 3682

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GERVASIO 182, HABANA, CUBA

Diehl's Havana Tobacco Cable Code, $15.00

Commission Dealer and Exporter

Havana Leaf Tobacco of all kinds

Special attention given to American and Foreign Accounts

STRIPPING PLANTS

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MENENDEZ, MENDEZ & CO.

Dealers in All Kinds of Havana Tobacco

Specialty—Remedios & Vuelta Abajo Tobaccos

SITIOS 11, HAVANA, CUBA

R. LOPEZ TRUJILLO

Manufacturers of Clear Havana Cigars Exclusively

KEY WEST, FLORIDA

La Mas Fermosa—Comal—Magnetica

San Francisco's Jobbing Trade Fairly Pleasing

Some Retailers Complain of Quiet Business—May Brought Pretty General Satisfaction to Jobbers—Judells Get Shipment from Manila—New Cigarette Factory Working.

SAN FRANCISCO, Cal., June 4.—In spite of the complaint of quiet business on the part of some of the retailers, the jobbers of the city pretty generally are pleased with the business of the past month and the beginning made during the present month.

S. Bachman & Co. report excellent progress in the general jobbing lines they recently undertook.

H. L. Judell & Co. have just received 750,000 Alhambras from the Philippines by the steamer *President Lincoln*. And they need them, for while Emil Judel is now in New York, doing his part in the great Shrine procession eastward from California, he went in time to take a side shoot to Boston, where he loaded the jobbers with the Alhambras they have been wanting. H. L. Judell says they are getting in and shipping out Chancellors about as fast as they can well handle them. For it seems as if their new, light, clean home, with their new attractive stock had given a new inspiration to business. Norwoods also are moving nicely. They are experiencing good receipts on all lines except the Watts, on which they have oversold their supply.

Going Forward

The Rinaldo Co. is still having a fine run on Charles the Great and the Van Camp, and is securing window placements for the advertising campaign of the San Felice. Little Pal is also taking hold well.

Ehrman Bros., Horn & Co. are having a fine run of orders. Philadelphia Hand Made, Optimos, and Roi Tans are all keeping just as popular as ever.

Healy & Donaldson, at 41 Market street, have taken over the distribution for F. Garcia & Bro. They report that it is proving an excellent seller.

Making California Cigarettes

The new cigarette factory of Ehrman Bros., Horn & Co. is now in operation turning out California cigarettes at an increasingly rapid rate. They are putting them on the market at $7.58, to retail in packages of 20 for 20 cents. They are a strictly high-grade Turkish cigarette. They now have a portion of their Jamul ranch under crop, where they are to grow the Turkish type of tobacco without irrigation.

Dave Rinaldo has put in a good year's work, and is now enjoying a rest and vacation among the resorts.

Owing to the seeming unpopularity of soft drink parlors, a number of vacant fronts announce the disappearance of several of the smaller cigar stands.

This same cause, rather, a complete sweep of the soft-drink section of Oakland by the prohibition squad, and the closing up of a good many fronts has seriously affected a number of stands. While some of them think that business will revive as soon as they are filled up with other lines, the opinion of most is that the closing of the drinking places is a permanent injury to the cigar business, as the spenders were more reckless of their money after having a few "drinks." When one goes into other parts of the city, however, there is some evidence that perhaps those who sought amusement in the drinking resorts are seeking entertainment somewhere else.

Speaking of Manila cigars, H. L. Judell says they find that the demand for Alhambras in the East is considerably heavier than in the West. This he attributes partly to the fact that they were formerly better known there.

The Joseph Rinaldo Co. reports that it is finding excellent call for the Platina which the house is jobbing, and that it does not seem in any way to take the place of other brands.

Roy Huff of Ehrman Bros., Horn & Co. states that they have for a long time had a very excellent trade on the Isabella.

George Roessler, of the lobby stand in the Associated Oil Buildings, is indulging in the luxury of a two weeks' vacation.

Chick Elam has temporarily abandoned his stand in the Call Building to spend some little time in the East.

The Samuels Cigar stores of Oakland have opened a new branch on Broadway a little above Fourteenth street. It is a semi-basement place, under the Central Savings Bank. It has a beautifully tiled floor and very attractive fixtures.

The William Bercovich stand in Oakland, in one of the most attractive rooms in Oakland, with wide open front, and a barber shop in the rear that would do credit to any city, is building trade rapidly. They are preparing to push the inside counter out to the street, to catch more nickels from the casual passer-by.

The Open Front Idea

A wide-open front seems to be the attractive idea. The Ash store, at the corner of Eleventh street and Broadway is tearing out the larger part of one side so as to give a fine view of the whole interior and stock from all nearby points on the street.

S. Cerenich, proprietor of the Merrit Cigar Store, at the corner of Eighth and Franklin streets, in Oakland, is a little out of the business rush, but he has cut a wide doorway across the corner, and made his place look like a true smokers' parlor, and he is getting his money back in the shape of doubled business.

SELGAS & COMPANY

IMPORTERS & PACKERS

Havana & Porto Rico Tobacco

Warehouses: Havana—Consulado 138-140 Porto Rico—Manati

128 Water St. NEW YORK

NEW YORK

STEFFENS, JONES and CO.

DOMESTIC LITHOGRAPHERS IMPORTED

STOCK LABELS AND STOCK BANDS

36½ East 23d Street New York

OPTIMO

BEST OF THE BEST



BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

Tampa Tidings

Record Stamp Sales

TAMPA, Fla., June 9.—All records for stamp sales in a single day were broken Wednesday at the United States Internal Revenue Office here when Stamp Deputy Charles H. Moyer recorded total sales of $50,067.41. With the exception of $3.41 for documentary stamps, all of the sales were for tobacco stamps. The former record was a total of $40,000 sold on October 31 of last year.

Wednesday's record of $50,067.41 means that a total of 45,738,355 cigars left Tampa factories for consumers here and throughout the world. The total number of cigars were proportioned as follows among the various classes, which are from class A, low price, to class E, high price: Class A, 1,279,710; class B, 2,043,775; class C, 36,104,430; class D, 8,300,000, and class E, 27,840.

The establishment of Wednesday's new record is definite proof of the activity in the local cigar industry despite the fact that ordinarily there is a slight falling off in the manufacture of cigars at this time of the year, according to local officials.

Trade Notes

Fred Brooks, one of the best-known cigar men in the state, with headquarters in Jacksonville, arrived in Tampa this week for a few days' sojourn. He is the proprietor of one of the largest retail stores in Jacksonville, and also is heavily interested in the wholesale cigar and tobacco business.

J. D. Winn & Co. of Montgomery, Ala., has taken on the Sol Perfecto, a new size of the Ruy Lopez and Presidente Gottsegen of Gradiaz, Annis & Co. are pushing them moving lively.

Manuel Garcia of Perfecto Garcia & Bros. is in Havana selecting leaf.

Morris Scadron of the Nordac Cigar Co. is back from New York.

J. M. Knight, Chicago representative of the Havatampa Cigar Co., is visiting Tampa.

José Escalante is due back from Cuba on the morrow.

A. Guerra Diaz & Co. have placed La Flor as with W. T. Hicks of Birmingham, Ala., for the southern states territory.

Eddie Martin, representing V. Guerra Diaz & Co., in the Middle West, is keeping La Megas on the move.

Hill Bros.' Business Sold

MIAMI, Fla., June 9.—The wholesale cigar business of C. W. Hill at 104 W. Flagler street, known as Hill Bros. cigar store, has been sold to Monsalvatge & Cia., tobacco jobbers of Key West. The same organization and policy will obtain in the future, Mr. Hill said.

Mr. Hill has been in the tobacco and general merchandise brokerage business in Miami for 15 years. He said that he is undecided as to his plans for the future. Mr. Hill will retain his retail tobacco and confectionery store at the corner of First avenue and Flagler street.

Miami Maid Cigar Co., Inc.

MIAMI, Fla., June 9.—The Miami Maid Cigar Co. has been incorporated. Principal place of business, Miami. Capital stock, $10,000; limit of indebtedness, $25,000. General nature of business: the manufacture and sale of cigars, cigarettes, tobacco and all accessories and appurtenances, and everything pertaining to the cigar business, etc. Officers and directors: W. C. Neal, president and treasurer; A. W. Neal, vice-president; and A. A. Aurelio Torres, secretary.

Key West Key Notes

KEY WEST, Fla., June 9.—According to the report of the stamp deputy collector of Internal Revenue, the sale of stamps for the cigar business during the month of May amounted to $32,935.01. This is very good, considering that May is rather an off month in the trade.

The manufacturers are all optimistic over the prospects for a favorable summer. Orders are already beginning to increase, and it is expected that within a month or six weeks the cigar business will be back to its average output.

The industry has received several setbacks recently. High-class workmen are scarce. Many have gone to visit in Tampa, and although not a cigar city, Miami is appealing to many of our best workers, and they have removed there, and are employed in the factories in that city.

Then there is the general complaint of the tobacco not being up to the usual quality. This gives a great deal of extra work. This refers to the tobacco grown in this country. Then there is the high price on Cuban-grown tobacco, which, taken all in all, like the old gray mule, the tobacco business ain't what it used to be.

If the run on claro is not abated, there will be a general shortage of this grade of tobacco. The trade journals are calling attention to the impending shortage if the propaganda for claro keeps up. It is about the same as if every one who eats beef called for the same cuts. The cuts called for would assuredly increase in price, to overcome the loss occasioned by the non-use of other portions of beef. The price of claro will increase. Because of a light shade the smokers are of the opinion that the cigars are light. The manufacturers explain that there are other grades of tobacco, although not light in shade, that are really mild tobaccos. Thus the war for and against claro goes merrily on.

During the month of May there were 1,952,207 cigars manufactured here. Of this number there were 850,925 of class A, 250,466 of class B, 478,866 of class C, 357,000 of class D, and 14,950 of class E.

Taking in the Sights

Thomas Holzman, tobacco broker, of Lancaster, Pa., accompanied by his wife, is taking in the sights of Gotham this week, and, incidentally looking up old friends in the leaf market.



In Perfect Condition

BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.

MADE BY
RACINE PAPER GOODS CO., Racine, Wis.

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.
Established 1873 Manufacturers New York

PERFECTO GARCIA
& BROS.
Manufacturers of
World's Finest Havana Cigars
Office
208 N. Wells St.
Chicago, Ill.
Factory
TAMPA, FLA.

F. LOZANO, SON & CO.
U. S. BONDED MANUFACTURERS
HAVANA CIGARS
F. LOZANO
FLOR DE NARVEZ
VICLO
TRADE MARK
WALLS COURT
EL LESSERO
CALATRAVA
REG. U. S. PAT. OFF.
OFFICE & FACTORY TAMPA, FLA.
N. Y. OFFICE, 437 FIFTH AVE., N. Y.

TRADE MARK

REGISTERED

GROWERS

AND

PACKERS

OF

Connecticut Shadegrown Wrappers

Florida and Georgia Shadegrown Wrappers

Connecticut Broadleaf

Connecticut Havana Seed

Stripped and Booked Porto Rico Fillers

AMERICAN SUMATRA TOBACCO CO.

131 Water Street New York City

TRADE MARK REGISTERED

E. L. KOHLBERG & SON
CONNECTICUT TOBACCOS
144 WATER ST., NEW YORK
Telephone John 2821

Connecticut Growers Had Unusually Wet Week

Tobacco Transplanting Hindered by Excessive Rains—Another "Cold Wave" Retards Growth of Plants—Progress of Crop Compares Favorably With Past Performances.

HARTFORD, June 9.—The past week has been decidedly wet and heavy rains have hindered setting out to a certain extent, as the heavier land was beaten down too hard to work without ripping up. Most of the transplanting was done on the lighter soils. The temperature became much colder and plants did not grow during the last part of the week.

On Wednesday afternoon a miniature hurricane hit a section of South Windsor and blew down a five-acre tobacco shed belonging to J. E. Shepard, on his Rye Street plantation. Trees were also uprooted and heavy rains fell. Although Spring has been backward, the farmers have succeeded in getting their plants to grow, and the work of transplanting compares favorably with the average amount set out at this date in other years.

Plants are plentiful with most growers, and they have to work hard to keep up with them. Some sections have a bad start of wildfire in the beds. Many growers are spraying their seed beds, which is minimizing the spread. It is noticed that most of the beds that show trouble are those which were not sprayed early in the season. Havana seed seems to show the wildfire more than broadleaf, and broadleaf more than shade.

During the coming week, with favorable weather conditions, the bulk of the acreage of the valley will be set out, and the growers will have launched their 1923 crop with the expectation that it will be the best crop grown for many years. Labor is scarce, commands high wages, and wages from $3 to $5 per day. Fertilizers are up. Stable manure is hard to secure and growers are afraid that the 1923 crop is going to be an expensive one all the way through.

Work on the 1922 crop has practically been completed and sampling is being done on the tobacco which is ready. It is reported that the tobacco is coming out fine the sweat very fine. Several parcels of broadleaf that are ready and sampled have been sold by the Connecticut Valley Association.

The placing of hail insurance by the association is now being done and over $5,000 has been placed at the reduced rate, which is $24 per acre instead of $50, formerly. This reduced rate, however, is only for members of the association.

The second primary election of a Board of Directors for the Connecticut Valley Association shows that the growers were very well satisfied with the old board, as in each district the old officials were again nominated. Under the by-laws, the three candidates receiving the highest number of votes in each district are the nominees in that district.

The primary ballot for the various districts resulted as follows:

1. A. E. Bidwell, Eugene House and Wm. Gildersleeve.
2. W. H. Meyers, W. G. Phelps and L. Tiker.
3. F. M. Hills, F. H. Ensign and Ed. Hadel.
4. L. P. Hickey, W. F. Driscoll and R. Devit.
5. W. N. Pinney, L. L. Grant and M. E. Thompson.
6. Donald Grant, E. A. Buckland and Chas. Maag.
7. Leslie Newberry, O. F. King and G. O. Case.
8. M. McGrath, George Bancroft and Dwight Newberry.
9. F. J. Miskill, R. M. Lasbury and H. A. Middleton.
10. Andrew Steele, A. D. Ellsworth and A. E. Pascoe.
11. M. M. Smith, M. G. Mullen and H. F. Fletcher.
12. J. W. Alsop, W. D. Wagner and J. C. Thompson.
13. C. P. Viets, N. E. Kendall and W. K. Rice.
14. S. F. Brown, C. D. Cannon and W. H. Drake.
15. G. A. Peckham, Robert Gregg and J. B. Cannon.
16. J. E. Phelps, H. N. Fuller and H. A. Henshaw.
17. J. W. Root, H. D. Haskins and E. S. Duda.
18. J. C. Field, J. F. Kokoski and M. P. Nelligan.
19. M. L. Proulx, C. W. Wade and G. M. Billings.
20. L. A. Crafts, Thomas Coffey and W. D. Cowan.
21. T. L. Warner, F. L. Whitmore and W. L. Hubbard.

The official ballot has been sent out and must be returned on or before noon, June 12. The new Board of Directors will hold their first meeting on June 19, at which time they will organize and elect a president, two vice-presidents, secretary and treasurer.

It was expected that there would be many changes in the Board of Directors, but indications are that the majority of the old board will be re-elected. The past year has been a hard one for them, as not only did they have the work of handling 85 per cent of all the stalk-grown tobacco in the valley, but they had to organize and secure warehouses. All this work had to be done in seven months.

Practically all the Havana seed has been sold, and a good portion of the low grades of broadleaf has not only been sold but has been shipped. There is a strong demand for shade-grown, and the acreage is being increased by at least 2,000 acres this year. Primed Havana is also in demand.

There is a better demand for dark grade than heretofore, and the manufacturer is beginning to recognize the fact that dark tobacco has more quality than some of the lighter grades, and blends well with fillers. Some local packers are going to grow their own tobacco. Among them is Max Newfield, who will put out over 100 acres of broadleaf.

Meyer & Mendelsohn and the American Sumatra Tobacco Co. have made arrangements with several different planters to grow broadleaf. Given favorable weather conditions next week, the larger portion of the 1923 crop will be set out and started, and it should begin favorably as the ground is full of moisture from last week's rains.—X. Y. Z.

W. S. PINNEY & CO.
INCORPORATED
GROWERS PACKERS
UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S
CONNECTICUT SHADE
QUALITY TO BURN
SUFFIELD CONNECTICUT

Steane, Hartman & Co.
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

HATHEWAY AND STEANE
GROWERS OF CONN. SHADE
And Packers of Leaf Tobacco
235 State Street Hartford. Conn.

A. N. SHEPARD & SON
GROWERS AND PACKERS OF
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Warehouses: Hartford, Conn.; Portland, Conn.
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PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
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Fassler & Silberman
(Incorporated)
109-115 Commerce St.,
Hartford, Conn.
Growers of Shade—Primed Connecticut—Packers of Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.; Southwick, Mass.; Chicopee Falls, Mass.

M. J. GANS
PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

L. B. HAAS & CO., Inc. Established 1853
Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
146-152 State Street HARTFORD, CONN.

MEYER & MENDELSOHN, Inc.
Connecticut Leaf Tobacco
HARTFORD OFFICE: 651 Windsor St.
NEW YORK OFFICE: 169 Water St.

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ESTABLISHED 1870 INCORPORATED 1905

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

Buyers on All Important Markets in Virginia and Carolina

CABLE ADDRESS: "Penn," Danville, Virginia CODES USED: Western Union, Arnold's 5 and 15, Lieber's

Dibrell Brothers, Inc.

Leaf Tobacco Dealers

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

E. B. FICKLEN TOBACCO CO.

Incorporated

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample for Redrying by Steam or Natural Season

Samples Furnished Cable "FICKLEN" Correspondence Solicited

THORPE & RICKS

Codes—Arnold Nos. 5 & 15 A. B. C. 5th Edition. Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE MARK T. R. REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

ANDREW JAMISON, President Established 1885; Incorporated 1910

W. A. ADAMS COMPANY

—BUYERS AND EXPORTERS OF—

ALL GRADES OF OLD BELT

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

Established 1857

R. C. MORTON & CO. LEAF TOBACCO DEALERS

RICHMOND, VIRGINIA

Cable address, Morton-Richmond

Bright and Dark Virginia

Burley—Western—Seed Leaf

Strips—Scraps—Stems—Cuttings

G. R. GARRETT COMPANY, Inc.

Cable Address "GARRETT"

Dealers in LEAF TOBACCO

Codes { Use Arnold's Cipher No. 5 A. B. C. 4th & 5th Edition Lieber's

Clean, Uniform Strips a Specialty

ROCKY MOUNT, NORTH CAROLINA, U. S. A.

Reasons for Existence of the Tobacco Association

The question, "Why and wherefore and the reason for the existence of the Tobacco Association of the United States?" has frequently been asked, and it might be well in the first issue of this bulletin to attempt an answer thereto.

(1) Every trade of importance in the country has an organization to promote and safeguard its interest in a general way.

(2) Duly authorized representatives of organizations can present matters and get the ear of "the powers that be" where the efforts of those representing personal interests would be accorded scant consideration.

(3) Bringing together people engaged in the same line of business to consider matters of general interest has a direct bearing in developing better personal and business relations, the breaking up of petty jealousies and having every tendency to place business on a high plane of unselfish co-operation, thus establishing relations of business friendships and mutual confidence that are so necessary in conducting business successfully and without friction.

(4) Committees appointed to represent the trade on particular objects to be promoted, or some subject to be defeated, can be selected for their peculiar ability, and thus the best results can be obtained, the effect of which can be most far-reaching for the good of the trade.

Examples of what can be done have on more than one occasion been brought out most effectively in the Tobacco Association of the United States. The leading successful result of committee work in the Association was accomplished as far back as 1904. In that year the British government imposed, without notice, an advanced differential duty on strips, which would have injured the value of strips then in Great Britain and entailed a loss of many thousands of dollars upon the owners of these strips. The matter was at once taken up by the Tobacco Association with the Secretary of State, with the result that the unfairness of the retroactive feature of the duty was brought to the attention of the officials of the British government. Within a few weeks the matter was rectified and the advance duty made to apply only to strips that were exported after the new duty was announced.

Possibly of next importance in the way of results accomplished by the Association was in defeating the efforts of the railroads to do away with the any-quantity classification on leaf tobacco and make the minimum carload rate so high that a very large percentage of tobacco would take the less than carload rate. Had the carriers been successful in this matter the result would have been most disastrous to the tobacco trade.

The Tobacco Association has also been successful in this matter the result would have been most disastrous to the tobacco trade.

The Tobacco Association has also be successful in arranging with the railroa to put into effect special rates on ste and to haul tobacco in loose condition rates satisfactory to the trade. In fa in dealing with the railroads, the As ciation has never experienced great di culty in obtaining satisfactory resu where it could deal with persons in a thority and who would listen to the fa in a practical way before taking a po tion.

The adjustment of the Internal R enue laws about two years ago was complished through a committee fr the Tobacco Association. The regu tions adopted, without conference w tobacco people, were absolutely unint ligible and impractical in every way. T Tobacco Association, after working the matter for several months, employi counsel, etc., succeeded in having the r ulations so changed as to be worka and fairly satisfactory.

The Association has, from time to ti endeavored to advise farmers as to size of the crop that should be plant when in its opinion the acreage intend was too large to maintain a satisfact price. On occasions, however, the far ers were told that this was a selfish mo and it has been only among the m intelligent farmers that much has b accomplished in this respect.

This year the Association has been tive in the matter of exterminating bug and weevil, which has been preval to an alarming extent in several secti of the tobacco producing areas, and lieves that it has accomplished a trem dous good in this direction.

The Association has always stood good and uniform packing and has complished much good in this resp But there still remains much to be d along this line.

The setting forth of these accompli ments by the Association should be the earnest of the service it can ren with a larger and more active memb ship. With the employment of an time secretary and treasurer the Asso tion is in a better position than ever fore to immediately take action to p mote anything for the general interest the trade, or to combat any adverse l islation, or any action against the inter of the tobacco business.

What is set forth above will, it hoped, fully answer the question if tobacconist should wish to know whet it is worth while to become a member the Association.—*Bulletin of the Toba Association of the U. S.*

Co-ops. Plan Education Division

HOPKINSVILLE, Ky., June 9.—Farm of Kentucky, Tennessee and Indiana w are members of the Dark Tobacco Gro

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's' Co-operative Association will be ought directly into touch with the vast howledge and experimental skill of the ricultural colleges of those three ates if an educational division planned Clifton Rodes, manager of the Field rvice Department, is allowed to delop.

Working in conjunction with Dean homas E. Cooper, of the University of entucky, Mr. Rodes has devised a mplete system of extension work in the ark District. Two months ago he perted the initial part of his program by ganizing the first local units in the rk counties. The number of these all groups has grown rapidly until now ere are more than 300 functioning in counties covered by the association.

Weekly news letters are sent to these cals," and definite reports are received om them after each meeting in regard crop conditions in the territory. In s way the headquarters' officials keep direct touch with the members. The greatest possibilities of these units can-t be brought out, however, until the ucational division is functioning.

Scientific information about every ase of farming will be dispensed to the mbers of the association through these oup meetings. The value of crop diersification will be shown, and experts om the various colleges will assist the rmers in planning their crop rotation. he underlying purpose of this work will to make the farm return more profit its owner.

In speaking of the great possibilities of blic service along this line, R. E. Coo-r, Director of Warehouses, said:

"The function of the Dark Tobacco Growers' Co-operative Association is primarily to help the people in the territory it covers. Its specific duty is to market tobacco intelligently. If we can assist our members, however, along general agricultural lines, I think that is just as much our duty as it is to stabilize the market for tobacco. I believe it is very important that we have an agricultural division under Mr. Rodes.

'Every farm should be regarded as a factory that produces so much material for the use of the world. If the factory is operated efficiently and with good business judgment it will return a good profit to its owner. If, on the other hand, there is waste in its operations and lack of business foresight, there will be no profit. What we want to do is to improve our farms by using efficiency methods."

President Stone Reviews Burley Co-operative

(Continued from last week's issue)

The Higher Amounts Paid to Growers

"We believe that the organization of the Burley Tobacco Growers' Co-operative Association was the sole and only reason for the tobacco growers of the Burley district receiving $11,400,000 more for their 1921 crop than they were paid for their 1920 crop, although the 1921 crop was 40,000,000 pounds short of that of the previous year and of much commoner quality. We believe that the organization of the Burley Tobacco Growers' Co-operative enabled the growers in and outside of the Association to collect for their crops such prices as have practically added $37,500,000 to their return for the 1922 crop although that crop probably is 100,000,000 pounds larger than the crop of 1921. While it is true that the law of supply and demand is always a factor in prices, it is equally true that if that law is applied at the point of consumption and if the crop concerned is marketed in an orderly and business-like way prices are bound to be favorably affected. If there is a glut in the supply of potatoes in Chicago, they may sell for 30c a bushel while at the same time there may be a dearth of potatoes in New York and they may be worth $2.00 a bushel there. When you sign up your tobacco with the Burley Tobacco Co-operative you take it off the dumping market. It is not for sale in competition with the tobacco of your neighbors when the loose leaf markets open. It is for sale only when there is a demand for it and after your representatives have fixed a fair and profitable price upon it. If, by the operation of such a system, we have been enabled to add to the actual money paid the farmers in two years between $45,000,000 and $50,000,000 do you not regard any such system as that as being decidedly worth while? Do you not think that a system of marketing by which every man gets a fair price for his product and no man, however wealthy or influential he may be, gets any higher price for his product than the poorest farmer in the membership, is a fair and honest system of selling? Do you not believe that the institution of such a system means a better feeling among the poorer farmers, a feeling that their more prosperous neighbors have an interest in their welfare and in the welfare of their wives and children and because they are getting a fair deal and a fair price for their product they will have a better chance to become home-owners and they will be better and more loyal citizens of their state and of their nation.

Financial Backing

"The fact is that it is pretty generally known that but for our organization we would have been in the same helpless position in 1921 that we were in in 1920, when we had to take whatever we were offered for our crop, because we had no facilities for holding it until the market improved. Now, however, that situation is changed. We not only have the facilities for holding the tobacco, in the shape of 135 receiving plants all over the Burley district, but we have the financial backing of practically every bank in the burley district, of the Federal Reserve banks and of the Government itself through the War Finance Corporation. Individually, of course, we could not have these facilities. Two years ago no financial institution would have loaned us a dollar to buy warehouses, with tobacco

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at the prevailing price. Unorganized, we could not hope for the backing financially of the Government or of the Federal Reserve Banks; united, we not only have the support of those banks but of the Federal Government. We have the buildings in which to hold the tobacco for which the market may not be ready and we have assurances of the financial aid, authorized by law, to enable us to hold any tobacco which the market cannot absorb."

Mr. Stone gave the growers warning that if an excessive crop was raised it would be impossible to hold up prices, "because a drop in prices invariably followed," he said, "over-production of any crop. In other words if you raise more than a normal crop, you are bound to pay the penalty in a low price for what you sell and in being further compelled to hold all the surplus produced until there is a demand for it."

Concerning the Grading

Mr. Stone said there had been some complaint of the grading at a number of points in the Burley district, that the association was endeavoring to train its own graders and that considerable progress had been made in that direction. He declared that, "in any event, the grading is ten times fairer and more intelligent than at any time under the old system in the Burley district, and that in most cases, complaints were made only in regard to a few baskets from each crop."

"These men are your own employees," said President Stone, "Quite naturally they want to please you, but they are instructed to grade every man's tobacco grade for grade as near alike as possible. The aim of our Association in the matter of grading is to give every grower equal and exact treatment in the handling of his tobacco. If any grower is not satisfied with his grade he has the right to tell the warehouseman to set his tobacco aside until the district grader can see it and, if he is not satisfied with the grade put on it by the district grader, he can then appeal to Ralph M. Barker, head of the grading department, who will send some one else to look at the tobacco and see that he gets fair treatment. If the grader is right in his grading, he will be upheld; if he is wrong, his mistakes will be corrected, but I would not have you forget that under the old system your tobacco was graded by the purchaser at whatever grade he chose to put on it and you had to accept it. Of course, you had the right to reject the offer but in few cases did it ever do you any good, as far as obtaining a better price for your tobacco was concerned.

"Under the co-operative system of marketing, your tobacco is graded by your grader. The price asked is based upon the cost of production and the visible demand. It includes labor, interest, taxes, every legitimate item of expense that goes into the raising of a crop. In fact, that is the only intelligent way of selling tobacco. You simply merchandi it like the hardware or dry goods deal or the grocer, who bases the price of goods on what they cost him to put the on his shelf. So long as you receive fair profit on your tobacco that is you can ask, all you could ask, all th we do ask, and no fair-minded ma whether he be tobacco buyer or man facturer or anyone else, could ask us take less than that as the return for o toil.

"Out of our tribulations of 1920 h come this great organization of ou with nearly 85,000 members, in five gre states. Our organization is formed exactly the same plan as other succes ful corporations in this country. T United States Steel Corporation does n call in its thousands of stockholders a direct them to go out and sell its finish products. The tobacco manufacturers not call in their stockholders and se them out into the tobacco district to b their requirements. If they did busine in that way we would not need any ass ciation.

"The stockholders elect a board of rectors, the best men they can find f that work, and this board of directo elects an executive head. They wo not think of themselves going out to s steel rails, or to buy tobacco, nor wo they even send their executive officia but they select the very best man they get, the best-posted, the man of wid experience, to organize a sales depa ment for them, and it is that policy t we are trying to carry out in the Bur association.

"The reason the manufacturer co get tobacco absolutely at his own pr was the method you used in selling y crops to him. The buyer did not n to take a single crop in Gallia county, he did not want to do so. He could into Lawrence, Scioto, Adams or Bro or any other county, and buy there your Gallia growers were not ready sell at his price. We all dumped our bacco at one season of the year, ev grower being a competitor of every ot grower. Inasmuch as you all wanted sell at once, eighty thousand men cli ing over each other to dispose of t crops, it was inevitable that the pri should be forced down. Under the n system, with only one man selling, stead of eighty thousand, you have a better chance to get a just and fair pri and you have gotten it the past t years."

Mr. Stone read the prices received the 1922 crop to the growers and w greeted with applause as he said:

"This tobacco has all been sold at y price and at your grade, according to samples shown the manufacturers' rep sentative. And in that matter, too, have done as any honest business conc would do. We have not attempted deliver to the manufacturers gra which they have not bought. We not meet our side of a contract to deli

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rtain amount of A-2 tobacco by deli-ng A-3. We are conducting this ness honestly and fairly to all parties as every successful business concern . If you sell a man a bay horse, you ot comply with your part of the act by the delivery of a gray horse. n so, when we sell the manufacturers ade of tobacco, we must deliver that e and not an inferior one."

ery Possible Aid Assured By Secretary Wallace

a letter under date of June 6, to F. e Pilis, vice-president of Patterson ., 565 Fifth avenue, New York, Hon. ey Wallace, Secretary of the De-rnent of Agriculture, wrote as fol-w:

have your letter of May 24, en-ng copy of the communication you dressed to Mr. Charles Dushkind, Gen-Counselor of the Tobacco Merchants' sociation, and requesting my opinion oints you discuss therein pertaining e tobacco industry. While some of matters touched upon in your letter ot come within the purview of this e.rtment, I may say that there can o doubt as to the soundness of your rks regarding the importance of the co crop in the agriculture of cer-states, and the urgent need for fuller eciation on the part of all concerned e important problems which confront armers in growing and marketing to-o under such conditions as will in-a fair margin of profit. In particu-r, there is great need of developing o stabilizing influences and condi-which will serve to more nearly tilize production on the farm and requirements.

n the past tobacco growers as a e have not had adequate informa-as to immediate and prospective rnercial demands for the various es and types of leaf tobacco, and e has been serious lack of facilities rderly marketing, especially in the er of warehouse storage under con-ns which would insure necessary ncial assistance in times of surplus uction, or when for any other reason enarketing situation was unfavorable.

s suggested in your letter to Mr. ukind, wisely directed efforts of co-erative associations of tobacco growers e solution of these problems, which e growers individually are manifestly le to cope with, merit the co-opera-of all branches of the industry, for apparent that accomplishment of the d in view will benefit manufacturers distributors as well as the farmers elves. This Department stands at all times to do everything with-power to improve the condition of obacco growers and to aid them in ing commercial requirements for leaf co."

Jungbluth Indorses Suggestions

Karl Jungbluth, president of Mac-ews & Forbes Co., under date of 4, wrote to Mr. de Pilis, as follows: wish to thank you for your favor e 28th ulto. covering copy of your of the 22nd idem to Mr. Chas. ukind, which I have read with in-ed attention.

"I think that letter deserves general commendation, especially the paragraph on page 2 under 'Tobacco Planting: I am in favor and have been for many years of organizing the tobacco planting' etc., likewise that on page 4: 'Unwise abuse of a situation in whatever direction it may be, forces reaction,' which may be considered an axiom. Further under the paragraph on page 5, 'Tobacco Industry: I believe that the main body of consumers in the United States fully realize that *price cutting cannot be carried on without a reduction in the quality*' etc. Also an axiom, and very true. Again under the paragraph on page 8, 'Distributing Organizations: Of course in every situation, I believe that a friendly understanding is preferable to any use of power or influence, and I am a great advocate of bringing tobacco growers, manufacturers and distributing organizations together around one table to discuss and defend their mutual interests.' It seems to me in that connection the manufacturers have not participated to any extent commensurate with their own particular and important interests."

Clarksville Average, $14.09

CLARKSVILLE, Tenn., June 9.—Auction sales on the Loose Leaf Tobacco Market here this week totaled 51,370 pounds. Sales for the season, 8,916,285 pounds. Sales to equal date last season, 12,486,135 pounds. Average price this week, $14.09. Average at same period last season, $15.83.— J. F. SMITH, Supervisor.

Hopkinsville Average, $10.65

HOPKINSVILLE, Ky., June 9.—Total sales for the week, 53,685 pounds; average price per 100 pounds, $10.65. Sold to date of 1922 crop, 14,035,895 pounds; average price per 100 pounds, $14.51. Sold to same time last year, 20,064,845 pounds; average price per pound, $14.57. —J. W. HANCOCK, President Hopkinsville Tobacco Board of Trade.

Nitrogen Necessary in Growing Tobacco

Annual applications of nitrogen in some fertilizer carrier are necessary on the 1,000,000 acres of land devoted to the production of flue-cured or bright tobacco in the United States and Canada.

For direct application or supply of this most important plant food the use of legumes and barnyard manure is very limited on account of their detrimental effect on the color of the cured leaf.

During the past five years field experiments have been conducted by the writer on the various sands, gravels and sandy loam soils on which bright tobacco is grown in order to test various sources of nitrogen for the production of this crop.

The color and maturity of the tobacco from all plots using organic sources of nitrogen compared well with the color and maturity of the tobacco from the nitrate of soda and sulphate of ammonia plots.

The tobacco from all tests made a crop average of about 48 cents per pound.

(*Continued on page* 40)

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for Smoking Tobaccos


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Tape Pouches that are self-reducing to fit contents down to the last pipeful. The Smoker appreciates it. A size and color for every idea and attractively printed.
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WRAPPERS A SPECIALTY CORRESPONDENCE SOLICITED
Samples on application DANVILLE, VIRGINIA, U. S. A.

Louisville Tobacco Market Reports

LOUISVILLE, Ky., June 9.—The Louisville Tobacco Board of Trade reported the hogshead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to June 8

Warehouses	Week: Auction sales	Week: Private sales	Week: Total for week	Year, Jan. 1 to date
Turner				792
Kentucky	128	35	163	6,200
Main Street	7		7	2,583
Planters-Farmers	189	7	196	7,413
New Tenth Street	73	1	74	2,898
Louisville				4,102
	397	43	440	23,988
Year 1922			1,134	42,302
Year 1921			651	36,138
Year 1920			213	31,748

Classifications of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	386	4	390
Dark	49	1	50
	435	5	440

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	7,175	14,653	21,828
Dark	1,602	558	2,160
	8,777	15,211	23,988

Classification of Sales to Same Date

	1922	1921	192
Burley	40,596	33,752	30,3
Dark	1,706	2,386	1,4
	42,302	36,138	31,7

Comparisons with Previous Years

	1923	1922	192
Total Sales of new crop to date	19,733	14,708	29,4
Sales of new crop to date. Original inspection	16,012	12,213	24,3
REJECTIONS			
Rejections this Week: Burley	135		
Rejections this Week: Dark	13		
Rejections this Week: Total	148	295	1
Percentage of rejections to auction sales: Burley	36		
Percentage of rejections to auction sales: Dark	77		
Percentage of rejections to auction sales: Total	37	32	
Rejections, Jan. 1 to date: Burley	4,773		
Rejections, Jan. 1 to date: Dark	363		
Rejections, Jan. 1 to date: Total	5,136	8,963	7,3
Receipts this Week	139	591	4
Receipts, Jan 1 to date	16,723	25,702	27,8

Official Quotations at Louisville, June 8, 1923

	Burley, Old: Dark Red	Burley, Old: Bright Red	Burley, Old: Colory	Dark: Manufacturin
Trash (green or mixed)	6 to 7	to 7	7 to 8	to 4
Trash (sound)	7 to 9	8 to 10	8 to 10	4 to 5
Common Lugs	9 to 12	10 to 14	12 to 15	4½ to 5
Medium Lugs	12 to 16	15 to 17	15 to 20	5½ to 6
Good Lugs	16 to 18	18 to 20	20 to 24	6½ to 8
Common Leaf (short)	12 to 14	12 to 16	20 to 22	8 to 10
Common Leaf	14 to 18	16 to 18	22 to 26	10 to 14
Medium Leaf	18 to 24	18 to 24	28 to 35	14 to 16
Good Leaf	25 to 30	25 to 30	40 to 45	18 to 20
Fine and Selections	30 to 35	35 to 40	50 to 55	22 to 25

Burley, 1922 Crop	Dark Red	Bright Red	Colory
Trash (green or mixed)	10 to 12	12 to 14	13 to 15
Trash (sound)	12 to 14	14 to 16	16 to 18
Common Lugs	14 to 16	15 to 17	18 to 20
Medium Lugs	16 to 18	18 to 20	20 to 23
Good Lugs	19 to 21	20 to 22	23 to 27
Common Leaf (short)	10 to 12	14 to 17	18 to 22
Common Leaf	14 to 18	18 to 20	22 to 25
Medium Leaf	22 to 26	24 to 28	27 to 30
Good Leaf	26 to 35	28 to 35	30 to 35
Fine and Selections	35 to 42	38 to 42	40 to 49

N. B.—Unsound or defective in condition, length or color, or mixed package from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

Paducah Prospects

PADUCAH, Ky., June 9.—The deliveries of loose tobacco have been light again this week which is due to the fact that farmers have been busy with planting this year's tobacco crop and doing other farm work, with which they were very much behind. There have been some deliveries though each day, and the association has been receiving and making deliveries on contract; also busy with prizing the unsold stock.

The Co-operative association officials from over the dark district met in Paducah Thursday and decided to make June 15 the closing date of their receiving houses. However, they will continue to accept tobacco from farmers until the crop is all delivered, but in order to make the second payment to farmers who have delivered, it is necessary to have a stopping point. They have announced that they will make the second payment about July 15 to all farmers that have made deliveries. Those deliveries later than June 15 can get the regular 40 per cent advance and a full settlement when all stocks have been sold. The meeting was composed of association officials and bankers from over the district and from all reports was very satisfactory. Arrangements were completed for financing through banks instead of through the Government loan system. No doubt when the second payment has been made an intensive campaign will put on for the purpose of getting oth members, also looking toward further d velopment in the way of instructi growers with reference to improving th methods of producing and handling th tobacco.

Practically all the old lugs in Mayfie were sold this week, there being abo 530 hogsheads in the lot. No doubt t greater part of them are for expo There are other lots amounting to 500 700 hogsheads in the hands of dealers th are for sale, but stocks are fast diminis ing.

The weather during the past week h been rather wet for farmers. Howev they have made wonderful progress in t planting of the tobacco crop. We es mate that fully 80 per cent of an avera crop has been planted and is looking we A great deal of the ground has be poorly prepared, but with proper cultiv tion and attention we see no reasons w we should not have a good crop of t bacco, and with favorable weather con tions during the next ten days a f average sized crop will be planted.—W B. KENNEDY.

Receipts Dwindle

HOPKINSVILLE, Ky., June 11.—Tobac receipts were very small on this mark last week. The loose floors sold 53,6

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ands, while the Dark Tobacco Growers' Co-operative Association received at this ot about 75,000 pounds. As yet the ose floors have not decided upon a final long date for the season, and with the s ciation everything possible is being o to get the receiving houses closed by u 15, if it can be done. The rehan-dlig houses are all about through for h present season and are closing as fast s ey can, some of them having already l ed. The activity from now on for h next few weeks until sales end will b very little.

n the loose floor sales for the past ve, the average was $10.65. There was o ing to excite the buyers in the way f quality or quantity of offerings and r s were draggy.

ices for the week showed little vari-ti from previous reports, ranging: Tr h, $3 to $5. Lugs—Common, $5 to 7 medium, $7 to $9; good, $9 to $12; n $12 to $16. Leaf—Low, $10 to $12; o mon, $12 to $20; medium, $20 to $25. V good or fine leaf offered.

he weather continues wet, and if all o cco, for which land was ready, has o been set out, it is not because of lack f pportunity. In many sections rains a been so frequent that it has inter-er l with needed working of the crop, s ell as other crops, and otherwise in-er red with farm work.—M. E. Bacon.

Owensboro Outlook

Owensboro, Ky., June 2.—With fav-rable damp weather for re-planting to-ac this has progressed rather freely ing the week and a fair start has been ma on the crop. Planting should pro-ce very rapidly and by end of next week th-fourths of the crop should be on the ill and while this is somewhat later in last season it is not especially late lating.

Owensboro, Ky., June 9.—The weather ing the week has been fairly favor-bl for continued planting, and I would ace fully 80 per cent of the tobacco cr is planted at this time. Cultivation f the earlier planting has also been ne ed. Thus far, conditions along this m are fairly good.—J. S. Phelon, To-ac Broker.

Dark Tobacco Growers to Get Second Payment

Hopkinsville, Ky., June 11.—Members f the Dark Tobacco Growers' Co-opera-ve Association in the Stemming and Dark Fired Districts were delighted wh the announcement was made, fol-lowing the meeting of the board of di-rectors at Paducah on Thursday, that a second distribution would be made in bo two districts.

In both districts the second payment will be approximately 70 per cent of the first advance which averages about 40 per cent of the graded value of the crop. It was at first advocated that the second payment should equal the first, making a total of about 80 per cent, as was paid in the One Sucker district. But when it was learned that to do this would force the association to borrow more than 50 per cent of the loan value on all tobacco, this recommendation was altered.

"We are ready to lend the association any amount it desires," C. W. Bailey, banker of Clarksville, Tenn., said, "but we must keep this business on a firm financial foundation, and I am convinced that the payment of 70 per cent will be better." It was then definitely voted to make it on that basis.

The members in the Stemming district will receive their checks shortly after June 15. In the Dark Fired district the disbursement will be made between July 15 and August 1. It is estimated that more than 45,000 checks will be sent out in these two payments.

No crops delivered after June 15 will participate in the second distribution, it was announced. This does not mean that deliveries will be absolutely stopped at that time, but that crops delivered after June 15 will be too late to participate in the second payment, and will have to wait for the third and last distribution to come in the fall after the entire holdings have been sold, when they would get the balance due them in a lump sum. After June 15 only a few receiving houses will be continued, these located at the chief towns, as follows: Hopkinsville, Fulton, Clarksville, Paducah, Martin, Springfield, Mayfield, Paris and Russellville.

Growers in the Stemming district will receive about $660 000. Figures of the Dark Fired district were not given.

No time was set for a second distribution to the growers in the Green River district. A report submitted to the directors showed that $2,031,965.91 had already been advanced to members in that district, while only 11,634,927 pounds of the tobacco received had been sold for a total of $915,736.40, leaving the district indebted to the association to the amount of $1,116,229.51. John J. Hanratty, general manager of the association, explained that the reason that the Green River district tobacco has not sold fast is due to an overproduction of 50 per cent and that there is only one market for that type of tobacco and that market does not open in full until about September.

The meeting was attended by a number of bankers, who took a prominent part in the discussions, especially of finances. All of them expressed complete satisfaction with the financial condition of the association and confidence in its officials and their willingness to make further loans to

(Continued on page 40)

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Most successful manufacturers of the so-called "Mild Havana" cigars are those who have succeeded in making a cigar that has satisfied the largest percentage of smokers.

Realizing that the clear Havana was primarily a rich heavy cigar the leading concerns have vied with each other in trying to produce a blend that would suit the taste of the average smoker.

Practically all of the popular brands of mild cigars contain Porto Rican Tobacco either as the filler or expertly blended with Havana. That this makes the most satisfying "all-day smoke" is now universally conceded.

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Agent

Telephone John 1379

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Orizaba —*June 5*

	Cases
Faber, Coe & Gregg	38
Grosvenor Nicholas & Co	4
Park & Tilford	10
B. Wasserman Co	10
J. S. Lombard	1
Davies, Turner & Co	3
Estabrook & Eaton (Boston)	11
S. S. Pierce Co. (Boston)	7
Schwartz & Son (Newark)	4
General Cigar Co	3
Reymer & Bros	1
J. Wagner & Sons	4
Alfred Dunhill	1
H. Clay and Bock & Co	2
H. Straus (Cincinnati, O.)	3

S. S. Calamares —*June 11*
Park & Tilford....3 cases

Cigars and Tobacco from Cuba

S. S. Orizaba —*June 5*
United Cigar Stores Co....8 cases

Tobacco from Cuba

S. S. Orizaba —*June 5*

	Bales
H. Duys & Co	10
S. L. Goldberg's Son	2
Keiser & Boasberg (Buffalo)	40
H. C. Pfaff	44
F. E. Fonseca & Co	18
Stern-Mendelsohn Co	96
E. R. Montero	20
S. Ruppin, Inc	222
	Barrels
American Cigar Co	69
J. Sutter & Sons	34
H. Duys & Co	64
M. Greenhall	38
E. Rosenwald & Bro	25
E. R. Montero	4
B. A. Kaiser Co	34
S. Ruppin, Inc	159
W. K. Gresh & Sons (Norristown, Pa.)	12
Hinsdale, Smith & Co	317
	Packs
J. Bernheim & Son	52
J. Sutter & Sons	2
Congress Cigar Co. (Phila.)	365
M. Greenhall	13
Consolidated Cigar Co	20
Bayuk Bros. (Phila.)	31
E. A. Kline & Co	20
N. Y. & Cuba Mail S. S. Co	31

S. S. Calamares —*June 11*
Gallagher & Ascher....17 barrels
Gallagher & Ascher....5 packs

Cigars from Porto Rico

S. S. Maracaibo —*June 6*
Infanzon & Rodriguez....6 cases

S. S. Porto Rico —*June 7*

	Cases
Porto Rican American Tob. Co	275
United Cigar Stores Co	264
Infanzon & Rodriguez	9
R. Fernandez & Co	2

S. S. Philadelphia —*June 11*

	Cases
Porto Rican American Tob. Co	102
United Cigar Stores Co	91

Tobacco from Porto Rico

S. S. Porto Rico —*June 7*

	Bales
I. Lewis Cigar Mfg. Co. (Newark)	100
Porto Rican American Tob. Co	50
J. Klorfein	15
Hamburger Bros. & Co	5
	Barrels
Theyskens & Shaw	30
L. Hirsch	36
Rosenstadt & Waller	8
Max Gans' Sons	16
Hamburger Bros. & Co	20

S. S. Philadelphia —*June 11*

	Bales
Rosenstadt & Waller	13
Selgas & Co	35
Max Gans' Sons	1
	Barrels
Rosenstadt & Waller	34
Selgas & Co	65
Max Gans' Sons	36
To Order	139
American Cigar Co	806 packs

Cigars from Manila

S. S. Eurybates —*June 8*

	Case
H. Sidenburg	1
F. Wilson & Co	6
S. J. Freeman & Sons	10
H. W. Peabody & Co	3
S. Frieder & Sons (Cincinnati)	3
Schley & Sandusky	
C. E. Winall	
Oaxmeyer & Co	
American Express Co	1
To Order	1

Tobacco from Manila

S. S. Eurybates —*June 8*

	Bale
S. Frieder & Sons (Cincinnati)	4
Pacific Commercial Co	6
International Tobacco Co	10
S. Frieder & Sons (Cincinnati)	5 cas

Tobacco from Rotterdam

S. S. Rotterdam —*June 9*

	Bale
Manus, Muller & Co	11
C. J. Waxelbaum & Co	3
G. L. Blanke	4
H. Duys & Co	5
A. Bornholdt & Co	2
Irving National Bank	10
Cullman Bros.	
	Cas
Consolidated Cigar Corp	4
Bayuk Bros. (Phila.)	1
J. Marqusee & Son	1
H. Duys & Co	2
W. Van Doorn	6
W. Van Doorn	304 pacl

Tobacco from Belfast

S. S. Kerhonkson —*June 9*
G. A. Henshaw & Sons....410 ba

Tobacco from Trieste

S. S. Alberta —*June 8*
Liggett & Myers Tob. Co....1,000 bal

S. S. Argentina —*June 8*

	Bal
Liggett & Myers Tob. Co	8
Banque Populaire	2
To Order	5

Tobacco from Southampton

S. S. Belgenland —*June 8*
E. J. O'Brien & Co. (Louisville) 1 ca

Tobacco from London

S. S. Maryland —*June 9*

	Cas
United Cigar Stores Co	
Goldsmith Bros. & Co	

Tobacco from Cape Town

S. S. York Castle —*June 6*
H. W. Bable....1 ca

Tobacco from Hong Kong

S .S. Siam City —*June 11*
Sun Chong Yuen....5 cas

Cigars from Jamaica

S. S. Commodore Rollins —*June 5*
G. P. Emery & Co....1 ca

Cigarettes from Alexandria

S. S. Corson —*June 11*

	Cas
B. Wasserman Co	
A. Joenssen & Co	

Cigarette Paper from Southampto

S. S. Belgenland —*June 8*
P. J. Schweitzer, Inc....45 ca

Cigarette Paper from St. Nazaire

S. S. Sarcoxie —*June 7*

	Ca
de Mauduit Paper Corp	2
Equitable Trust Co	6

Cigarette Paper from Bordeaux

S. S. Sarcoxie —*June 7*
American Tobacco Co....1,000 ca

Cigarette Paper from Le Havre

E. S. Eglantine —*June 9*
Rose & Frank Co....40 ca

Cigarette Paper from Marseilles

S. S. Asia —*June*
R. H. Meehan & Co....4 ca

S. S. Bankdale —*June 9*
C. Goodfellow....1 ci

Briar Pipes from Southampton

S. S. Aquitania —*June 9*
Alfred Dunhill .....4 cases

Tobacco Knives from Alexandria

S. S. Corson —*June 11*
Dimoff Tobacco Machine Co.....3 cases

Briarwood from Marseilles

S. S. Asia —*June 6*
Passas, Aine & Co.....323 bales

S. S. Bankdale —*June 9*
Passas, Aine & Co.....262 packs

Licorice from Marseilles

S. S. Asia —*June 6*
To Order .....25 cases
To Order .....14 bales

Gum Tragacanth from Alexandria

S. S. Corson —*June 11*
D. Isbetcherian.....5 cases

Gum Tragacanth from Southampton

S. S. Aquitania —*June 9*
To Order .....15 cases

Gum Tragacanth from London

S. S. Maryland —*June 9*

	Cases
Lullabis, Guilbenkian & Co.....	14
Brown Bros. & Co.....	20
Brown Bros. & Co.....40 bags	

Sails for Porto Rico

Joseph Mendelsohn, of the Stern-Mendelsohn Co., sailed for Porto Rico last Saturday, to inspect the record new crop first hand.

Buys Porto Rican Tobacco

Max Gans' Sons have made some heavy purchases of Porto Rican tobacco recently, and are reported to have secured more than 10,000 barrels of the new crop to date.

THE JOBBER AND THE RETAILER

can obtain this

BIG 5c.

Straight shape, long filler and Banded cigar at prices convenient to make them a leading seller.



ILANG-ILANG
is packed in 100s

Exclusive territory for

JOBBERS

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Henry Ottenberg
46 Front Street New York

Porto Rico to the Front

If Porto Rican Tobacco is not eventually used in every good mild cigar made in this country, it certainly will not be the fault of Wm. L. Dannahower, the Agent in this Country of the Government of Porto Rico Tobacco Guarantee Agency.

Unlike most Government offices whose hours for transacting business are usually limited, one will find this genial official in the midst of activity from early in the morning until late in the afternoon. So enthusiastic is Mr. Dannahower in the interests of Porto Rican tobacco and the Tobacco Guarantee Stamps that he carries conviction even to the most skeptical.

There is no question but that much of the success of the Porto Rican product in New York is due to his untiring efforts and personal popularity among the trade. Besides being an exceedingly good judge of a cigar he seems to know just where and how to spend his rather limited advertising appropriation to get the utmost results. The benefits of this propaganda are already attested by the increased demand and firmer prices for Porto Rican tobacco.

Not satisfied with familiarizing the manufacturers as to the superiority of cigars that contain all Porto Rican tobacco or blended with other high grade tobacco, he recently had a booklet compiled, which is called, "The Story of a Porto Rican Cigar," and with a first issue of 30,000 he started to disseminate this information among the smokers.

With an increased crop of excellent grade this year, and higher prices prevailing, he no doubt will have an extra appropriation to spend on advertising, and judging by the results already obtained we look for even greater accomplishments from Agent Dannahower in the future.

Tri-State Co-operative Reports

RALEIGH, N. C., June 11.—More than $500,000 was paid out this week to members of the Tobacco Growers' Co-operative Association from their warehouses in the Dark Fired Belt of Virginia on tobacco delivered since February 17. This payment will be followed by further cash distributions to members of the co-operative association in three states as soon as sufficient sales of tobacco by the Leaf Department of the association warrant third payments to the members in North Carolina and Virginia, and a fourth payment in South Carolina.

That there will be a crop shortage of bright tobacco in Virginia of at least 30 per cent, or well over 30,000,000 pounds, as compared to last year, now seems inevitable. Similar losses have been suffered by the farmers of the Old Belt of North Carolina, and it is generally agreed that the bright tobacco crop of the Old Belt will be 50,000,000 pounds less than in 1922, even with the most favorable conditions hereafter.

Prospective Shortage of 21 Per Cent

More than 800 crop reports from local units of the Tobacco Growers' Co-operative Association have now reached Raleigh headquarters. According to reports from the county secretaries of the tobacco co-operative in 22 out of 28 tobacco growing counties in Virginia there was a prospective shortage of at least 21 per cent in the bright tobacco production of that state up to June 1. It is estimated that since that time the continued dry weather and the loss of plants have increased the shortage of the next crop in Virginia alone at the rate of 1 per cent a day, up to June 11.

The prospects for eastern North Carolina, though far more favorable than in the Old Belt, have been impaired by the lack of rain and the unprecedented migration of negro labor. South Carolina reports the most favorable crop conditions for many years at this season, but there, as in the Eastern Belt, the loss of negro labor is seriously handicapping the tobacco farmers.—S. D. FRISSELL.

DURLACH BROS.

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Exporters of LEAF, STRIPS, SCRAPS
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Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
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Manufacturers of
The MEDITATION Cigar

PENNSYLVANIA TOBACCO
All Lancaster County Grown
The Cream of the Rich Northwest Section
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SCRAP CUTTERS
TOOLS AND SUPPLIES
THE MILLER, DUBRUL & PETERS MFG. CO.
CINCINNATI, OHIO.

Pennsylvania Tobacco Market Once More Norma

Early Spring Buying Rush Now Succeeded by a Welcom "Normalcy"— Greater Part of Lancaster Seedleaf Ab sorbed—Everything Running True to Prosperity Form.

LANCASTER, Pa., June 11.—Conditions in local tobacco circles, after one of the most hectic periods in the cigar leaf history of Lancaster county, are once more normal. The customary routine of buying was shattered, and the well-established calendar of tobacco movement went for naught in the splurge of buying that absorbed the greater part of Lancaster seedleaf this spring, and the return to "normalcy" may not be wholly unwelcomed by tobacco men. In the usual run of events the packer, after finishing the casing of his goods during April, would now be following the market with an eye "peeled" for prospective customers who ordinarily commence their operations no earlier than August. And if he had not disposed of a pound of his goods up until this time, with industrial prosperity on the rise as it is at the present, he would feel quite optimistic over the outcome and consider himself "sitting pretty." Everything is running true to regular "prosperity" form in the case of the 1922 crop, except that most of it has passed out of the hands of the packer. No establishments are any longer in possession of a considerable quantity of tobacco and it may be prophesied with every degree of certainty that by the time the demands of fall buyers are met, the warehouses of Lancaster tobacco men will be stripped clean of every case of 1922.

Lasting Good Business Indicated

While selling has ceased almost entirely, and no seedleaf has changed hands during the past week, the dropping off of sales is no indication of a slow market; packers are one in expressing amazement that the very unexpected early rush on Pennsylvania has continued for so long a period. The unprecedented demand for Lancaster leaf is taken as an omen of lasting good business for the grower and packer, and indicates that Pennsylvania tobacco is "coming into its own" as the ideal type of cigar filler.

Coming Out in Excellent Shape

Despite the fact that last year was a very poor tobacco season and presented the most unfavorable growing conditions that have prevailed for years, the 1922 crop is coming out of the sweat in excellent shape. The quality of the leaf is exceptionally good and packers are, on the whole, very well pleased. More than the usual percentage of "black rot" is showing up and in some packings has caused considerable loss. Where the seedleaf was "double bulked," the packers report one hundred per cent sound tobacco and feel themselves amply repaid for the extra time and expense entailed in the additional work on their tobacco. Those who did not bulk sweat their goods, or put it through the bulk but once, are finding, however, that a large percentage of the leaf is damaged by the rot and will be busy during the entire summer, in many cases, sorting the good from the bad. The recurrence of "black rot" in Lancaster-grown tobacco year after year is steadily gaining advocates of the bulk sweat, and it is quite likely that before many more seasons have rolled around the entire production of the county will be subjected to this treatment.

A New Ten Cent All Pennsylvania Probable

That two of the large cigar manufacturers who annually purchase quantities of tobacco in Lancaster will begin the manufacture of a ten-cent solid Pennsylvania cigar in the near future is persistently rumored here. The effect of such a move on the Lancaster marke should the new product meet with the ap proval of smokers, would be very bene ficial. A good quality of tobacco woul be demanded for the manufacture of thi type of "smoke," and the entire Pennsyl vania market would feel the stimulatio of the increased demand.

Favorable Crop Prospects

Several weeks of dry, warm weathe have hastened the transplanting of th 1923 crop along to a point where th greater portion of the plants have bee set into the fields. If the favorabl weather holds, another week will see th end of the transplanting. Usually th grower figures on having his plants in th field by the early part of July, but th excellent growing conditions which force the seedlings along after the period harsh weather early in the season hav resulted in a much quicker stand of plan than was looked for, and the 1923 cro is getting away to a good start. Plan diseases and the various blights whic often greatly lower the quality of th seedleaf are almost unknown this yea and have made their appearance only i isolated spots. Insect pests have deve oped into the most serious menace, an strenuous control measures are bein taken by growers. Altogether, the cro up to this point, is in fine shape ar should come through heavy in yield ar good in quality.

A Queen City Visitor

George M. Berger, the Cincinnati jol ber and dealer, known as one of the big gest tobacco men in the Middle Wes stopped in Lancaster several days la week, en route to his native heath fro the New York convention. Mr. Berg visited the warehouses of his Lancast county representatives, Long & Taylo at Landisville. Long & Taylor packed the neighborhood of 12,000 cases of cig leaf this year.—KEYSTONE.

York County Activities

YORK, Pa., June 11.—An expansion the business of the General Cigar Co. York county is indicated by recent event The company now has seven factories the county and has appointed Howard Cressman, foreman of the York plant the company, to be the superintendent these factories. The factory at Dalla town was purchased recently from th Wertheimer Cigar Co. of Baltimore, ar opened on June 4 with 30 employes as General Cigar Co. plant, with Willia Reiss, who was formerly connected wi the Seven Valleys factory, as forema He has been instructed to add five cig makers a day until the total reaches 16 The White Owl brand of the compa will be made exclusively at the Dalla town factory. It is said the pay is cents a hundred for rolling and 35 cen a hundred for bunching. The Dallastow factory is a two-story frame building.

Cressman came to York from Quake town to become foreman of the Gener Company's plant here three years ag His advancement is a well deserved pr motion, his service with the company ar with T. & O. Co., which was absorb by the General having covered about years. The York factory, which emplo about 350 persons, will have as forem Harry Bubb, who was previously er ployed as foreman at the Seven Valle plant. Paul Emig, foreman of th

D. DREUX, Inc.
Successors to Wm. Quanjer, Inc.
Importers of Sumatra and Java Tobacco
Telephone John 2709 136 Water Street, New York

Windsor factory, will replace Bubb at Seven Valleys. The building at Yoe used by the General as a factory has again been leased by it. The factory which had been owned by H. L. Haines was recently purchased by T. M. C. Smith, John Slenker, and Orey Sechrist who have leased it to the General.

The seven factories of the General Cigar Co. in York county are located, one each in the following towns: York, Hanover, Dallastown, Windsor, Yoe, Spring Grove and Seven Valleys. All the factories are being operated on full time.

The I. Lewis cigar factories in this city and at Yoe are working full force. The York factory is managed by A. H. Richter.

The May business of J. C. Winter & Co., Red Lion Cigar manufacturers, was the best for the year. The shipment of cigars for the month was 2,000,000. The company recently reopened the cigar factory at Bittersville, which had been closed for several months.

The large warehouse of the East Prospect Cigar Co., at East Prospect, is almost completed. It is 135 feet long, 35 ft wide and 14 feet high. The warehouse is built of concrete blocks. It contains a large sweat room; the foundation and entire floor are concrete. The gables are finished in old Dutch style.

Charles A. Rost, tobacco broker, Red Lion, has returned from a business trip through the South.

Stewart D. Shindler, manager of the C. N. Foreman Cigar Co., Red Lion, left recently for New York City, and thence on a business trip through the New England states.

John T. Fiddler, Dallastown, returned home a few days ago after a two-weeks' trip through the Eastern states for the J. W. Minnich Cigar Co., Dallastown.

Vincent Noll has accepted a position as foreman with the Tampa Cigar Co., Red Lion. He will replace Grover Smith, who resigned several weeks ago. Noll was formerly manager of the Red Lion factory of Otto Eisenlohr & Bros.

The H. F. Martin & Co., cigar factory, McKenzie street and Boundary avenue, this city, has been on a three-day-a-week schedule, for the past several weeks, owing to a lack of orders.

A. Shuhart, cigar broker and jobber, Bethlehem, was in York last week on business. He is a distributor of the York Imperial cigar.

York Factories Make Incomplete Reports

York, Pa., June 11.—Notice that the monthly reports filed by the cigar manufacturers of York county are incomplete, inasmuch that they do not contain the number of cigars manufactured each day, as required by regulation No. 8, was received by Collector G. Frank Lindemuth, of the York office, from the commissioner of internal revenue, Washington. Complaint was also made of failure to report as to each day removal of tax-paid cigars, whether of class A, B, C, D, or E. The commissioner informed Collector Lindemuth that if the reports are not made out in accordance with regulation No. 8, they will be returned to the manufacturers.

Attention was also called to the number of invoices. All invoices, it is stated, must be numbered, starting with January 1 of each year, consecutively, from one up. Failure to comply with this instruction will not only mean the return of the monthly forms, but, according to a letter from the commissioner, a penalty will be attached.

To Study European Methods

Washington, D. C., June 13.—Federal Trade Commissioner Houston Thompson and W. F. Notz, chief of the Export Trade Division of the commission, have just sailed for Europe, it has become known, to make some studies for the commission. Mr. Notz will study the operation of export trade associations in various of the European countries while Commissioner Thompson will study the working of the European cooperative associations. It is expected that they will be away for about three months.—Lamm.

Prices of Cigarettes in Germany

Washington, D. C., June 9.—One of the earliest surprises which a stranger visiting Germany for the first time, or returning after a long absence, encounters is given him in the retail tobacco store which he has entered wishing to buy cigarettes, according to a report received by the Department of Commerce on the high price of cigarettes in Germany, from American Consul Richardson at Berlin. The report continues:

The stocks displayed are varied and abundant and at first glance he sees no evidences of abnormal conditions. He makes his selection and asks the price—the stranger's way. Then the surprise comes. He has chosen a box of fifty, probably, with gold tips—the gold-tip cigarette is very popular in Germany—and is then told that the price is 5,000 marks, a normal average figure today. Of course, 5,000 marks just now represent only about 25 cents, American, but the stranger has not yet become accustomed to buying cigarettes at prices involving thousands—even thousands of marks, and he marvels. Perhaps he does not buy.

But there are present reasons why cigarettes are expensive in Germany. The situation, as explained by a recent review of the tobacco industry, is not obscure, but is clearly the consequence of general conditions governing purchase of raw materials, manufacturing difficulties and taxation. This review states, categorically, that a cigarette manufactured from pure tobacco cannot now be retailed at less than 100 marks, and adds that it is certainly not the cost of production alone that is the cause of this enormous advance and is ruining the tobacco trade, but rather the huge charges to be borne by the finished product. It must be remembered that for a cigarette, the retail price of which is 100 marks, the manufacturer does not receive 30 marks, the rest being swallowed up in excise, duty on the raw tobacco and turnover tax. This cigarette corresponds, more or less, to the 1½ pfennig pre-war cigarette, so that the retail price of the cigarette has in reality risen 6,666 fold since 1914, although, after deducting taxes, the price obtained by the manufacturer has really only risen 3,530 fold. It is the taxes that have been increased so enormously and are the cause of the high prices. The pre-war tax for such cigarettes of 2 marks per 1,000 is now 40,000 marks per 1,000, or an increase of 20,000 fold. As the manufacturer does not receive 30,000 marks for 1,000 cigarettes, and the tax paid is 40,000, it will be seen that the tax alone exceeds the manufacturer's gross receipts by more than one-third. Knowing all this, a stranger need no longer wonder that cigarettes are expensive in Germany.—Lamm.

To Sell Flor de Gumbal

Sam Schatt, who for the past 15 years has been with the Hudson County Tobacco Co. of Jersey City, has resigned that position to become representative in the State of New Jersey for the Flor de Gumbal cigar. Mr. Schatt is known throughout Jersey as one of the most energetic and capaple men covering that state. It goes without saying that the Hudson County Tobacco Co. regrets the severance of relations with Mr. Schatt, but it extends to him every good wish for success in his new undertaking. Mr. Schatt is a likeable chap, and has a legion of friends in the trade who will rally to his support. He is a prominent member of the Newark branch of the Tobacco Salesmen's Association.

Showing Sumatra Wrappers

Samuel Holzman, representing Joseph Holzman, leaf dealer, is in Pennsylvania this week, displaying samples of high-grade Sumatra wrappers recently purchased by his organization.

A Successful Tour

Ferdinand Cranz, of L. Schmid & Co., is covering the Pennsylvania territory with marked success.

MOHAWK CHIEF

The High Quality

5c.

CIGAR



In Two Sizes:
4 7/8" Perfecto
5/4" Invincible

Also packed 5 in Foil and in Lithographed Oval Tins

Some Territory still open. Jobbers and dealers desirous of handling this brand write

THE CHARLES CO.
YORK, PA.

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HIGHEST QUALITY SPECIAL PROCESS

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New Model Cigar Banding Machines for Ungummed Bands

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THE verdict of millions of judges of cigar quality is that Bayuk Products win in any case. Displayed up front in your store, they will bring you bigger business.

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Originators of the
BAYUK INIMITABLE BLEND AND
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New York, 119 Lafayette Street Phone Franklin 3166

MARSHALL FIELD

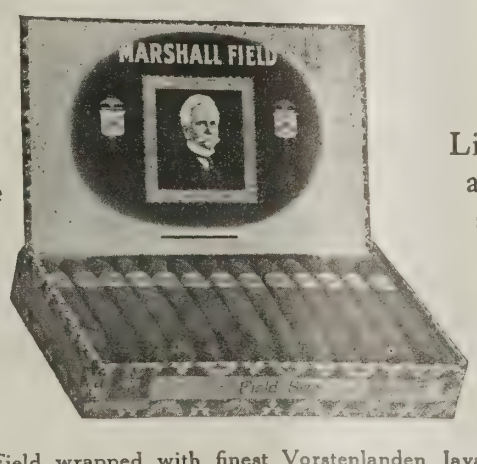
NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets *Philadelphia, Pa.*

LA PALINA

IT'S JAVA WRAPPED
CIGAR

Ask your jobber for the new and beautiful La Palina window display material. Nothing like it has ever been offered to cigar dealers.

More than one hundred and fifty million sold yearly

CONGRESS CIGAR COMPANY
Philadelphia

Philadelphia Business Going in Usual Fashio

Week Brought No Changes from Recently Past Performance —Some Progress Made Toward Normalcy in Big Ciga Factories—Leaf Trade Confident of the Future.

PHILADELPHIA, June 12.—The week brought no variation from recently past performances. But some progress has been made towards normalcy in the factories of the big producers having national distribution. Small factories, with restricted outlets, have been experiencing a quiet, not to say depressing period. All the big producers report that the increment of the seashore and mountain vacation period is reflected in the very decided increase of orders for goods in vacation trip packings, and furthermore, that the improvement in the size of orders for current requirements from dealers located in far away points, indicate that the market now has absorbed the large volume of stock, whose delivery early in the year, was delayed by congested transportation facilities. This condition holds true particularly with reference to the big comsuming district along the northern border of the States. Western demand has been continuously good and the Southern is improving.

Retail Situation

Locally, the gain of the week, slight at best, still was most noticeable in the sale of box goods. Counter sales improved too, but relatively not as much. The inordinately hot weather of the week, which had a tendency to close pocket books, was held accountable for the temporarily retarded upward movement of the retail trade. The jobbers generally reported a rather quiet city business but a much more active market throughout the State and particularly in the hard coal region.

While the leaf trade reports continuance of the quiet buying experienced all through May, it is just as confident as ever that ahead there lies good business, and so while there is disappointment, there is nothing even approaching despair in its ranks.

The Halpern Sale

The sale at auction of the effects of the Halpern Cigar Manufacturing Co., which took place during the week, brought to the premises a large number of buyers and spirited bidding. It was most intense for the two labels, Lexie and Edmund Halley. Both were bid in by the Post Cigar Co. at about $800 for the first named, and $575 for the latter. The 50-50 label was bought in by Joseph Halpern, brother of the former proprietor Louis Halpern, who then presented him with it. The brother also bought in a considerable amount of the equipment. It is understood that Louis Halpern will manufacture the 50-50 brand upstate, and that he will enter the stripping busin for the trade here in Philadelphia.

Getting Under Way

With the granting of the charter duri the week to the newly organized As ciated Cigar Manufacturers, whose Phi delphia office and factory is at 1037 R street, and whose Reading plant is Cedar and Green streets, that city, th was launched by the three proprietc Thomas H. Coll, Greg F. M. Smith George I. Watson, a very active sa campaign on the firm's two leaders Rey Oma, brought to it by Mr. Wat as half owner of the old firm of C. Mayer & Co., and the Dependo, wh had been produced by the Smith Ci Manufacturing Co. of Reading, of wh Greg F. M. Smith was president. third member of the firm, Thomas Coll, was on of the originators of H. C. Nolan Co., 23 years ago, and has retained his connections with it. offices are located in the Denckla build Mr. Watson has been in the business 20 years, starting out with the century old firm of that time, Ma Weiner & Co., which made the w known Statesman brand. Coll and V son will travel, while Mr. Smith wil in charge of the factories. The con has engaged 300 hands in the Rea factory, producing 30,000 Dependos day. While the Rey Oma is being duced in the Philadelphia factory. Sev factories will be added to the st throughout Pennsylvania, with Hanc Pa., as the next location.

In New Location

During the week, the old establi firm of Gumpert Bros. removed to Market street. President A. A. Gun has returned from an extended and successful trip to the West, particu in the interests of its new Triangu shape. The firm will occupy the se floor of the new quarters where the offices and store room will be mainta The manufacturing end of the bus will remain in the Tampa factory w recently took over the contract for manufacture of Philadelphia Club an Morena, the firm's old established b The old location at 227 Church stree been used as a factory and sales since the early days of the firm's bus career and it was here in 1856 that the La Morena cigar was made by the gr father of the present proprietor w name the firm still bears. Efforts o company are now concentrated on newly introduced brand of Philade

AMERICA'S FINEST LABELS

GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request.

H. J. FLEISCHHAUER
68 No. Fourth St., Phila., Pa.

Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N. Y

Lord Gloster

Made in Three Sizes

CLUB PERFECTOS	10c
CABINETS	2 for 25c
CLUB	15c



Open Territory for Jobbers

JOHN H. WITTER
Established 1887
NEWMANSTOWN, PA.



To note the repeat orders you will receive when using a good wooden package for your good cigars.
Our motto: "Satisfactory Service." Try us.

MONROE JARRETT SONS
MANUFACTURERS OF
CIGAR BOXES
S.W. COR. RANDOLPH & JEFFERSON STREETS
PHILADELPHIA, PA.

The Popular Seller from Coast to Coast



Best Value for the Money

Victor Size - - 10c
Packed 1-20 wood and 1-20 tins

American Size - - 2 for 25c
Packed 1-20 wood. Foiled and plain

Size		
Corona	Packed 1-20 tins	15c
Senator	—Packed 1-20 wood	
Delmonico	—Packed 1-20 wood	

BOBROW BROTHERS, Inc.
Manufacturers
Philadelphia Penna.
Makers of Famous "Bold" Cigar.

STICK TO Cinco - IT'S SAFE

2 for 15c
everywhere



OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

Cb which is made in 16 sizes and which s ing pushed in this territory, while La M ena is being featured in the West v re it enjoys large sales. Under the e ganization, there was elected to the fiers in the firm: president, A. A. Jupert, vice-president and treasurer, a Schmidt, and secretary, William H. Hartley. The latter was a member of hu firm Hartley & Winslow, long en- ad in business at 2333 N. 8th street.

Closed Out the Business

avid A. Longacre, secretary of Phila- e hia Association of Credit Men, as re- eiver in the voluntary bankruptcy peti- ic filed by Howard W. Little, who suc- eded to the proprietorship of the former Pe. Brothers store at Juniper and Wal- u streets, during the week, sold the ef- ec and closed the establishment. The ot assets were about $2,000 and the a ilities about $6,000.

illiam Breyer has taken title to the et l establishment formerly conducted y A. Weinstein at 12th and Filbert r ts.

At Bayuk Headquarters

Irvis Crane and his brother, members f ie Crane Candy Co., Fort Smith, Ar- a as, and distributors of the Bayuk r hers brands, paid the Philadelphia e quarters of that firm a visit during e week, enroute home from a convention a attended in Atlantic City. The a k firm reports especially good results o the work done in the Baltimore r ory by D. Victor Marks. Joe a sle, long on the sick list but recently c ered, and doing special work in New o state, visited the factory during the e .

Needles Pointing Both Ways

Ilig & Langasdorf entertained during e week B. L. Howes, of the Howes- n maker Co., Detroit, one of the firm's r Western distributors. He stopped r on a motor vacation trip South. The w Needles shape is reported to be dup- c ng in the East the success it met o its very introduction in the West. r ails at two for 25 cents and is packed in 1/20's. Under the supervision of Manager Simon Dietz, a newspaper campaign is broadcasting the merits of the news shape in the Eastern States, and especially in the local territory where it is productive of increased sales.

General Manager Frank Will of the G. H. P. Cigar Co., 3rd and Brown streets, manufacturers of the nationally known El Producto, is on a week's vacation trip through the South.

Howard F. Pent of the Marshall Field Cigar Co., recently made a trip to the New York leaf market where he purchased 212 bales of the finest grade of Java wrappers of the Vorstenlanden crop.

Chinese Tobacco Industry

WASHINGTON, D. C., June 13.—Tobacco is produced in marketable quantities in nearly every province in China and figures in the exports of 40 out of 48 customs stations, according to a report in the hands of the Department of Agriculture. Estimates of the annual production, the report says, vary from 200,000,000 pounds to 900,000,000 pounds. The Chinese Ministry of Agriculture and Commerce estimates the total production in 1915 as 300,000,000 pounds and in 1916 as 900,000,000 pounds.

The importation of leaf tobacco is approximately balanced by exports, the report says, but there is a net annual importation of 8,000,000,000 cigarettes and 30,000,000 to 50,000,000 cigars.—LAMM.

National Crop Prospects

WASHINGTON, D. C., June 13.—The Bureau of Agricultural Economics of the Department of Agriculture, in its weekly comment on crops, has the following to say in connection with tobacco:

"Transplanting of tobacco is in full progress. Plants are late but are apparently plentiful in most areas. Rains have caused some delay and operations are somewhat backward. An increase of acreage over last year seems certain."—LAMM.

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

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Asa Lemlein, New York, treasurer.
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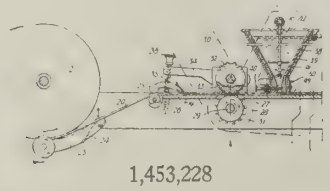
Patents

(*Continued from page* 12)

secured to said match box by said clasp means; another breaking device having lug clamp means for securing the same to the match box and a corrugation in its surface, secured to said match box by said lug clamp means inserted in holes provided in the said match box; another breaking device having off-set clasp and clamp lug means for securing the same to the match box, square holes formed in the clasp member of the breaking device, oppositely arranged with other diamond hole means provided in the body of the breaking device and other diamond hole means provided in the end and side of said box, the breaking device formed conformably to a corner of said box, its body forming a triangular tube, erected upright in the corner of said box, clamp lug means provided on one side of the breaking device, said clamp lug means inserted in holes provided in the said match box, the off-set clasp means hooked over the end of said box; another breaking device composed of a loop having a pair of arm brace members extending at right angles from the loop, an eye member at the end of each arm the arm members and eyes suitable to unite with other suitable means in securing the loop to an end of the match box; angulate notch means in the edge of said match box, conformable to other like angulate notch means providing in a breaking device attached thereto; hole means provided in the sides and ends of the match box conformable to other like hole means provided in breaking devices attached to said box in such manner as to form a breaking device of such holes; other angulate hole means provided in the bottom of the match box arranged in its corners in apposition with the openings of breaking devices, all for the purposes specified.

* * *

No. 1,453,228. PROCESS AND APPARATUS FOR MANUFACTURING MATCHES. John Glen Newman, North Sydney, New South Wales, Australia, assignor to James Hardie and Company Limited, Sydney, New South Wales, Australia. Filed Nov. 2, 1921. Serial No. 512,361. 11 Claims.

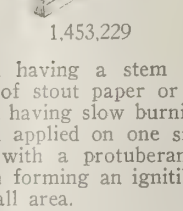


1,453,228

Apparatus for manufacturing flexible strip matches, comprising rolls with complementary sprocket teeth and indented teeth, said rolls positioned respectively below and above a table, and means for resiliently bearing said rollers against a continuous stock strip and for rotating them to feed the same and to form embossments therein, a heat jacketed hopper located above said table and adapted to contain match heading composition, a variable vent in the foot of said hopper and stirring means within it, fence and strickle guides below said hopper foot adapted to control the application of a streak of heading composition flowed on the strip from the hopper vent, an oven with heating means adapted for drying the streaked strip, rolls working in contact with said streaked strip after it leaves the oven, means for serving said rolls continuously with hot waxy material, means for drawing said strip from said last-mentioned rolls, and means for slitting it transversely to form individual headed match strips.

* * *

No. 1,453,229. MATCH. John Glen Newman, North Sydney, New South Australia, assignor to James Hardie and Company Limited, Sydney, New South Wales, Australia. Filed Nov. 2, 1921. Serial No. 512,362. 11 Claims.

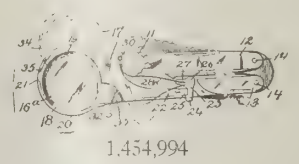


1,453,229

A match having a stem constructed of a strip of stout paper or thin wood veneer, and having slow burning igniting composition applied on one side only of said strip with a protuberance in said composition forming an ignitible striking face of small area.

* * *

No. 1,454,994. CIGAR CUTTER, Lewis De Matteo, Newark, N. J., assignor to Durand & Company, Newark, N. J. Filed Apr. 4, 1921. Serial No. 458,206. Two Claims.

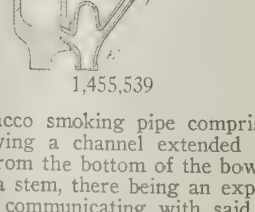


1,454,994

A device of the kind described comprising check pieces forming a body portion and spaced apart and having substantially circular ends and having aligned openings, a cutter pivoted at its rear edge between the cheek pieces and having a thin central portion to form a blade to shear across one of said openings, a shield along the bottom and part way up the end of the cheek pieces, the cutter having a shoulder to engage one end of the shield when the cutter is shut, the cutter also having a recessed part opposite the other end of the shield, and a spring-pressed latch to engage the cutter.

* * *

No. 1,455,539. TOBACCO-SMOKING PIPE. William P. McCoy, Yonkers, N. Y. Filed Feb. 5, 1920. Serial No. 356,367. Two claims.

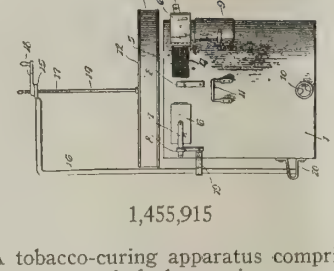


1,455,539

A tobacco smoking pipe comprising a bowl having a channel extended downwardly from the bottom of the bowl cavity, and a stem, there being an expansion chamber communicating with said channel exteriorly and adjacent the bowl, the passage through the stem curved upwardly from said expansion chamber, a bit chamber intermediate the mouthpiece and said expansion chamber, a trap in the bottom of the expansion chamber, and a trap at the bottom of said bit chamber.

* * *

No. 1,455,915. TOBACCO SMOKING AND CURING APPARATUS. John H. L. Johnson, Springfield, Tenn. Filed Apr. 7, 1922. Serial No. 550,405. 2 Claims.

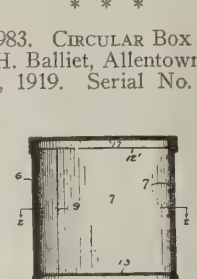


1,455,915

A tobacco-curing apparatus comprising an open-topped fuel container, screened outlets in the side of said container near the upper end thereof, a perforated plate removably supported in the upper end of the container above said outlets, a cover adapted to extend over the container, and means for shifting the cover into or out of operative relation to the container.

* * *

No. 1,455,983. CIRCULAR BOX FOR CIGARS. Aaron H. Balliet, Allentown, Pa. Filed Dec. 26, 1919. Serial No. 347,283. 4 Claims.



1,455,983

A cylindrical box comprising two walls of separate thin sheets having opposite edges of each sheet extending parallel to the axis, abutting, spaced circumferentially from the abutting edges of the other sheet and, throughout the greater part of their lengths having the edges free from fastening devices intended to hold the edges to each other or to the other sheet, in combination with uniting means holding the sheets at the top and bottom of the box.

Nitrogen Necessary

(*Continued from page* 31)

In localities where drouth was severe nitrate of soda showed a much greater superiority over sulphate of ammonia, and other nitrogen carriers in increasing yields, than in those localities which had no drouth.

From these results it is recommended that most of the nitrogen for flue-cured tobacco should come from nitrate of soda and sulphate of ammonia, and only sufficient from organic sources to make a fertilizer which will not cake, and which will drill easily through any machine. This will not require over two or three hundred pounds per ton of dried blood, cotton or linseed meal.—H. A. FREEMAN, M. Sc., Tobacco Specialist.

Dark Growers to Get Second Payment

(*Continued from page* 33)

it. Among the bankers present were, Richard Bean chairman of the Louisville bankers committee, Louisville; James C. Utterback, president of the City National Bank, Paducah, the financial trustee for the association; N. H. Dosker, vice-president of the National Bank of Kentucky, Louisville; B. H. Lang, of the First National Bank, St. Louis; C. W. Bailey, of the First National Bank, Clarksville, Tenn.; W. F. Bradshaw, of the Mechanics Trust & Savings Bank, Paducah; H. A. Alexander, of the American National Bank, Nashville; J. H. Payne, of the Bank of Arlington. Arlington, Ky.; J. E. McPherson, of the Bank of Hopkinsville, Hopkinsville.

The matter of whether or not the association should borrow from the War Finance corporation, which has offered a credit of $7,500,000 developed a difference of opinion among the bankers themselves. Mr. Bean advised borrowing a part of the money for the second payment from the War Finance corporation, for the sake of precedent if nothing else. Mr. Utterback thought the loan should be made from the banks of Louisville, Nashville and St. Louis. Mr. Dosker told the directors his bank does not favor the association borrowing from the War Finance corportaion.

R. E. Cooper, director of warehouses estimated that between five and eight million pounds of the 1922 crop remain to be delivered to the pool floors. Mr Cooper's report also should that 163,454,455 pounds of tobacco had been received by the pool from January 15 to June 1. Of this amount 99,444,45 pounds was in the Dark Fired district The amount delivered to purchasers totaled 112,138,165. The unsold tobacco on hand May 28 was 50,344,120 pounds

Driving for More Members

On motion of Clifton Rodes, chief of the field service division, it was decided to open a membership campaign in the Stemming district immediately after the second payment is made to the growers there. It is to close August 25. It was made very positive that that will be the closing date and no extension of time is to be made.

Mr. Rodes reported to the directors meeting a total of 491 new contracts totaling 1,202 acres, as having been received at the headquarters as the result of the membership drive now under way in the One Sucker district. One of the most pleasing features of that campaign which will close finally on July 31, is the support being accorded by the business and professional men and the bankers. In several towns business houses have been closed for a day while the employes went out and helped in the canvass for members.

Mr. Rodes also made a report on the growth of the movement to organize the members throughout the district in neighborhood "Locals," not alone to give direct and quick contact with the headquarters and for the dissemination of information regarding the association, but also to afford the farmers recognized forums for the consideration of any of their neighborhood or farm problems. These locals are being organized rapidly now and a keen interest is being evidenced all over the district and they are being largely attended. Written records are kept of each meeting and a copy of this is sent to headquarters. These reports are furnishing valuable information to the association officials especially in the way of crop reports. These indicate the setting of tobacco has been interfered with by the freaki weather of this spring, and two counties at least, Trigg and Hopkins, have announced that there would be a substantial reduction in the crops. Trigg counties puts it at 25 to 30 per cent less than last year.

The directors adopted a resolution forbidding the association to employ as landlord or tenant who is not a member of the organization. This will apply to all persons who are to become members if they desired. It was stated in the resolution that all association employes must be absolutely free from any outside business involving the manipulation of tobacco.

Former United States Senator Leroy Percy, of Mississippi, addressed the directors on "Co-operative Marketing." Senator Percy said: "The farmer class of the population of the United States is the one out of which better citizenship can be more readily fashioned, and can be made what the demagogue has always told him he was—the bulwalk of safety of the American government—given equality of opportunity. Co-operative marketing is here to stay, just like prohibition and woman's suffrage."

Paducah extended splendid hospitality to the visitors, breakfast being served them in the morning and an elaborate luncheon at the Country Club.

The July meeting of the directors will be held at Clarksville, Tenn.—M. BACON.

CLASSIFIED ADVERTISING

I WANT TO BUY MORE CIGARS. FROM DOWN, FROM MANILA MANUFACTURE ALSO FROM FLORIDA. ANTHONY CARU 4831 DIX AVENUE, DETROIT, MICHIGAN.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXVI. No. 8 NEW YORK, JUNE 21, 1923 Per Annum, $3.00 Per Copy, 10 Cents

Chicago Ready to Celebrate National Pipe Week

Dealers Have Many Fine Window Displays to Observe the Event in Appropriate Style—Practically All Leading Makes of Pipes Being Featured—Some Notable Displays.

CHICAGO, June 16. — National Pipe Week will be celebrated by the Chicago dealers in fitting style. Many fine window displays are now being shown, featuring the well-known lines of pipes, and more are being installed. Chicago has long been a good market for pipes and the sale runs to the better grades. Here are located some of the largest pipe factories in the United States. Among the largest are the Reiss-Premier Pipe Co., I. Linkman & Co. and the Perry Pipe Co., whose products are distributed all over the United States and whose brands are widely known. Among the leading jobbers of pipes, whose headquarters are located here are Iwan Riess & Co., Louis Newman Cigar Co., The Western Pipe Co. and the Chicago Briar Pipe Co. They cover a large portion of the middle and north west.

Churchill's feature the imported Dunhill pipes to their customers.

Carry Only One Brand

Tebbetts & Garland, 16, 18 and 20 North Michigan avenue, feature exclusively "Karzan," a London made Italian pruyere, for which they are the United States agents, and to boost National Pipe Week, Manager Joseph Skala has a full window of Karzan pipes displayed.

Has Large Displays

Albert Breitung, in his 12 stores, has perhaps the largest retail pipe department in Chicago. Among the noted pipes that are now on display are Comoy, Dunhill, Sasieni, all London makes; Perry, Frank DeMuth, M. Linkman and Reiss—Premier Pipe Co.'s pipes.

Albert Breitung has been noted for many years as a handler of only the finest of pipes and in each one of his many stores entire cases are shown. For National Pipe Week his many show windows carry extra displays.

Shows Full Line

Schermerhorn, Inc., a large Loop main store company, features all the popular makes and at all times these stores display pipes in their windows. One of the big features is the imported Calabash line of pipes, which they carry in many fancy sizes.

Where Best Makes Are in Demand

At L. & I. Rubovits, 11 Board of Trade Court, pipes of the better sort are demanded by the stock exchange brokers, and the leading brands featured here are Dunhill, Frank Reiss, Premier and M. Linkman. Joseph Loeser, well up in the art of pipes, takes care of this department for the firm and he is noted as an authority on pipes.

Show Large Line

Iwan Ries & Co. feature in both their retail store and jobbing department a large line of pipes. Their leaders are Milano, from Wm. Demuth & Co.; Kaywoodie, from Kaufman Bros. & Bondy; Gold Dot, from Sam Frank; Sterus line, and the imported Comoy, Peterson and Dunhill. Iwan Ries & Co. carry the largest pipe stock of any jobber here and a large sales force covers the city. Wm. Tobias is manager of the pipe department.

The White Spot

Lilienfield Bros. show a fine display of the imported Dunhill. A large sign in their show window tells the public that they are the "Home of the Dunhill Pipe."

All Set for Event

Wengler & Mandell, in the Hartford Building, are all dressed up for National Pipe Week and Manager Charlie Daly shows Kaufman Bros., Bondy, Wm. Demuth & Co., and Reiss-Premier pipes in a great variety of shapes and sizes.

Every Week and Every Day

Egar & Co., 53 East Adams street, are large handlers of pipes and many extra sales are made by this firm on account of the fine displays they make each week in their windows.

The wholesale cigar and tobacco houses and the wholesale grocers carry large stocks of pipes, as do the mail order houses of Sears, Roebuck & Co. and Montgomery Ward & Co., whose business runs into thousands of dollars yearly.

The Special Pipe Number of Tobacco

The special pipe number of TOBACCO and the National Pipe Week have brought a new idea to the retailers—one that most of them have overlooked and that is, by featuring pipes as they do cigars and cigarettes, they will increase their daily receipts with no additional overhead. H. L. H.

Jesse A. Bloch Reelected President of T. M. A.

At a meeting of the board of directors of the Tobacco Merchants' Association of the United States, held at the offices of the association last week, Jesse A. Bloch, of the Bloch Bros. Tobacco Co., Wheeling, W. Va., was unanimously re-elected president of the association. Mr. Bloch has proven a most able presiding officer. The success of his administration was proven beyond question at the recent convention of the association, when the more

(*Continued on page 9.*)



Jesse A. Bloch Reelected President of the T. M. A.

American Buying of Sumatra Slackens

Bayuk Bros., of Philadelphia, bought 517 bales of tobacco at the Sumatra inscription held in Rotterdam last week out of 700 bales purchased for American account.

The American Malaya Trading Co. secured 135 bales of D C M/Deli and D C M/Deli/M.

H. Duys & Co. purchased 48 bales of Pvd K/Deli.

Prices again ran extremely high.

Bakelite Sues on Patents

On May 25, 1923, the Bakelite Corporation brought suit in the United States District Court for the Southern District of New York against D. A. Schulte, Inc., for infringement of the Bakelite Corporation's patents Nos. 942,700 and 942,809. The bill of complaint alleges that D. A. Schulte, Inc., is the proprietor of a large number of cigar stores in New York City and elsewhere and has infringed these patents by selling cigar holders, cigarette holders and other articles made of the resinous phenolic condensation product described and claimed in the patents. Licensees of the Bakelite Corporation manufacture and sell such resinous phenolic condensation product under the trade names of *bakelite* and *redmanol*.

The bill of complaint asks for an injunction restraining the D. A. Schulte, Inc., from sales of such resinous phenolic condensation product and for an accounting for the profits D. A. Schulte, Inc., has realized from past sales and for damages it has caused to the Bakelite corporation, and that the damages be tripled.

The attorneys for the Bakelite Corporation have been instructed to bring the case to trial as promptly as possible.

In Bankruptcy

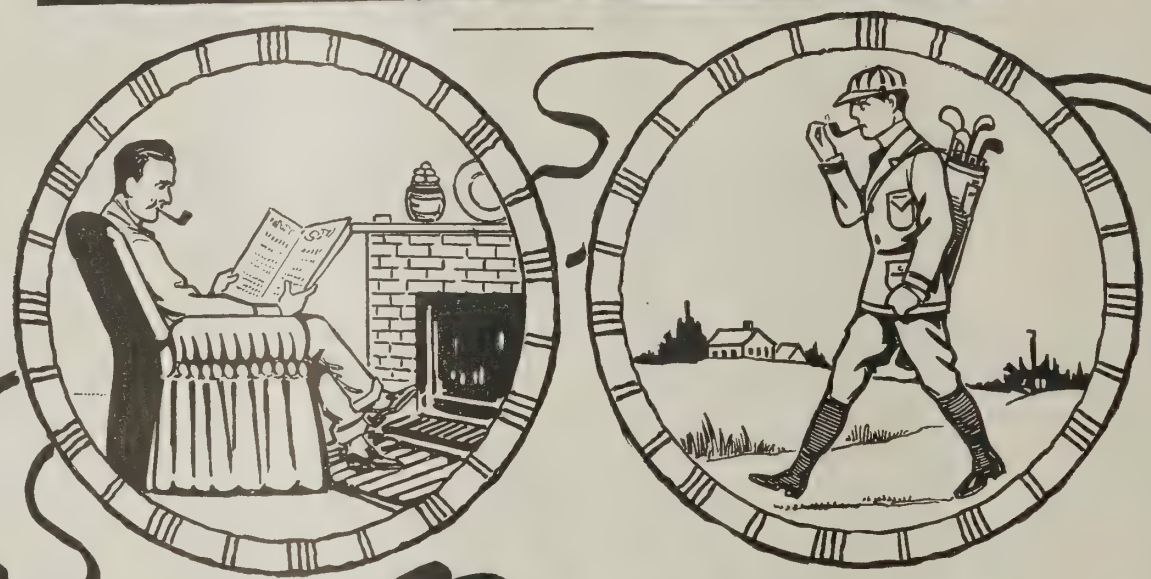
S. Loewenthal & Sons, jobbers of leaf tobacco, 189 Front street, have been petitioned into involuntary bankruptcy by Edward Berger for $1,148. Benjamin P. DeWitt was appointed receiver under $5,000 bond by Judge Knox. Liabilities about $65,000; assets about $25,000. A petition by three others was also filed against the firm, which is composed of Harry S. and Bert Loewenthal.

A Big Consignment

More than 2,000 bales of Sumatra tobacco arrived this week on the steamer *Volendam*, consigned to H. Duys & Co., including many fancy marks, which are in heavy demand by cigar manufacturers.

NATIONAL PIPE WEEK

JUNE 23 TO 30



Buy a Pipe

JOIN THE EVER-GROWING RANKS OF

PIPE SMOKERS!

Wisconsin Growers Having Favorable Weather

Weather Conditions During Past Week Were Favorable for Transplanting—Plants in the Field Taking Root Rapidly —The Association Holds Annual Election.

EDGERTON, Wis., June 18.—Growing conditions have continued very favorable in most of the tobacco areas of the state. There are a few dry spots, where rain is sorely needed. The cool nights have been generally prevalent, but plant growth is very rapid.

About all the crop will be planted as fast as it can be done, and the bulk of the state's crop will be in the ground by the first of July.

Bekkedal, Jefferson and Lorillard have canned up the remnants of the 1922 crop. The pool's warehouses are gradually getting more adequate crews of assorters, but are anxious for more.

Dispute Regarding Reports

The management emphatically denies any general regrading has been done this year, but admit that general corrections were made, of course; that was to be expected, but nothing took place on the grandiose scale commonly reported. However, employees of the pool will confidentially whisper confirmations of stories of very general regrading. Also, men in the country sections, one hears of many stories about regrading crops, to be classed as exceptional and necessary corrections. Perhaps the regrading has been very exaggerated by stories—that is very possible; and it is also possible that it has been underestimated.

Bekkedal Arousing Great Interest

Bekkedal is reported to be offering the growers not in the pool 25 cents for the '23 they will grow. The fifty or fifty-five per cent of the growers not in the pool in the north is being added to by Bekkedal, also. It is reported reliably that he has been going in the marginal areas, and inducing growers who have suitable fields to raise tobacco. He will loan them money; have experts out under his employ to educate the inexperienced grower; build for them their tobacco sheds—often, it is reported as a bonus to a five-year selling clause to himself. Also that he has been very successful in this rather unique plan to get new growers to raise tobacco, and to increase the non-pooled supply of leaf.

Must "Take Sides"

Certainly, the battle next year in the north between the new and the old systems of marketing, promises at this writing to be as vitriolic as last year's spectacular campaign. In the north, all one ever hears is fishing, La Follette and the tobacco pool. Even storekeepers can not straddle the question with much success, and are constantly under pressure to assume a stand on the question. Nor will their oldest and best satisfied customer continue his trade should their pool sympathies not coincide.—BADGER.

.M.A. Cigar Committee at Work

Unmistakably imbued with an intense ambition to carry out the mandate of the gar Group Meeting held at the recent M. A. Convention, the Cigar Committee appointed at the convention, of hich Henry G. Wemmer is chairman, ld its first meeting at the T. M. A. adquarters, Wednesday, June 13.

Besides Chairman Wemmer, who preded, the meeting was attended by:

George W. Van Slyke, President, G. . Van Slyke & Horton, Albany, N. Y.

Jacob Mazer, Secretary, Mazer Cigar fg. Co., Detroit, Mich.

D. Emil Klein, President, D. Emil lein Co., New York, N. Y.

R. E. Christie, Vice-President, Amerian Cigar Co., New York, N. Y.

William Best, Vice-President, General igar Co., New York, N. Y.

Julius Klorfein, of Julius Klorfein, ew York, N. Y.

Julian S. Bach, of Elias Bach & Son, ew York, N. Y.

Nathan I. Bijur, of E. Rosenwald & ro., New York, N. Y.

Geo. T. Glover, of The Deisel-Wemer Co., Lima, Ohio.

Interesting communications from Julius ichtenstein, Malvin Haas, Ben R. ichty and John H. Fendrich and others, ffering wholehearted co-operation, and ontaining constructive suggestions were ead by Mr. Dushkind, who briefly reted the events that led to the appointent of this committee, laying emphasis pon the fact that the main object was o devise ways and means to increase onsumption of cigars.

A most interesting discussion of every ngle of the cigar situation followed and ontinued for over two hours, with the esult that a sub-committee consisting of William Best, R. E. Christies, Julius ichtenstein, Ben R. Lichty and Samuel ayuk was appointed to give further nought and study to the entire situation, nd to report back to the committee such onclusions as they may reach.

In the meantime, and as a first conructive step, Mr. Best proposed that he individual advertising program now n progress, which is estimated to amount o over a million dollars, be utilized for he general promotion of the cigar busness by including in every advertisement a universal slogan to be adopted s soon as practicable, accompanied by a uniform statement, boosting cigar consumption. Mr. Best forcibly pointed out that this would at once serve the purpose of co-operative advertising, with approximately a million dollars' worth of space to start with, at no cost except to the individual advertisers.

Mr. Best also suggested that the slogan should be used on all posters, show cards, window displays, and all other advertising material.

These suggestions were unanimously adopted, with the understanding that the Slogan Committee be called upon to proceed with all possible speed to give further consideration to the adoption of a suitable slogan. A meeting of the Slogan Committee will accordingly be called within the next few days, when it is hoped that an appropriate slogan will be adopted.

Gans Cigar Co., Ready for Business

Ralph M. Gans has secured the rights, titles, brands and good-will of the old firm of Gans Bros., manufacturers of high-grade cigars, of 437 E. 77th street, New York, and has organized a new corporation under the name of the Gans Cigar Co., Inc.

A new list of stock sizes and prices is in preparation and will be ready in the near future. The corporation will shortly launch a new brand, the Superval, which is to be a fine quality, Sumatra wrapped Havana filler cigar.

The sales organization is rapidly being formed, and, in the meantime, the corporation is enabled to fill orders that the trade may send, as the factory is open and operating in full blast.

Pacific Coast Demand

J. J. Warner, of Grosvenor Nicholas & Co., is in Seattle this week. Mr. Warner reports a greatly increased demand for Cortez and Have-a-Tampa cigars from the Pacific Coast.

On Short Business Trip

Herman Diehl, tobacco commission merchant and exporter of Havana, Cuba, is spending a few days in New York, calling on some of the leading leaf houses. He is to return to Havana, Saturday.

Detroit Hand Made

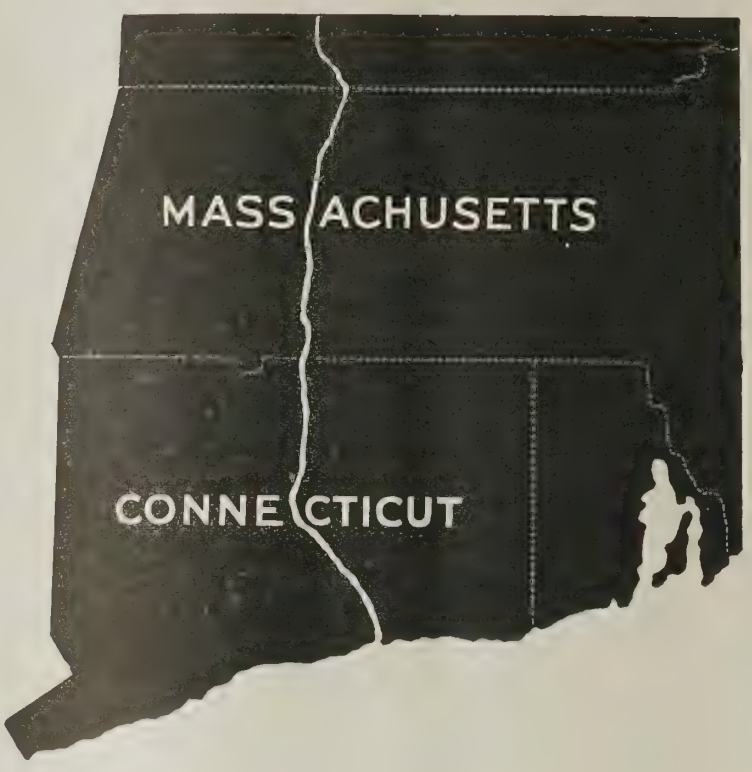


SUMATRA WRAPPED—
Packed in Wood
2 for 15c (Worth More)
MAZER CIGAR MFG. CO., Detroit, Mich.

Patterson Bros. Tobacco Corporation
Richmond, Va.



MATOAKA
CIGARETTES
Retail 20c. for 20
A Superior Cigarette



June 4 and 5, New York proved that it was the Convention City

The Connecticut Valley Tobacco Association has proved that Hartford is the Tobacco Market!—having already sold and billed over

$5,000,000

of the New England 1922 Crop!

The Connecticut Valley Tobacco Association, Inc.

Headquarters:

225 State Street Hartford, Conn.

esident Bloch Writes to Mr. de Pilis

lder recent date, Jesse A. Bloch, ident of the Tobacco Merchants' Asction, wrote F. A. de Pilis, vicedent of Patterson Bros. Tobacco ., 565 Fifth avenue, as follows:

'Ir. Dushkind has submitted to me several letters in which you saw fit ggest to reorganize the T. M. A., as ated by you.

'elying thereto, I have to advise you we can find no necessity for, nor do contemplate, reorganizing this assoon.

'hanking you, nevertheless, for your est in the matter."

rs Growers Should Not Go Into Pool

ENEVILLE, Tenn., June 16.—Commenton the co-operative marketing of to-, the *Democrat-Sun* of this city says:

'he *Democrat-Sun* has thousands of friends in Greene County; friends have helped build our business and it possible for a daily paper to be shed in this city today. We are inted in the welfare of these friends. want to see them enjoy the increased perity from year to year that a sucful tobacco market here will mean, we cannot think that this will be the if the county goes into the pool.

'he principle of co-operative marketis fundamentally sound, and if it can roperly worked out, will probably a great thing for the farmer, but lay for Greene County to go into erative marketing of tobacco is not We are just now endeavoring to the production of tobacco up to the it should reach in the East Tense tobacco belt. After years of effort been expended, it is still far below mark it will reach if left unhamrl for several years. This is not true entucky. There production has alreached its limit. While our toproduction is in its infancy, theirs ll grown. If we were to sign the all signers would be called upon to il their small crop in 1924 in the proportion as the Kentucky signers d curtail their large crop. Would e fair?

'he pool is as yet in the experimental . Whether it is to be a success or e has not been determined. When definitely and finally proven beyond ubt to be a solution of the problem arketing that meets the best needs rings the best returns to the farmer, be plenty of time for the Tennessee er to go in.

'n Kentucky the pooling of the crop resulted in night riding, burning of co barns, scraping of tobacco beds. ne County has always been, in the a law-abiding section, and we do want to introduce an element among people that will promulgate lawlessss When the pool has worked out to lace where it is permanent, and en- fair in every respect to the planter, conditions will not exist. We ld not join until that is the case.

'reene County has been getting for ast few years the top price paid out burley tobacco. For the 1921-1922 the Greene County farmers received 31 cents, while those in the pool re- d less than 20 cents. Our market year averaged over 30 cents, and our e have their money, and have met lations with it and invested it. Those e pool don't know yet what they will ve. Our people cannot afford to this way for their tobacco money. want it and need it and have a right when their crop is sold.

'hese are only a few of the arguments can be advanced against the advisa- of our people going into this organon. As we see it, there is only one argument for Greene County going the pool at this time, and that is the istic motive. By going in we should, aps, be helping Kentucky win her from which we cannot fail to reap enefit if we remain outside. Unselfss is a fine quality and is ordinarily e encouraged, but we don't believe county should be called on to make sacrifice now.

'ur market is a trembling, little infant, desperately trying to take its first steps alone. The pool people tell us it is not a drop in the bucket; that the small amount of tobacco we raise means absolutely nothing, in the general scheme of things. This may be true, but it means a great deal to the men, women and children of Greene County, and we want to keep it free from entanglements that would be placed on it by a five-year contract which would jeopardize the freedom of our people.

"If the pool is a good thing, we can go into it later when we are more grown up and better able to hold our own. There is plenty of time for that. In the meantime, let's keep out. We have everything to lose and nothing to gain by going in."

Dark Wrapper Question

Propagandizing on behalf of the dark wrapper, because it is as mild or more so than the lighter colored leaf, bids fair to assume national proportions and to do immeasurable good early in the spring; but the evangelical effort, aiming at more conversions to dark-wrapper preference, seems to have tapered off in favor of the trade's latest, an already quite successful innovation, "National Pipe Week"—may it deservedly succeed!

But one instrumentality for good in the trade has not forgotten the problem of popularizing the dark wrapper in the minds and palettes of the smoker—that's the Government of Porto Rico Tobacco Agency, with new and larger headquarters at 136 Water street, New York City, which is so successfully presided over by William L. Dannahower, the officially-appointed agent, who is commissioned as such by the Porto Rican Legislature and Treasury Department direct.

The latest advertising copy, as evolved by the Millsco Agency, of New York, which supervises all publicity for Agent Dannahower and the Porto Rican Government, plays up from the very head or top lines the all-important fact that a blind-folded smoker could not tell the difference between a light and a dark wrapped cigar.

It should be remembered that much of the advertising of the Porto Rican Tobacco Agency is "consumer copy," which is aimed at the smoker direct. Therefore, any and everything that the Porto Rican Government does through its Tobacco Agency on behalf of the cigars with dark wrappers is fraught with much significance and should be productive of substantial benefit.

Report has it that Agent Dannahower will shortly be flanked by a more formidable staff of assistant agents, and that the advertising campaign to the trade and to the consumer on behalf of Porto Rican tobacco and cigars will be notably augmented now that Porto Rican leaf has come into its own, as a product of highest quality, since the banner crop of last season, and now that the ruling price quotations have mounted up to normal with every prospect of rising even higher.

Agent Dannahower is doing missionary work on behalf of Porto Rican cigars and tobacco day and night, and he is already beginning to see the good effect of his well-directed efforts in that behalf and in the interest of the identifying and classifying guarantee stamps of the Government of Porto Rico, bear fruit.

Those not familiar with the governmental protective regime as initiated by Porto Rico should drop in to Agent Dannahower's headquarters at the address already given and he will describe every stamp of guarantee and classification in a simple, direct and convincing fashion.

Enjoying Europe

Percival Lowe and Mrs. Lowe are spending an enjoyable holiday in Europe. Mr. Lowe sends word that he intends to take in the June 29th inscription at Amsterdam.

Returning to Gotham

Joseph Mendelsohn, of the Stern-Mendelsohn Co., is expected back from Porto Rico towards the end of the month.

Soon to Return

Jerome Waller, of Rosenstadt & Waller, who is at present in Porto Rico, is due to return to New York about July 9.

Patterson Bros. Tobacco Corporation
OF RICHMOND, VA.



15c 15c

MATOAKA
Blue Ribbon
SMOKING TOBACCO
The best Patterson ever made
Exclusive Distributors Accepted in Open Territory on Liberal Plan



In Perfect Condition
BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.

MADE BY
RACINE PAPER GOODS CO., Racine, Wis.

—and here's how the makers feel about it!

WE state it as our honest belief that the tobaccos used in Chesterfield cigarettes are of finer quality and hence of better taste than in any other cigarette at the price.

Liggett & Myers Tobacco Co.

Chesterfield

CIGARETTES

They Satisfy

sse A. Bloch Re-elected President of T. M. A.

(*Continued from page* 3)

a 400 delegates in attendance unani-ly placed themselves on record in nmending his re-election.
the same time, William Best, vice-ident of the General Cigar Co., was



Charles Dushkind, Counsel and Managing Director of the T. M. A.

imously re-elected as chairman of the itive committee, and the same course followed with respect to all other rs of the association.
complete list of the officers and ex-ive committee of the association as constituted is as follows:

ficers and Executive Committee

se A. Bloch, president.
lliam Best, chairman executive com-te.
Charles J. Eisenlohr, ex-president.
Maj. George W. Hill, vice-president.
George H. Hummel, vice-president.
Julius Lichtenstein, vice-president.
H. H. Shelton, vice-president.
William T. Reed, vice-president.
Harvey L. Hirst, vice-president.
Asa Lemlein, treasurer.
Charles Dushkind, counsel and managing director.

Directors

Maj. George W. Hill, vice-president, The American Tobacco Co., New York, N. Y.
William Best, vice-president, General Cigar Co., New York, N. Y.
Jesse A. Bloch, vice-president, The Bloch Bros. Tobacco Co., Wheeling, W. Va.
William T. Reed, president, Larus & Bro. Co., Inc., Richmond, Va.
Jonathan Peterson, president, United States Tobacco Co., New York, N. Y.
George H. Hummel, vice-president, P. Lorillard Co., New York, N. Y.
James M. Dixon, president, Tobacco Products Corp., New York, N. Y.
A. L. Sylvester, president, American Cigar Co., New York, N. Y.
Charles J. Eisenlohr, Otto Eisenlohr & Bros., Inc., Philadelphia, Pa.
H. H. Shelton, Esq., of Washington, D. C.
George W. Van Slyke, president, G. W. Van Slyke & Horton, Albany, N. Y.
J. A. Voice, Pasbach-Voice Litho. Co., Brooklyn, N. Y.
Martin J. Condon, president, American Snuff Co., Memphis, Tenn.
Julius Lichtenstein, president, Consolidated Cigar Corp., New York, N. Y.
Henry G. Wemmer, vice-president, The Deisel-Wemmer Co., Inc., Lima, O.
A. L. Cuesta, Sr., Cuesta, Rey & Co., Inc., Tampa, Fla.
Daniel F. McCarthy, secretary, H. Fendrich, Evansville, Ind.
Harvey L. Hirst, vice-president, Bayuk Bros., Inc., Philadelphia, Pa.
D. Emil Klein, president, D. Emil Klein Co., New York, N. Y.
Arthur M. Eisig, president, Metropolitan Tobacco Co., New York, N. Y.
Asa Lemlein, New York, N. Y.
Malvin Haas, of Haas Bros., Cincinnati, O.
Jacob Mazer, secretary, Mazer Cigar Mfg. Co., Detroit, Mich.
Fred E. Barnes, president, Barnes-Smith Co., Binghamton, N. Y.
J. L. Graham, R. J. Reynolds Tobacco Co., Winston-Salem, N. C.
William A. Hollingsworth, New York, N. Y.
C. A. Speakman, vice-president, American Lithographic Co., New York, N. Y.
George Frings, president, Frings Bros. Co., Philadelphia, Pa.
S. P. Coe, vice-president, Coe & Gregg, Inc., New York.
W. H. Winstead, president, W. H. Winstead, Inc., Baltimore, Md.
Charles B. Perkins, Chas. B. Perkins Co., Boston, Mass.
Arthur Bachman, president, S. Bachman & Co., Inc., San Francisco, Cal.
Alexander Herbert, president, Philip Morris & Co., Ltd., New York, N. Y.
W. W. Flowers, vice-president, Liggett & Myers Tobacco Co., New York, N. Y.
Aaron J. Bach, of Elias Bach & Son, New York, N. Y.
Karl Jungbluth, president, MacAndrews & Forbes Co., New York, N. Y.

Returns to Cuba

Antonio Allones, of the Ramon Allones Factory, Ltd., Havana, sailed for Cuba last Saturday on the steamer *Orizaba*. While in this country, Mr. Allones booked many orders for the noted Ramon Allones cigar.

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

Mill-Factory and Main Office
NEW HAVEN, CONN.

-Salesrooms-

NEW YORK
25 W. 43rd St.

PHILADELPHIA
1215 Filbert St.

BOSTON
99 Chauncy St.

LA CONFESION CIGAR

Imported Sumatra Wrapper

A Favorite

for forty years. Because they are good cigars and

DRAW TRADE

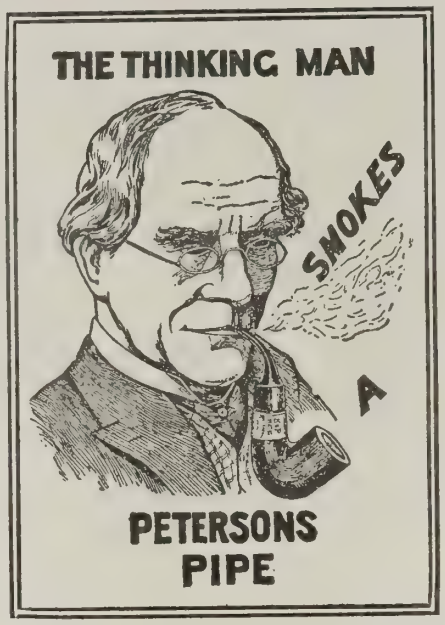


Sizes and Prices

Invincible	3 for 50c
Waldorf	15c Straight
Club House	15c Straight
Perfecto Extra	2 for 25c
Epicure	2 for 25c
Regalia	10c Straight
Panetella	10c Straight
Blunts (wood)	10c Straight
Blunts (cans)	10c Straight

Benito Rovira Co., Inc.

311-321 E. 62nd St.
New York



PETERSON'S PIPES

World-Wide Reputation

BELOW ARE A FEW SHAPES POPULAR IN THE U. S. A.

THERE ARE 500 OTHER PATTERNS TO SELECT FROM

For particulars apply to

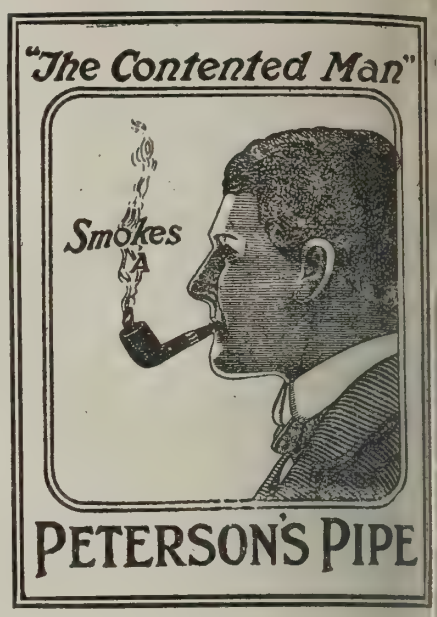
H. L. ROGERS CO., INC.

100 FIFTH AVENUE
NEW YORK CITY

U. S. Agents for

KAPP & PETERSON, LIMITED, :: Dublin, Ireland

Schwabacker Bros., Seattle, Wash. Distributors for the Northwest.





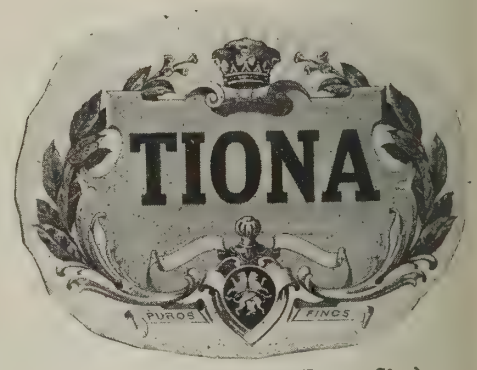
GUARANTEED MANILA CIGARS



Packed 100 in a Box (Large Size)
Retails 6 for 25c.



Shapes). Retails 5c.
Packed 50 in a Box (Perfectos and Corona



Packed 100 in a Box (Large Size)
Retails 6 for 25c.

Deliveries Made From New York, Cincinnati or Direct From Manila

INTERESTED ONLY IN JOBBERS WHO ARE DESIROUS OF BUILDING BRANDS

Unconditionally Guarantee Our Cigars to be Absolutely Perfect in Every Way.

LEAF TOBACCO

We also import Cuttings, Scraps and Tucks, the By-Products of our own factories, as all our cigar importations are strictly long filler, hand made.

Our Mr. P. S. Frieder is constantly in Manila personally supervising the purchase of Leaf Tobacco, the manufacturing of our Cigars and giving each shipment his personal attention.

Address all communications to main office, Cincinnati, Ohio

S. FRIEDER & SONS, 214-218 West Fourth St., Cincinnati, O.

Sliding Shell Packs



FOR FIVE OR TEN CIGARS.



LET US DESIGN ONE FOR YOU.

Display Containers



These new and logical packages and containers will increase the sales of your cigars.

Smokers are showing a decided preference for them.
Drop us a line, and without expense to you we will show you what can be done.

THE ROCHESTER FOLDING BOX CO.

Capacity, 10 Million Boxes a Day.
ROCHESTER, N. Y.

NITED STATES TOBACCO EXPORTS DURING APRIL, 1923

Figures Compiled by Department of Commerce. Values Stated in Dollars

ES, AND COUNTRIES TO WHICH EXPORTED.	UNIT OF QUANTITY.	APRIL—				TEN MONTHS ENDING APRIL—			
		1922		1923		1922		1923	
		Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
bacco	Pound	40,189,772	13,051,029			381,720,100	136,787,434	[1] 229,472,475	[1] 77,846,167
t flue-cured	do			13,092,830	5,092,881			[2] 37,819,770	[2] 17,120,704
y	do			656,017	131,119			[2] 2,033,516	[2] 528,744
-fired Kentucky and Tennessee	do			16,149,325	2,778,798			[2] 36,627,461	[2] 6,727,793
Virginia	do			3,787,011	1,403,071			[2] 31,147,622	[2] 16,726,334
land and Ohio export	do			881,665	82,710			[2] 3,706,620	[2] 362,085
River (Pryor)	do			2,752,955	712,235			[2] 7,103,602	[2] 2,071,760
leaf	do			32,403	27,424			[2] 71,830	[2] 52,447
leaf tobacco	do			2,833,365	672,549			[2] 20,603,109	[2] 6,188,419
Total	do	40,189,772	13,051,029	40,185,571	10,900,787	381,720,100	136,787,434	368,586,005	127,624,453
orted to									
elgium		2,189,697	222,451	2,726,041	211,450	19,085,804	2,346,793	19,826,883	2,206,174
enmark		421,097	63,454	369,041	61,080	3,214,180	614,941	4,262,408	821,078
rance		3,229,214	342,179	6,471,076	914,539	33,622,381	3,998,980	27,534,514	3,974,548
ermany		2,087,720	291,008	3,014,568	491,988	24,037,244	4,013,161	25,695,143	3,811,186
aly		7,715,400	1,799,490	4,657,160	1,110,675	38,802,332	8,970,974	30,909,565	6,724,369
etherlands		925,832	154,584	741,134	92,938	17,879,409	3,300,904	14,389,390	2,315,844
orway		318,809	74,505	91,472	28,584	2,995,187	854,065	3,226,847	1,212,789
ortugal		356,250	90,134	1,125,412	177,025	4,354,804	871,193	4,648,715	659,438
pain				464,055	29,160	12,509,536	1,434,952	6,753,555	1,011,997
weden		19,343	9,592	1,398,945	188,812	2,365,961	545,326	5,036,049	996,821
witzerland		113,722	41,494	409,199	62,036	2,504,969	686,914	1,615,617	344,946
nited Kingdom		17,135,975	7,973,841	9,137,536	4,648,712	153,613,206	85,048,331	135,390,058	73,531,626
anada		273,852	76,108	2,506,887	603,146	12,098,368	3,555,707	12,713,810	3,287,463
exico		42,373	14,381	38,916	12,772	2,470,437	531,996	363,983	117,037
aiti		160,684	34,806	140,572	31,377	1,240,128	274,242	1,218,583	259,365
rgentina		48,081	17,469	17,982	7,644	992,652	308,015	2,445,071	790,438
hina		1,077,714	265,185	2,516,764	705,506	17,023,610	6,313,545	29,766,888	9,309,583
ongkong				152,712	18,289	319,469	65,985	1,394,714	252,383
apan		20,595	2,677	48,327	7,491	2,006,340	877,130	2,390,566	1,293,512
ustralia		1,844,993	987,335	1,525,164	733,892	15,123,813	7,393,477	14,679,758	7,470,703
ritish West Africa		1,066,524	322,270	1,275,734	381,609	5,291,744	1,653,552	8,315,227	2,499,321
rench Africa		333,235	75,896	611,907	152,415	2,182,973	484,333	4,563,753	906,030
ther countries		808,662	192,170	744,967	229,647	7,985,553	2,642,918	11,444,908	3,827,802
, trimmings, and scrap tobacco	Pound	1,981,288	98,100	431,030	17,264	8,817,497	438,108	6,758,317	508,309
ctures of tobacco (total)			2,626,998		2,289,022		18,524,960		20,372,309
and cheroots	Thousand	42	1,039	59	2,377	519	18,902	778	26,066
ttes	do	928,955	2,305,796	1,063,237	2,064,662	7,327,632	16,151,788	9,355,657	17,965,500
orted to									
anama		13,460	48,174	9,041	15,179	137,786	547,069	162,294	456,320
ritish India		3,250	5,438	3,850	10,750	112,260	291,606	94,786	241,039
raits Settlements		92,900	116,838	91,510	125,510	783,650	1,079,977	861,550	1,207,994
hina		687,358	1,643,814	767,817	1,531,989	5,257,268	10,927,582	7,097,986	13,460,678
ongkong		76,500	369,300	22,750	44,000	362,300	1,580,170	241,100	679,835
hilippine Islands		8,740	34,520	16,095	40,486	137,886	580,310	138,256	429,696
ia		29,400	39,327			215,018	276,084	218,805	285,961
ther countries		17,347	48,385	152,174	296,748	321,464	868,990	540,880	1,203,977
tobacco	Pound	428,607	206,215	267,771	138,311	2,371,893	1,185,984	3,156,425	1,665,685
ng tobacco	do	165,984	84,338	89,903	67,604	2,138,009	817,055	847,493	553,679
tobacco manufactures	do	622,899	29,610	75,309	16,068		351,231	635,998	161,379

[1] July 1 to Dec. 31, 1921. [2] Jan. 1 to Apr. 30. [3] July 1 to Dec. 31, 1922.

Watson's British Quotations and Market Review

LIVERPOOL, Eng., June 6.—The subjoined tobacco price quotations and brief market review are culled from the regular monthly report made by Frank Watson & Co., Limited:

Quotations, Western Leaf

Dry Filler	8d.	to	14d.
Medium to Good	15d.	to	20d.
Good to Fine	21d.	to	24d.
Burley	—	to	—

Virginia Leaf

Dark

Dry Filler	—	to	—
Wrapper	—	to	—

Bright

Semi	8d.	to	20d.
Medium	21d.	to	33d.
Good	34d.	to	39d.
Fine	40d.	to	42d.
Fancy	43d.	to	48d.

Western Strips

Common to Good Filler	9d.	to	15d.
Short Medium	16d.	to	21d.
Medium	22d.	to	26d.
Good to Fine	27d.	to	28d.
Burley	—	to	—

Virginia Strips

Dark

Common to Good Filler	—	to	—
Medium to Good and Fine	—	to	—

Bright

Semi to Good Semi	15d.	to	30d.
Medium	31d.	to	42d.
Good to Fine	43d.	to	52d.

Market Comment

Business during the month of May continued on a fair scale.

Western tobaccos of the 1922 crop, arrived and sampled, confirm that the crop is very suitable to English requirements, and it is anticipated that available stocks will find a ready market on arrival.

Planting generally in Kentucky and Virginia is reported to be about three weeks later than usual.

FINE SIZES

CHANCELLOR
CIGAR

HIGHEST GRADE

THE ACKNOWLEDGED LEADER
AMONG MILD SUMATRA-WRAPPED HAVANA CIGARS



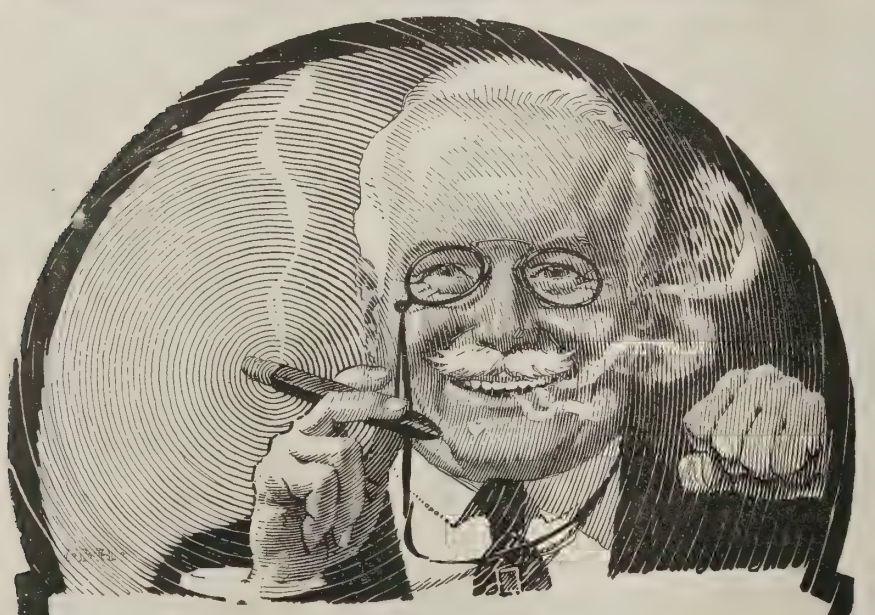
Trade Mark Registered

BARKING DOG NEVER BITES
"Smoking Mixture"
and
Cigarettes

NOW IN POPULAR DEMAND EVERYWHERE

THERE IS NO SUBSTITUTE

The Barkmahn Co. Inc.,
1169 Broadway New York



He buys by the box

BOX sales of cigars are made to men who have decided on the kind of cigar they like.

MANY Blackstone smokers are the type that buys by the box.

THE Blackstone has a long Havana filler and an imported Sumatra wrapper. Years of consistency in quality and advertising have made it a national favorite. It is made in the most hygienic manner known to cigar manufacture.

Blackstone
2 for 25¢ CIGARS *Also makers of* TOTEM 8¢ *cigar*
WAITT & BOND, Inc., Newark, N. J.

Perique Growers to Have Bonded Warehouses

U. S. Department of Agriculture Representative Visits Association Headquarters and Plants—Draws Up License Form —New Orleans Cigar and Tobacco Trade News.

NEW ORLEANS, La., June 16.—R. L. Newton, representing the U. S. Department of Agriculture and Bureau of Markets and Warehouses, was met during the week by President Sigur Martin and a majority of the directors of the Perique Tobacco Growers Co-operative Association, at Convent, La., the official headquarters of the Association. In company with these officers, Mr. Martin visited the State warehouses of the association at both Convent and Lutcher, which are to be converted into U. S. Bonded Warehouses. He selected a number of samples of the different grades of Perique tobacco to be forwarded to Washington, D. C., where they will be carefully preserved and safeguarded against deterioration. The purpose of the U. S. Government in doing this is to establish a uniform standard of grades and to learn through its experts by intensive scientific study what improvements, if any, can be made to the plant. By standardizing the grades, both the buyer and grower of Perique tobacco will be mutually benefited, since one, on the one hand, will know exactly what he is selling and the other, on the other hand, will know exactly what he is buying. It eliminates all possibility of deception, if such were contemplated or entertained.

A form of license was drawn up by Mr. Newton for use by the Association, and Mr. Eugene Mathern qualified to serve as official warehouseman and weigher, clothing him with authority to issue warehouse receipts. A bond of $5,000 was furnished to the government. It is anticipated that the federal warehouse will begin operations within ten days.

While Mr. Newton did not pretend to know much about the Perique tobacco plant, he showed an extended knowledge of the agricultural angle of the general tobacco industry and left a very favorable impression upon the directorate, who were delighted with his visit.

Hard to Shake Off Customs

President W. R. Jackson, of the New South Cigar & Tobacco Co., has his hand in a sling temporarily as the result of an encounter with a fighting crustacean a few days ago, while out "crabbing" on Mississippi Sound. This gives him more time to talk as he is usually a very busy man. Growing reminiscent in his chat with the representative of TOBACCO, he remarked with the knowledge acquired by experience that there have been no changes in the credit system and conditions of New Orleans since the days of the Louisiana Tobacco Co., more than a quarter of a century ago. The people seem to bear out the truth of general observation that custom is a hard thing for some people to forget and overcome. Anent the flurry in the local cigarette world, about which much has been said and written, Mr. Jackson ventured to say that he was unable to see from either a mathematical or a dollar and cent standpoint, the difference between 5 per cent for cash and 2 per cent at 90 days. It was simply a question of who wanted to "tote" the load.

Reports Increased Cigarette Sales

M. G. Davidson, of W. Duke Sons, was a caller at the New South Cigar & Tobacco Co.'s headquarters during the week. He reports a big increase in the sale of Chesterfield and other cigarette products of the company.

L. H. Thomas and "Dick" Stevens, representing Salvador Ricou of Tampa, manufacturer of U. S. A. Cuba cigar, of which the New South Cigar & Tobacco Co., is distributor, drew some attention to themselves and to their product, by driving through the city in a big advertising car of unusual design and construction. The body of the chassis was shaped like a twelve-foot lighted cigar, emitting smoke. The New South Cigar & Tobacco Co. reports an increase of 18 per cent in May business over April. It has added $5,000 to its paid up capitalization during the month.

Surprised at Manila Sales

W. J. Oberle, broker, received an other consignment of Philippine cigar during the week, which provoked th remark from a knowing one that it coul hardly be realized that Manila cigar that sold in this city in 1914 at an aver age price of $9.14 per thousand wer bringing today about $25 a thousand, o an average.

A Queen City Product

The Cigar Co. has taken on a new li which is going like wildfire. It's th Nickel Ford, a product of the L. N Crump Cigar Co., of Cincinnati. It said to be a likely piece of goods. Th outdoor force of the company is battin 100 per cent in handling them.

"Buddy" Gotthelf, factory represent tive of Henry the Fourth, of which t City Cigar Co. is the jobber, was the city during the week. He is ver enthusiastic about his piece of mercha dise. The City Cigar Co. has put two additional men on its outside forc J. W. Cheatham and J. R. Combel, w are said to be proving good producers

Important Real Estate Deal

The United Retail Stores, the holdi company of the United Cigar Stores, a Furst & Kraemer, candy manufacture an auxiliary of the holding company ha purchased the Godchaux building, fron ing Canal and Chartres streets in th city, for $500,000. The Godchaux peop on the other hand, have obtained a 9 year lease on the Macheca building, Canal street, the lower floor of whi is occupied by Max Guiraud, the ma store of Fuerst & Kraemer, Guiraud lease does not expire until 1925. T these kaleidescopic changes of realty the last few days threaten to ultimat change the aspect of Canal street.

Put in Charge of New Store

Leon Bainrauch, manager of Schulte chain of stores, with headqu ters at Canal and Royal streets, on return from his trip to Europe, hustled of to Houston, where he placed in charge of a new Schulte ci store, recently established at the H Hotel. J. Dominques will succeed h

Falk & Babin have appointed W. ledge their Texas representative w headquarters at Houston.

Ralph U. Faulkner, representing Cadiz, Annis & Co., of Tampa, was caller on Valloft & Dreux, their ci jobbers, during the week.

"Bill" Urlidge, of S. J. Freeman Sons, New York, importers of Ma cigars, visited Valloft & Dreux, have the distribution for this city territory of the Flor de Intel brand.

Under Doctor's Care

The friends of George Mayer, se member of the firm of Phil D. Mayer Son, Ltd., have received the painful n telligence from New York, that follow his trip to Washington where he atte the meeting of the Tobacco Merch Association, he was taken seriously He is still there under a doctor's car

Moving to Detroit

The Victor Cigar Mfg. Co. has cl its doors, and Victor Moreau and fa have left for Detroit, to where he move his factory.—CRESCENT.

A Good Georgia Crop

SYCAMORE, Ga., June 16.—Perhaps only crop which has not been he damaged by the recent deluge of ra this section is tobacco. Accordin authorities, this year's tobacco crop p ises to be one of the finest ever prod The tobacco which was planted a l late is especially fine and will beg ripen in a few days.

St. Louis Trade Topics

Doing Satisfactory Business

ST. LOUIS, Mo., June 18.—A good, satisfactory business is reported by the cigar and tobacco jobbers and retailers, and sales show substantial increases over the sales of the same period last year. A big business is expected this week during the convention of the International Rotarians, which will be in St. Louis for several days. A good stock of the leading brands has been provided and none of the Rotary boys need fear but what they can get their favorite brands, and plenty of them.

Moved to New Quarters

The D. & S. Tobacco Co. has moved out in the West End to 4833 Delmar Boulevard, from their former location, at 520 North Third street. The company is going to operate a retail store in conjunction with their jobbing department.

Had Plenty of Smokes

A number of cigar salesmen went to Poplar Bluff, Mo., recently to attend the 27th annual convention of the Southeastern Missouri Drummers Association. "Billy" Leach, sales manager for the F. R. Rice Mercantile Cigar Co., had charge of the local contingent and plenty of good cigars were provided, both going and coming on their special train.

Fred Cody is now connected with Chas. J. Stanley, in the Chamber of Commerce Building cigar store. He did not like the idea of going out to the West End, with the D. & S. Tobacco Co., with whom he was connected, so made a connection with the Stanley stand. Too many of his customers were located in the business district to suit him, and having to make new customers.

To Show Smokers How to Light a Harvester

The Harvester cigar, made by the Consolidated Cigar Co., and distributed by Stickney-Hoelscher Cigar Co., will soon put on an advertising campaign, and Harry W. Lewis is here getting ready for it.

Ben A. Obermer, formerly manager of the local store of the General Cigar Co., has gone with the American Tobacco Co., and has been succeeded by C. E. Ellis, formerly with the General Cigar Co., in New Orleans.

Haymer Lowenhaupt, of Moss & Lowenhaupt, who has been "doing" Europe with Mrs. Lowenhaupt, for the last two months, is back and telling his friends of the many sights he saw over the water.

Arthur Terry of the Mid-West Cigar Co., and C. E. Terry of Bayuk Bros., are back from a trip through southern Illinois.

Norman A. Jones, is now the local representative of the Consolidated Cigar Corp., manufacturers of the Harvester cigar, which is distributed by Stickney-Hoelscher Cigar Co.

Ned Hanks is back in St. Louis, selling Webster cigars, made by the Webster Cigar Co., of Detroit.

F. P. Baldwin, representing the Mendelsohn Co., in the west and central west, selling the famous Paramount cigar, had Grover J. Mendelsohn, from headquarters at Cleveland, Ohio, as his guest for several days recently. They made a campaign, what seems unnecessary, on the Paramount cigar.

Several well known cigar salesmen, who have been in St. Louis, are now covering their respective territories. Among them was Frank Wingfield, of the I. Lewis Cigar Manufacturing Co., who is out through Illinois, Indiana, Missouri and Kansas.

"Among Those Present"

Many cigar representatives have visited St. Louis recently. Among the "Who's Who" in their line, are: E. B. Embry, president of the Embry Tobacco Co.; A. Dallman, of William Demuth & Co.; Irving J. Hain, of R. Steinecke Co.; H. A. McCrary, of San Martin & Leon; Sig Meyer, of F. Lazano, Sons & Co.; Jack Merriam, of M. Bustillo & Merriam; W. P. O'Brien, P. Lorillard Co.; Jose Diaz, of the Preferred Havana Tobacco Co.; Ing. Chamberlain, of Lincoln Bros.; F. L. Nicherson, of the American Cigar Co., and George E. Lewis, of the same company, and B. B. Spector, of the Val Roma Cigar Co.

Notable Window Displays

Several attractive window displays seen recently are those of the Harvester at Stickney-Hoelscher Cigar Co.; Garcia-Vega at Dengler & Hatz; Perfecto Garcia, at Moss & Lowenhaupt; Cuesta Rey, at William A. Stickney Cigar Co., and Robert Burns, at the General Cigar Co.

Ohio Burley Sales

DAYTON, O., June 16.—According to a report of the Burley Tobacco Growers' Association, 2,633,415 pounds of Ohio tobacco were sold through the three local organizations which sent in figures. The tobacco brought an average of $21.65 a hundred pounds. Officials of the organization declare enough growers have signed up this year to at least double the sales for the coming season.

A Welcome Guest

Clyde L. Davis, of the Old Dominion Tobacco Co., Norfolk, Va., has been visiting his old friends in New York.

Cigar Sales Reported Growing

KNOXVILLE, Tenn., June 16.—Officials of the H. T. Hackney Co. are highly pleased with big cigar sales made over the wide territory served by this firm. Salesmen for the company have completed a special cigar selling campaign and the results have more than justified the effort, it was stated.

The demand for cigars is now on the increase and the large numbers of orders recently received shows the good results of the drive.

Macedonian Leaf Through Germany to U. S.

WASHINGTON, D. C., June 20.—Vice Consul Brooks, at Dresden, Germany, reports to the Department of Commerce that large quantities of Macedonian leaf tobacco, amounting to 1,951,453 pounds and valued at $1,136,531 were collected in the Dresden Consular District for shipment from Germany to the United States during the first quarter of this year, as against 10,331 pounds, valued at $452,000 during the same period of last year.

Fiddler Wins Tobacco Prize

Feltman's Cigar Store at Richmond, Ind., recently donated considerable tobacco to the winner of an old time fiddlers' contest held there in one of the theaters. The tobacco was given to the oldest fiddler on the stage, by whom it was greatly appreciated.

A Model Office

William Quanjer, of the house of H. Fendrich, Inc., has made his new office on the sixth floor of 136 Water street quite ship-shape. The office is handsomely furnished and artistically decorated, and his clients will find it a pleasure to transact business in such ideal surroundings.

Replenishing Stocks

A. Bornholdt & Co. are replenishing their stocks of high-grade Sumatra wrappers, and John Steur, their Amsterdam associate, is securing a good quantity of fancy marks for the organization.

Secures Many Orders

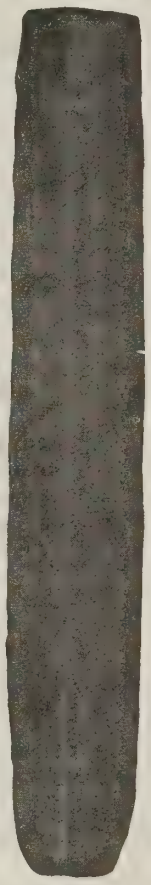
J. J. Riordan, of Grosvenor Nicholas & Co., has returned from the West, where he secured innumerable orders for the high-grade Cortez and Have-A-Tampa cigars.



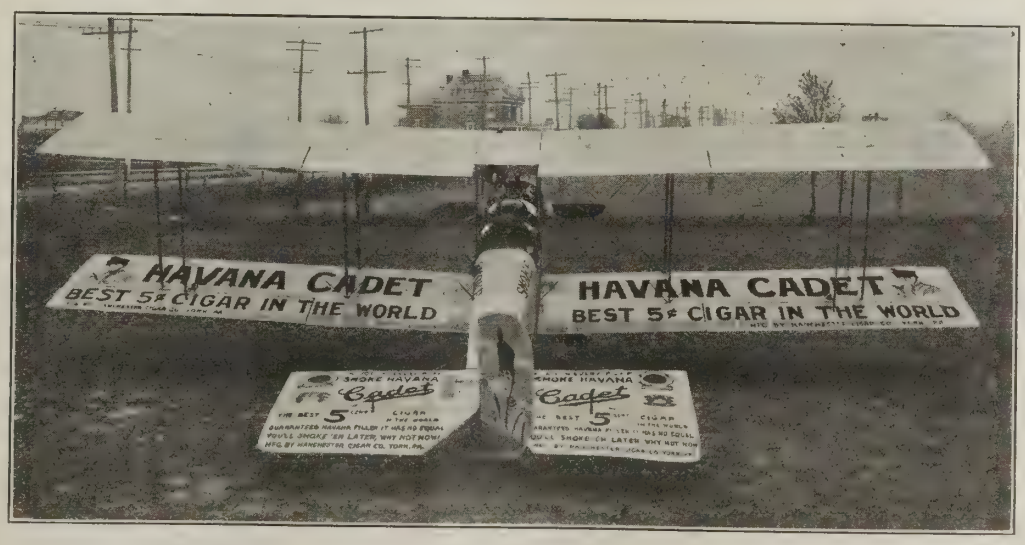


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MANCHESTER CIGAR CO.

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NEW YORK, THURSDAY, JUNE 21, 1923.

A COMING EVENT

Annual convention of the Tobacco Association of the United States, at the Grove Park Inn, Asheville, N. C., June 28, 29 and 30.

UPLIFTS AND TURNOVERS

Principally on the courage and resourcefulness of manufacturers depends the future of the cigar industry.

The path to prosperity, today, is obstructed by the high price of tobacco. Nor is there any immediate prospect of lower prices. Because of crop shortages and other things due to circumstances entirely beyond the control of cigar manufacturers, desirable leaf of every kind is scarce and costly.

For months to come, it seems certain that the sellers "will be compelled" to keep up the prices of all leaf suitable for use in cigar manufacturing.

Confronted as they are by prices and difficulties in obtaining the material absolutely necessary to their success, cigar manufacturers occupy an unhappy position. But their plight is not hopeless. Neither is there occasion to despair.

Under existing conditions, the manufacturer can do more than stave off failure. Though, for a while, tobacco prices do remain as high as they are, the capable manufacturer can make progress. He can strengthen his business. He can build up his brands.

The dependability of a brand is more important than the size of a cigar. Especially in Class A, it is a mistake to suppose that value is indicated chiefly by bulk.

The smoker's approval is not proportionate to the amount of tobacco in a cigar. The so-called "big stick" is not a symbol of great enjoyment. "Bigger value" is not shown by size alone.

What does it profit a manufacturer to have a smoker throw a thick butt away?

It is no compliment to the brand for a cigar to be discarded before it is fully smoked.

Waste and loss, to the manufacturer as well as to the consumer, are apparent when a cigar, only partly smoked, is tossed into a cuspidor.

Magnitude isn't always required to impress the customer with the desirability of a cigar.

Putting an excessive quantity of tobacco into cigars does not increase saleability. Cigars that are "oversize" or "heavy weights" do not win the favor of the average buyer.

Not by reducing sizes too much, nor by skimping quality at all, but rather by ceasing to produce cigars out of proportion to obtainable prices, manufacturers advantageously can effect some economies.

While hand labor is immensely important to the cigar industry it is equally true that numerous manufacturers have achieved real success through the utilization of machinery.

Production can be expedited, enlarged and made cheaper by machinery. Devices that save labor, time, money and material well may be considered by the cigar manufacturer who sees, on one side of him a continuance of high prices of tobacco, and on the other the unwillingness of consumers to pay more for cigars.

The manufacturer of a brand that justifies confidence is in a better position to advance prices if he has to; knowing consumers object more to any lowering of quality than they do to a rise in price.

If now or in the future, a cigar manufacturer honestly is unable to sell quality merchandise at ordinary prices, it is his privilege to raise, it is a duty that he owes to himself to ask more. If some customers desert him or if he loses trade here and there because of price increases, his recourse is to get new customers. Among the millions of smokers in the United States, there are many who appreciate what satisfaction good cigars can give. Such smokers, for the pleasure they derive, are willing to pay fairly. If he hustles, if he advertises judiciously, if he builds up a reputation that justifies a higher price, an enterprising cigar manufacturer may acquire more business than he had before.

Congress, possibly, could be induced to give some relief to cigar manufacturers. Without injury to the country, internal revenue taxes on cigars could be reduced or at least modified.

Probably no taxes ever were or will be so absolutely equitable that complaint was out of the question. But the inequalities of the present internal revenue taxes on cigars are shown rather easily, thus:

Class A

Retail Prices		Tax per M.	per cent
3 for 10c. or 33.33⅓	per M.	$4	12
10 for 40c. or 40	per M.	$4	10
6 for 25c. or 41.66⅔	per M.	$4	9 6/10
5c. each or 50	per M.	$4	8

While, theoretically, internal revenue on cigars is supposed to be a tax on the retail price, as a matter of fact according to the four divisions of Class A usually made in retail stores, the tax varies from 12 to 8 per cent.

Class B

Retail Prices		Tax per M.	per cent
6c. each or $60	per M.	$6	10
3 for 20c. or 66.66⅔	per M.	$6	10
2 for 15c. or 75	per M.	$6	8
3 for 25c. or 83.33⅓	per M.	$6	7½

As cigars in Class B are commonly retaile the taxes range from 7½ to 10 per cent.

Class C

Retail Prices		Tax per M.	per ce
3 for 25c. or $ 83.33½	per M.	$9	10 8/1
10c. each or 100	per M.	$9	9
2 for 25c. or 125	per M.	$9	7 2/
15c. each or 150	per M.	$9	6

In the four most frequent divisions of Class the variation of taxes computed on retail pric is from 6 to 10 8/10 per cent.

In each classification it is seen that the low the prices are, the higher is the percentage taxation. Is this fair?

Is it reasonable that three cent cigars shou pay taxes in excess of 12 per cent while 15 ce cigars are taxed only 6 per cent.

Increased prices in Java and Sumatra wra pers, attributable in part to higher duties ma it virtually impracticable now for Class A ciga to have Sumatra or Java wrappers. Nor is the a great percentage of Havana fillers in ciga retailing for less than five cents each.

The tariff doesn't result in heavy collectio on account of Class A cigars. But cigars Classes B and C represent most of the cigar le tobacco upon which import duties are paid.

If internal revenue taxes on cigars are r reduced, the next thing to do would be to mod the classification.

Properly Class B might include all cigars tailing for 7½ cents each and not more than cents each.

More than ten cents up to not more th fifteen cents would designate the cigars Class C.

If the cigar manufacturers of the count practically unanimously, should ask for a mo fication of the classification probably they wo get it. And such a modification, in effect, wo be an important help to many manufacturers

It would be an aid to brand building.

On various sizes it would enable quality to maintained despite rises in tobacco prices.

It would not be too big a concession to ask Congress under existing circumstances.



WAKE UP! AND MEET YOUR FRIENDLY RIVAL.

Progressive and Prosperous Tobacco-Growing Community

Gadsden County, Little Heard of, Modestly Advertised, Slow at Boasting, Is a Florida County Deserving of More Than Passing Consideration as an Agricultural Section—South Georgia Shares Honors With It in the Tobacco-Growing Industry

By DICK STANMORE

LORIDA'S greatest marketed agricultural crop is citrus, considered in dollars and cents, with truck crops following close behind. People are told that those industries are intensive; that s growing and vegetable growing in South ida are on a very high plane; that the nern half could well look to the southern of the state for precept and example.

it here is to enter another applicant for rs when it comes to up-to-date, intensive, ressive agriculture. Gadsden County, little d of, modestly advertised, slow at boasting, Florida county that deserves more than ng thought and consideration, when it s to agricultural standing.

Not Envious of Other Sections

is county is the heart of the tobacco grow- ndustry of this state and of South Georgia. ionor justly due to South Florida counties he very high place they have attained in production of citrus fruits and vegetables, what they have achieved entitles them to all redit and honor that have or ever will be owed upon them, for that matter, but there other honors to be laid at other doors. out trying here to name other doors de- ng of honer and commendation, just praise due consideration, let it be said without vations or any equivocation that Gadsden ty, Florida, is one of the foremost agricul- counties of the great South. However, it truth that the major product of this county etter known, more widely used and more us even a thousand miles away than right in other Florida counties.

Handsome and Wholesome Returns

ere may be others whose grand and total pped products" equal a little more than of the county receiving special mention is article, but there is none which can claim gle industry of a single crop giving such some and wholesome returns to the man e soil.

aking enough of the staple and food crops ed herself, Gadsden county can say, "I am y rich kingdom in myself."

ery farmer grows his crops of corn, hogs, its, potatoes, sugar cane, fruits and vegeta- enough of each to supply his own needs maybe a little to sell. The growing of r cane and the manufacture of sirup has be- so important here that it is considered d only to tobacco, from the standpoint of y brought into the county. Cattle raising dairying has the same and as good a chance as elsewhere, and the farmers are rising to opportunities along these lines. Within ast few months they voted to clean out the This work is proceeding to a successful , and already the cattle business is becom- profitable one.

en there are other industries in Gadsden. ably more fullers earth is mined in this y than in the rest of the world. But we vriting of Gadsden county as a grower of co; then, enough of this.

Tobacco Culture

bacco is grown extensively and intensively adsden county, more intensively than ex- vely, for of the 346,240 acres of land in county, the tobacco business is confined to about 3,400 acres, it is grown extensively, at fully three-fourths of her people make most of their living from this one staple crop.

Tobacco is grown intensively here in that the time, thought and energy of an entire family and some hired help are devoted to only eight or ten acres on many farms. Besides the initial cost of constructing the shade it has been estimated that it costs about $500 to get an acre of tobacco ready to pack and market, and these latter operations cost an equal amount. During the growing season men and teams work like their very lives depended upon it. Millions of dollars of money is invested in the growing of tobacco in Gadsden county, in cleared land, barns, shades, stock and machinery. And the lives of thousands are devoted to the business of growing, packing and marketing the plant.

Fortunes Have Been Made

Intensive is right, but it is also remunerative. Many fortunes have been and are being made in the tobacco business in Gadsden. Fully $2,500,000 a year for the crop as it leaves the field! That is no small amount of money. By the time this crop is cured and packed and marketed, it may sell to the cigar makers for as much as six or seven million dollars. Intensive agriculture for a fact! A paying business? Indeed, yes!

Just how long tobacco has been grown in this region it is impossible to say with much degree of certainty. However, it can be said that it has been grown under shade on an appreciable scale for about thirty-three years. Previously sun tobacco was the only kind of leaf grown, but in 1887 it was learned that tobacco grown under shade was lighter in color and produced a better wrapper for cigars. After that discovery this industry grew very rapidly, so rapidly, that within a year or two it reached a degree of major importance.

The Pioneer in Shade Growing

No article should be written about the rise of the tobacco industry without due mention of the name of F. A. Schroeder. It was he who grew the first shade tobacco and taught the tobacco world its greatest lesson. The story is told that this extensive grower of "the weed" observed the ultimate color and texture of the tobacco grown under the shade of palms and other trees in Cuba. That observation gave him an idea, and he chose to try out that idea on his plantation at Quincy. He constructed a shade over a quarter of an acre of land and in growing that crop of tobacco he taught the industry, as already said, its greatest lesson.

However, he did not teach it everything. He had many sad and expensive experiments. He did not know then that the shaded soil responds differently to fertilizer and cultivation than does the unshaded. He had to learn this by experimentation. He and others had to learn that cotton seed meal and horse manure produces a wrapper of better quality than other fertilizers containing like amounts of nitrogen. Early growers thought that this crop could be grown on the same land year in and year out. They know better now.

The Expensive School of Experience

Many lessons had to be learned, and usually they were paid for with whole crops of tobacco, maybe—dear and precious prices. But those lessons have been learned. Wise and studious men—and business men, hard-headed business men—have studied and experimented and the knowledge they have gained has enabled them to compete with growers in foreign countries. Florida wrapper tobacco is rapidly gaining favor with cigar manufacturers and, consequently, with the consumers.

The coming of the shade was probably the real birth of the industry on a scale of appreciable magnitude. In the last quarter century tobacco has surpassed all other crops grown in that county, and it is because of the shade. Mr. Schroeder, because being an extensive grower and making a fortune himself, has made it possible for many others to make fortunes, some large and some small, some even larger, no doubt, than his own. Figuratively speaking, at least, we can say that the tobacco industry of North Florida and South Georgia is a monument to F. A. Schroeder. Would that he were living today to look upon this monument.

Many Commendable Features

Besides growing in size, this industry has grown in other ways. If you ever visit this "weed"-growing county, you will come away saying it is progressive. The people are industrious, thrifty, up-to-date, educated, religious—in short, good citizens. It is a common maxim that wherever you find money, there you will find people "up-and-a-doing." True or not true, there is money in Gadsden county and the people there are not letting the grass grow under their feet. In step with the advance of the main industry of that section, are the fundamental and social interest of the people.

Good roads, good schools, good churches, good neighbors, are things one may have in and around Quincy. As students of more and better production, better and quicker harvesting and marketing, those people have formed the habit of doing things in the right way. Within the last few years, almost over-night, several miles of paved streets have been laid and many business houses and dozens of fine residences have sprung up in Quincy and its surrounding territory. And still more paving, more building and other civic improvements are under way.

New Tobacco Experiment Station

A further outstanding evidence of the progress of this county is the new tobacco experiment station, which is the largest indication of that progressive Gadsden county spirit. So far as we are able to learn there has never been any industry of man that was ever free and independent of trials and troubles. Citrus has its canker. Corn has its brown spot. Sugar cane has its mosaic. Railroading has its washouts and holdups and strikes. Banking has its bankrupts. Boxing has its frame-ups. They may remain free and pure for a time, but sooner or later the inevitable comes. For a long time tobacco was grown in this area free and unhampered by insect pests or diseases, but, following a law of Nature, these things have one by one come into the community. At present there are a number of diseases taking an annual toll from the tobacco crop. Prior to 1921 this loss was small except in limited areas.

That year the industry appeared threatened with a new disease, which puzzled the growers for a method of control. This emphasized the need of a specially trained scientist for this phase of the work. Therefore, the growers called in specialists from the University of Florida Agricultural Experiment Station at Gainesville, and made known their needs and

position. By concerted action, in co-operation with the State Legislature, they have established in their midst an institution having for its major purpose the control of diseases of tobacco. It is also intended that this institution shall work out problems in fertilization and plant breeding, in particular. In fact, all phases of tobacco culture will in time constitute the work and study of this research institution.

This new undertaking is known as the Tobacco Experiment Station and is organized and maintained as a branch of the main state agricultural experiment station at the University of Florida, Gainesville. Of course, it will made a study of all problems of the tobacco growers; that is, general culture, fertilization, controlling diseases and insects, harvesting, marketing, etc.; but its primary and immediate purpose is to work out control measures for those diseases causing loss and alarm at the present time.

Experienced Men in Charge

Administering the affairs of this branch station is Dr. Wilmon Newell, director of the main experiment station. Minor administration and the actual field and laboratory work is done by Dr. V. B. Tisdale, who has been on the ground since March, 1922. He has only one helper at present, because the finances of the little institution do not permit more help. However, it is hoped that in the near future the income of the branch station will be increased to such an extent that the number of investigators and helpers can be increased.

Already Dr. Tisdale's work and observations have enabled him to write a bulletin on certain diseases of tobacco. In it is discussed such diseases as "mosaic," "root-rot," "black shank." Dr. Tisdale in his discussion of the diseases speaks of the different plants affected by each disease, of the appearances of the diseases, of their causes, and finally of how to control them.

This bulletin is the first published by this new station and is known as "Florida Experiment Station Bulletin 166." Its title is "Diseases of Tobacco Occurring in Gadsden County in 1922." It is well illustrated and is a clever and concise treatise.

Growers Are Well Trained

With all possible facts before one, the outlook for the tobacco growers of Gadsden County, and closely surrounding territory, seems bright indeed. Certainly it is already one of the major industries of the state, if considered in proportion to the area in which it is grown. The growers are as well trained in this work as are the growers of citrus or truck crops in South Florida or California. These men are not backward-lookers, but rather forward-lookers. They are students of their business and are always ready to adopt new and better methods, although they are slow (and wisely) to try out "special" or "unproved" theories.

Already this business commands the respect of all who know it. If what many of its most enthusiastic backers predict can be looked for—and I believe it can—there is coming a time, and that not far off, when all the Nation will know of and be respectors of Gadsden County. And cigars wrapped in Gadsden County tobacco will be in universal demand, commanding prices that are best.

MORE TOBACCO GROWN

The report of the Department of Agriculture on last year's American tobacco crop contains little to encourage the members of the No-Tobacco League or Lucy Page Gaston, the prime mover of the anti-nicotine cohorts. The total of 2,000,000 acres planted in the "weed" was not large, but the value of the product for the year amounted to $500,000,000. The intensive character of tobacco growing is shown by the fact that the crop covers only one-half of 1 per cent of the acreage devoted to all the crops of the country.

Most of the tobacco is grown in a few state Kentucky, North Carolina and Virginia bei the leaders, but a total of forty-two states rai a sufficient quantity to be recognized in t government's statistics. Kentucky alone pr duces a third of the crop and the other tw states just mentioned raise almost another thir Although far behind the leaders, Indiana rais a considerable quantity of tobacco, chiefly i the Ohio river counties. In 1919, the last ye in which tabulations were made, tobacco w grown on approximately 450,000 farms in t United States. There were 10,291 manufacti ing establishments employing 183,000 perso and the internal revenue from the indus amounted to almost $300,000,000.

The industry has made remarkable progr in the last twenty-five years, partly through t work of the Agricultural Department, in the i of new methods, better varieties and greater u of fertilizers. The yield per acre has been creased along with the improvement in quality of the product. The growing of ci wrappers under shade has reached considera proportions in some states, resulting in a hi grade leaf which formerly it was necessary import. One of the outstanding developme of the tobacco industry has been the great crease in the use of machine-made cigarettes, total climbing from 4,000,000,000 in 1895 60,000,000,000 a year at present.—*Indianap (Ind.,) Star.*

THROWING THE ANIMAL AROU

At last the big tobacco drive that was follow on the heels of prohibition is here. will go about as far as its sponsors can thr a large bull by the tail. The public is gett sick of "drives" of every kind.—*Fort Atkin (Wis.) Union.*

Some of them are remarkably adept at toss the bull, however.—*Milwaukee Sentinel.*

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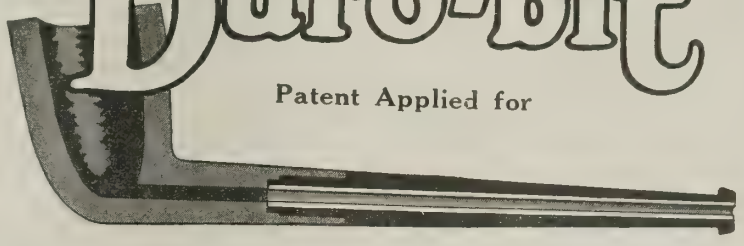
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DURING NATIONAL PIPE WEEK

FEATURE

Duro-bit

Patent Applied for



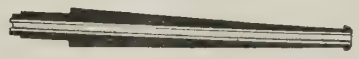
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THE BIT CANNOT BREAK AT ANY POINT

The aluminum runs from tip to tip of the bit. Reinforcing bit throughout entire length.

With this Pipe Goes a Guarantee of Perfect Durability

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The permanent aluminum lining prevents bent bits from straightening and straight bits from warping when exposed to sunlight or heat.

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United Cigar Stores
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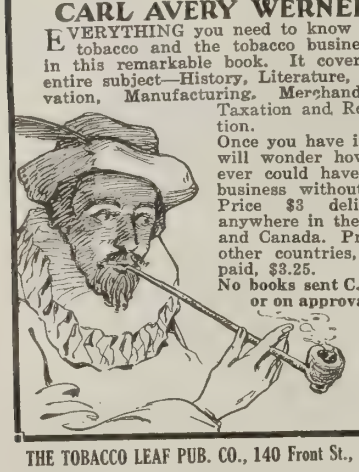
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THE TOBACCO LEAF PUB. CO., 140 Front St., New York

General Cigar Has 40 Per Cent Gain in Business

Strength of General Cigar shares in the market decline reflects the 40 per cent increase in its business for the first four months of this year, compared with corresponding period a year ago, when increase was 23 per cent over 1921. Conservative policy in turning surplus earnings back into the property, uninterrupted growth in business, and stability of the industry offer promise of continued improvement in value of its shares. The company has built up earning power and strengthened financial position before increasing dividends unless such payments could be continued. Cash dividends have been paid without interruption since 1909, and available earnings for the last four years have averaged nearly double requirement of present 6 per cent rate. If earnings are maintained at present level, increase in dividend distribution may be expected.

The following shows capitalization (all stocks have $100 par value):

	Authorized	Outstanding
Funded debt	.....	.....
7% cum. pfd stock	$5,000,000	$5,000,000
*7% cum. deb. st'k	5,000,000	4,200,000
Com. (6%) stock.	25,000,000	18,104,000
Total	$35,000,000	$27,304,000

*Convertible, share for share, into common stock.

Preferred and debenture stocks rank in order in their preference as to cumulative dividends and as to assets. Preferred stock is non-callable, whereas debenture stock is redeemable at 110 and carries sinking fund providing for retirement each year of at least 3 per cent of original issue.

The General Cigar Co. added $1,160,804 to liquid assets in 1922, bringing working capital, as of December 31, last, up to $15,212,455, its highest point. Net profits for the year, after federal taxes and interest, were $2,732,209, equivalent, after preferred dividends, to $11.53 a share on the 181,000 common shares outstanding, against $2,113,885, or $8.08 a share in the preceding year.—*Wall Street Journal.*

Bayuk Dividends

PHILADELPHIA, June 15.—Bayuk Bros., Inc., declared a quarterly dividend of 1¾ per cent on the new 7 per cent first preferred stock and usual quarterly dividend of 2 per cent on second preferred, both payable July 1 to stock of record June 30.

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.	79	81
American Cigar Co. Pfd.	*83	88½
American Mach. & Fdy.	130	..
Bayuk Bros. Com.	51	55
Bayuk Bros. 2nd Pfd.	115	120
Bayuk Bros. 1st Pfd. (wi)	99	102
British-Amer. Tob. Co.	20	22
Eisenlohr & Bros., Com.	65	70
Eisenlohr & Bros., Pfd.	90	110
Geo. W. Helme, Com., new.	*56	60
Geo. W. Helme Pfd.	*112	114
Hav. Tobacco Com.	..	½
Hav. Tobacco Pfd.	..	1½
Imperial Tobacco Co.	18	20
International Cigar Mach.	58	62
Johnson Foil	80	100
J. S. Young Com.	106	112
J. S. Young Pfd.	106	..
MacAndrews & Forbes Com.	125	129
MacAndrews & Forbes Pfd.	97	100
Mengel Co. Com.	30	33
Metropolitan Tobacco	80	105
Patterson Bros.	12	18
Philip Morris	16½	18½
Porto Rican A. T. Co.	75	80
Porto Rican A. T. Scrip	75	..
R. J. Reynolds "A"	117	125
Schulte Retail Stores	88	89½
Schulte Retail Stores, Pfd.	*112	..
Tobacco Prod. Export	5½	5¾
United Cigar Stores	175	210
Universal Leaf Com.	107	110
Universal Leaf Com.	106	108
Universal Leaf Pfd.	95	97
United Profit-Sharing	5¼	5¾
U. S. Tobacco Com.	50	55
U. S. Tobacco Pfd.	103	110

*Ex-Dividend.

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	135	138
American Snuff Pfd.	93½	97
American Sumatra	18½	19
American Sumatra Pfd.	..	55¼
American Tobacco	142	143
American Tobacco "B"	141¾	142½
American Tobacco Pfd.	101¾	102¼
Consolidated Cigar	21	22
Consolidated Cigar Pfd.	65	70
General Cigar	82	84
General Cigar Deb. Pfd.	105	109
General Cigar Pfd.	105	108¼
Liggett & Myers	105¼	209
Liggett & Myers "B"	190	200
Liggett & Myers Pfd.	111¾	114
Lorillard, P.	150	153
Lorillard, P., Pfd.	110	113
Tobacco Products	51½	51¾
Tobacco Products Pfd.	106	108½
Tobacco Products "A"	80¾	81
United Cigar Pfd.	105	105¼
United Retail Stores	73½	76½

REAL WEICHSEL

AROMATIC WILD-CHERRY WOOD

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Imported Smokers' Articles of all Kinds

A. B. NEWMAN CO.

290 E. HOUSTON ST. NEW YORK CITY

Oldest and Largest Direct Importers of Tobaccos and Smokers' Articles in U. S.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign.
Demand... 4.62⅛ Cables.... 4.62⅜

FRANCE—Par 19.3 cents per franc.
Demand.... 6.21 Cables... 6.21½

ITALY—Par 19.3 cents per lira.
Demand.... 4.53½ Cables... 4.54

BELGIUM—Par 19.3 cents per franc.
Demand.... 5.27½ Cables... 5.28

GERMANY—Par 23.8 cents per mark.
Demand... .0009¼ Cables.. .0009¼

AUSTRIA—Par 20.3 cents per crown.
Demand... .0014¼ Cables.. .0014¼

DENMARK—Par 26.8 cents per krone.
Demand....17.92 Cables...17.94

GREECE—Par 19.3 cents per drachma.
Demand.... 4.00 Cables... 4.03

HOLLAND—Par 40.2 cents per florin.
Demand....39.21 Cables...39.24

HUNGARY—Par 20.3 cents per crown.
Demand... .0100 Cables.. .0100

NORWAY—Par 26.8 cents per krone.
Demand....16.62 Cables...16.64

SPAIN—Par 19.3 cents per peseta.
Demand....14.87 Cables...14.88

SWEDEN—Par 26.8 cents per krona.
Demand....26.51 Cables...26.54

SWITZERLAND—Par 19.3 cents per franc.
Demand....17.95 Cables...17.97

CHINA—Cents per silver dollar for Hong kong; per tael for Shanghai and Peking.
Hongkong—
Demand....53.63 Cables...53.75
Peking—
Demand....76.125.
Shanghai—
Demand....72.63 Cables...72.75

PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.
Demand....49.25 Cables...49.50

JAPAN—Par 49.8 cents per yen.
Demand....49.00 Cables...49.125

ARGENTINA—Par 42.44 cents per Argentine paper dollar.
Demand....35.65 Cables...35.75

BRAZIL—Par 32.45 cents per paper milreis.
Demand....10.75 Cables...10.80

Carreras, Ltd., Dividends

LONDON, Eng., May 23.—The director of Carreras, Ltd., have declared an interim dividend on the ordinary shares at the rate of 15 per cent per annum, free of income tax, for the half year ended April 30, payable on June 19. A half year's dividend on the 6 per cent "A" and 7 per cent "B" preference shares will also be paid on the same date.

United Cigar Stores Dividend

A dividend of two per cent. (2%) has just been declared upon the common stock of the United Cigar Stores Co., issued and outstanding, payable August 1, 1923, to stockholders of record at the close of business on July 16, 1923. No dividend shall be paid on or by reason of any and all Common Stock Dividend Warrants. The stock books will not be closed.

CIGARETTE PAPERS

IN BOBBINS, REAMS AND BOOKLETS

ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS

MAX SPIEGEL & SONS CO., Inc., 54 Lispenard St., New York

Cable "Boasel," Buffalo

KEISER & BOASBERG

Packers of Leaf Tobacco

and

Importers of Havana

Offices: 173-175 Elm St., Buffalo, N. Y.

MANUS, MULLER & CO., Inc.

152 WATER ST. (cor. Maiden Lane) NEW YORK

Importers of SUMATRA and JAVA TOBACCO

mperial of Canada Dividend

The Imperial Tobacco Co. of Canada, as declared an interim dividend of 1½ er cent on the ordinary shares, payable une 30.

Off to the West

W. P. Miller, of the American Sumara Tobacco, is scheduled to leave for he West next Sunday, on an extended nd comprehensive tour.

Buys Java Tobacco

The American Malaya Trading Co. ought 53 bales of Java tobacco at Rotrdam last week, comprising the Amerian marks of A/ Gawok.

Western Business Good

Alf Penner, Western representative of . Bornholdt & Co., is optimistic regardng business in his district, and is seuring many new clients for this celerated house.

Visiting Canadian Trade

Max Maier and Robert Kugelmann are Montreal, Canada, this week, displayng samples of Sumatra wrappers reently bought at Amsterdam.

Do You Take Options Like This?

It will be interesting to the readers of his department to note if they can see ithout explanation the reason why the eal set forth in the following correspondence fell down.

A manufacturer and a large retailer ere dickering over the sale of a large lock of goods. They weren't quite toether as to terms, after considerable orrespondence, and the manufacturer nally wrote his prospective customer he following letter:

"Dear Sir:—In regard to the 300 cases f ——— about which we have had corespondence, I cannot shade the price ny further, but will meet all other rms. The price quoted you in my letr of the 16th is the very lowest I can ake for these goods. You can take my pinion that these goods are a splendid uy at the price quoted and will show good profit whether sold today or held x months.

"I should like to sell you this block f goods, and to help the deal along I ill give you the option on the entire lot, n terms understood, until the first of ext month. You can turn the matter ver in your mind.

"Respectfully yours,

* * * *"

Upon receipt of the above the retailer plied as follows:

"Dear Sir:—Have yours of the 17th eferring to the 300 cases of ———. ppreciate what you say and will accept ption until the 1st.

"Yours,

* * * *"

Now it happens that the thing the reiler was uncertain about was whether e could resell these goods—he did a ombination retail and wholesale business -and after he had the goods, as he thought, safely sewed up through the option he sent out a salesman, and ascertaining that he could resell them without difficulty—in fact, he took contracts for the entire lot—he wrote the manufacturer on the 29th of the month that he would take the entire block.

Meanwhile, however, the manufacturer had had a chance to sell at a slight advance over the price he had quoted the retailer, and needing to speak quickly, he sold, hoping in some way to get out of the option he had granted.

That then was the position. The retailer had made contracts to resell the whole 300 cases, and was of course bound to his customers either for delivery of the goods or for damages for non-delivery. The problem I will submit to the readers hereof therefore is—what is the liability of the manufacturer who thus violated his option, and what can the retailer recover from him in the way of damages?

The answer is that the manufacturer has no liability at all, and the retailer can recover nothing from him. The reason it may be useful to know and remember. It is that the option was unenforceable and invalid because it had neither consideration nor was it under seal. An option is like any other contract—to be enforceable it must have a consideration. Under the old law it didn't need consideration if it was under seal, but the rule has been largely modified in recent years, and now in most cases an option is unenforceable if it has no consideration whether it is under seal or not.

Thousands of options are given every day on one thing or another, but probably 99 per cent are unenforceable because they have no consideration.

What do I mean by consideration? I mean that if the option is to be good something must be paid for it. Not necessarily money, although that is the usual consideration, but some benefit or detriment to one party or the other must pass by way of consideration. For instance, in the deal referred to in the above correspondence, if the manufacturer had said "for $25 I will give you an option," etc., etc., and the retailer had accepted that, the option would have been 100 per cent good, and the manufacturer would then have sold the goods before the first at his peril.

You can lay it down practically as a hard and fast rule that an option which has no consideration is simply words. It can be revoked at will by the person giving it, or ignored. He doesn't need to pay any attention to it at all.

Sometimes this rule works great hardship. For instance, in one case I know of, the owner of certain property gave an option on it to a prospective buyer. The option had no consideration—it was just another of those indefinite arrangements which I have been discussing. Before the option was exercised by the buyer the seller died. The buyer then called on the executor of the seller to deliver the property, but the executor refused and a law suit resulted. The court held that as the option had no consideration, it had no validity—the seller himself could have revoked it in his life time and his executor could do the same. The buyer in this case lost a lot of money, simply by forgetting that an option to be good must have consideration. It doesn't matter how much the consideration is, but it must be something.—(*Copyright*, 1923, *by Elton J. Buckley.*)

ENGLISH OVALS
CIGARETTES
Blended in the Good Old English Way



Keep a carton on the counter

ENGLISH OVALS are rolling up a record in sales, satisfaction and profit for the retail merchant.

A carton on your counter is like an extra salesman in the store. They literally sell themselves.

Ask your jobber for more ENGLISH OVALS *today.*

Made by the makers of

Philip Morris

BOND STREET CIGARETTES
In the Little Brown Box

"The Ultimate in Cigarette Luxury"



The 'Latest Smoker's Novelty

Novelty Smoker's Outfits

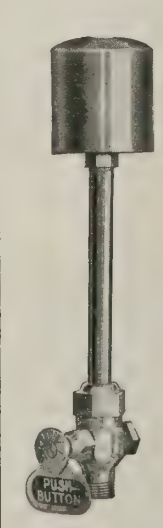
Serviceable and Artistic

The Monkey's tail clips the end of your cigar.
A Lamppost holds the match box.
Two additional ash trays on the large tray.
Entire outfit made of solid spun brass, nickel plated or polished. Highest grade workmanship thruout. Also the same in mounted tray stands.

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Cigarette Paper "EL PINO"
In Reels, Reams or Books
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United States Branch, 59 Pearl Street, New York City

GUM TRAGACANTH
Special Grades for Cigar Manufacturers
PERFECT CIGAR GUM (Powder)
RICHO POWDERED GUM (3 Grades)
GENUINE SPANISH LICORICE (Powder & Extract)
RICHO LABEL PASTE (Powdered)
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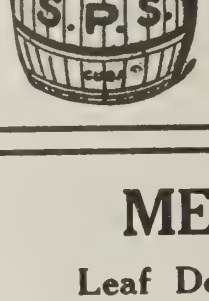
a gas-burning cigar lighter for your counter or stand

SIMPLE—DURABLE ECONOMICAL

"Just push the button"

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Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO



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LEAF TOBACCO
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Lealtad 110, HAVANA, CUBA

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Leaf Dealers, Packers and Exporters
OF
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ERNEST ELLINGER & CO.
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

LESLIE PANTIN & SON
Commission Merchant
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

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Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

Cable "Quinto" P. O. Box 502
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COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

Compañia de Abraham Haas
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

San Francisco Improvements Seen All Along Line

Review Shows That the Trade is Beginning to Make More Encouraging Reports—Some Theories as to Cause of Recent Dullness—A Short Dissertation on Salesmanship

San Francisco, June 12.—The review of the week shows that the trade in San Francisco is beginning to report some improvement all along the line. Retailers, jobbers, wholesalers, and factories, all have practically the same report.

Harry Bercovich, president of the Bercovich chain of stores, attributes the quiet we have had to two main causes. The first is that people have had an economy streak, trying to save a little of their money. Another is that they have found it desirable to buy a few more spring clothes and household comforts for the wife and the children; and above all it has been necessary to save on the cigar bills to make the payments on the countless Tin Lizzies they have been buying for the summer vacation. At that, the depression seems more than it should have been, considering that there has been ample employment for labor and need for more skilled mechanics than we really have; and commerce has been growing at a lively rate. The truth probably is that there are more in the cigar business, and that we have become accustomed to expect more than we have a right to expect.

An Active Trio

Dave Horn, of the Golden State Leaf House, says that business is coming back well to normal again with the factories. E. Horn, his brother, is up Sacramento way and is sending in some good batches of orders. Mack Horn, who went into business for himself at Los Angeles the first of the year, made a flying trip in and out, in from Los Angeles and out for the Northwest. He reports that his business has been so fine since the first of the year, that he considers himself a fixture in the Angel City.

Opinions on Salesmanship

Mr. Suarez, of Cimino, Cortini & Co. is a salesman of long experience, his experience mostly in Canada. His statement of some of the difficulties of salesmanship in pushing local brands is of trade interest. Of course the big thing they run up against is the gigantic advertising campaigns of established brands, making them easy sellers. And as most of the little retailers are not in any sense salesmen, the easy seller appeals to them. Against this the local man can only place better margins, for the margins on many of the established brands is ridiculously small. One difficulty here is that too many have tried some special and cheaper brand in order to make a larger profit; and have made the mistake of putting in something cheap in quality as well as price. They were stung, of course, and shrink from the possibility of being stung again.

Says Wage Scale is Low Enough

Speaking of the labor problems brought out during the recent strike, Mr. Suarez says he thinks that the union scale is low enough, and that it would be better if all the workers could be brought into a single union, and then the wages made uniform for every shop. This would give every shop the same deal. The difficulty is not as to whether wages are a little higher or a little lower; but whether every shop has the same scale and the same opportunity to compete at a profit. The cigar trade, of all trades, should stand for high wages, for the great bulk of their trade comes from the surplus nickels and dimes that the workers have to spend.

Mr. Dingman, of Dingman & Van Dyke reports that the Val Leau is moving stronger, and that the first of the year lull has passed away.

George W. Webb has gone to Los Angeles to look over the business situation there. His recent trip north resulted in some very good placements for the J. M. Martinez and for Webb's Hand Made. The local trade in San Francisco has been exceptionally good, and has been overselling orders so that they are up against a constantly low stock.

Pleased with Progress

Morgan and Leghorn of the Morgan Cigar Co., have been giving the city in turn, visiting their distributors, the Boquet, Cohn Cigar Co., and express themselves well pleased with the way their goods have been featured in the San Francisco market.

Arthur Bachman, president of S. Bachman & Co. organization, has departed for a trip to Europe. He will join his family, who are already there. Maurice Falkenstein, vice-president of the same company, has been enjoying a well-earned vacation.

W. Peters, sales manager for the Bachman Co., has been making the near-by cities, with excellent results.

Charles Kneubel, representative of Charles the Great, and allied lines, is making his home on his farm at the present time, but running in to see the boys of the trade and to see that they behave themselves. It is rumored that Charl is about to become independent of the cigar game as he has a bumper crop coming on.

The H. Barcovich Cigar Co. is installing a new manager in its Fresno store in the person of J. V. Stayton.

Solly Spring of the Spring Cigar Co. of Seattle, has been spending some little time in the city in company with his wife. He is taking time to call on many of his old friends and business acquaintances.

A Big Favorite

Johnny Green, representing the Hava-A-Tampa Cigar Co., of Tampa, Florida breezed into New York last week, and made as big a hit as the Hava-A-Tampa cigar has made in Gotham, which is going some, to say the least.

Returns to Cuba

Walter Sutter, of the Walter Sutter Co., Havana, returned to Cuba last Saturday on the steamship *Calamares*, after a several weeks stay in New York.

Studying Local Market

Ed Reis and George Reis of Louisville, Ky., are in New York this week studying the local market.

SELGAS & COMPANY
IMPORTERS & PACKERS
Havana & Porto Rico Tobacco
Warehouses:
Havana—Consulado 138-140
Porto Rico—Manati
128 Water St.
NEW YORK

HINSDALE SMITH & CO.
Established 1840
Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane
Cable Address "Nargil"
SPRINGFIELD, MASS.
New York
Telephone 901 John

Legal Lore

One Kind of Case in Which Your Delivery Driver Can't Let You in for Damages

You men who use delivery motor rucks or delivery wagons in your busi- ness—and no doubt most of you do—and who as I have explained in previous rticles are largely at the mercy of your lrivers when it comes to the negligent lriving which breeds damage suits, will e interested in a case just decided by an Appeal Court bearing on this question.

As I have explained, the driver of a lelivery vehicle is the agent of the owner, nd anything he does within the scope of iis employment binds the employer. This ias often let the latter in for heavy dam- ges. For instance, the books are full of ases in which drivers, in ordering off oys who climbed on behind, were un- ecessarily harsh and caused injury to ome boy. In almost all those cases the mployer was mulcted in damages because he driver was acting within the scope of is employment.

The case before me, however, shows hat there is a line beyond which the em- loyer's liability does not extend, and it s very interesting and at the same time nportant to note where that line is. In his case a driver, in the course of deliv- ring certain merchandise, left the truck tanding in the street while he took the oods inside. While he was gone a 3- ear-old boy crawled into the truck and layed there out of sight of the driver, 'ho climbed on the truck again and drove ff. In a little while the boy got scared nd while trying to get out fell off the nning board and was badly hurt.

The child's parents brought suit against ie driver's employer on the ground that ie driver had been negligent in operating ie car, as he should have seen that no ildren were on it before driving off, or ther to state it differently, should have oticed that this child was on the truck id removed it. This negligence the aintiffs tried to charge up against the nployer.

The lower court, which tried the case, rew it out on the ground that the driver dn't been guilty of negligence, but even he had, it wasn't the sort of negligence hich could be charged to the employer. he case was carried to the Appeal ourt, which has just affirmed the deci- on. I say again that I regard of great nportance the line between the kind of gligence on the part of a delivery hicle driver which lets his employer in r damages, and the kind that does not. The following extract from the court's cision shows that the crux is whether e driver, when he committed the negli- nt act which was the cause of the in- ry, was acting within the scope of his nployment, or in other words, doing the ings he was supposed and hired to do a driver:—

"The suit was instituted against the vner of the truck, and not its driver. a recovery is to be had, it must appear at the injuries were the result of some gligent act performed by the driver ithin the course of his employment, or at the conduct causing them was wilful. ven though the boy was on the car by vitation or permission of the driver, un- ss the consent was authorized, express- or impliedly, the employer is not to be ld liable, except for injury resulting om some wilful act. The driver has no ght to impose upon his master an oner- s liability by holding him responsible for the safe carriage of any person he may see fit to accept as a passenger. * * * The employee's duties were those of an ordinary driver of a truck, and at the time of the accident he was engaged in the performance of such duties. He had no implied authority to permit boys to ride on his truck, and acted beyond the scope of his employment when he did so.

The driver had no implied authority to carry the injured child or any other—indeed, it is uncontradicted that his express order was to the contrary. Such privately given directions to perform duties in a specified manner will not relieve from liability, when the employee proceeds in a different way, causing injury, provided the act is done as a part of the master's work, and apparently falls within the general line of the servant's duty. Here, however, the undisputed facts show the driver, in permitting the boy to ride, was acting outside the course of his employment, and it was the duty of the court to so declare as a matter of law.

"Plaintiff insists the conduct of the driver in failing to remove the child from the truck, while employed in his master's business, though acting beyond his authority, was so wrongful as to justify a finding that the injury was inflicted wilfully or wantonly, thus imposing liability upon the defendant. The fact that the injured one was of tender years, though relieving it from any charge of contributor negligence, does not alter its status as a trespasser. In such case, a recovery can be had only where the injury was wantonly or intentionally inflicted. Thus verdicts have been sustained where the trespasser has been forcibly removed or driven from cars while in motion. Where, however, the proof fails to show the wilful infliction of some harm, or facts from which such purpose may be inferred, the master cannot be held liable.

"A careful review of the record now presented leads to the conclusion that the driver of the truck had no implied authoritory to carry the injured child. He was not engaged in furtherance of his master's business in so doing, and for his negligence, if any appeared, the employer cannot be held responsible. Though engaged in the work of the company, the harm was caused by act done beyond the scope of his authority, and no liability attached to the defendant."

What the "scope of employment" means in these cases is the work a driver is supposed to do. He is supposed to drive the vehicle for the purpose of delivering goods. He is supposed to keep it free from trespassers. Anything he does within the range of these acts, if done negligently, can let the employer in for damages. But he is not supposed to carry passengers and if he does that, and somebody gets hurt, the employer isn't liable.—*Copyright, June, 1923, by Elton J. Buckley.*

Corona Case in England

After deliberations lasting well over a fortnight from the termination of this protracted case, Justice Russell delivered his deferred judgment in favor of the plaintiffs, the proprietors of La Corona brand. The judgment is clear and convincing, and lays it down definitely and for all time that if a customer asks for a La Corona cigar the onus is upon the dealer to either supply a La Corona cigar or ascertain that the customer requires a Corona size cigar in some other brand. The plaintiff company, Havana Cigar and Tobacco Factories, Ltd., was entitled, in Justice Russell's opinion, on the evidence in the case, to an injunction:

"Restraining the defendant, his servants

ROBERT E. LANE
Representing CIFUENTES, PEGO & CO., of Havana, Cuba
"PARTAGAS"
107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

TADEMA HAVANA CIGARS
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MAKERS
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EASTERN OFFICE: 222 PEARL ST., NEW YORK
WAREHOUSE: HAVANA, CUBA

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PACKER AND LEAF DEALER IN
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Diehl's Havana Tobacco Cable Code, $15.00
Commission Dealer and Exporter
Havana Leaf Tobacco of all kinds
Special attention given to American and Foreign Accounts
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MENENDEZ, MENDEZ & CO.
Dealers in All Kinds of Havana Tobacco
Specialty—Remedios & Vuelta Abajo Tobaccos
SITIOS 11, HAVANA, CUBA

Telephone M. 2368. Manuel Fernandez Grau.
Cable "Fegrau." Antonio R. Fernandez Grau.
FERNANDEZ GRAU Y HERMANO
Leaf Tobacco Dealers
Monte 116, Havana, Cuba
Large Stripping Plant, 199 Manrique St. Telephone M. 7643. General Offices, 199 Manrique St.

H. UPMANN & CO.
ESTABLISHED 1844
Bankers and Cigar Manufacturers
HAVANA, CUBA
CHAS. LANDAU, Agent, 35 Wall St. New York

HAVANA LEAF DEALERS
SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

CIGAR FACTORY UTILITIES
GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers — Cigar Gauges — Cuban Blades — Molds, etc.
113 Maiden Lane, New York

Read Tobacco and Keep Up-to-Date

A NEW PARK & TILFORD PRODUCT

"TILFORD CIGARS"

THESE CIGARS ARE MADE BY OURSELVES IN OUR NEW YORK FACTORY. In every respect they embody the PARK and TILFORD standard of quality and value.

This new departure has been made for the man who wants a FRAGRANT, VERY MILD AND FULL-FLAVORED CIGAR.

MADE IN SEVEN SIZES:

Tuxedos	10c	Perfectos	2 for 25c
Deliciosos	10c	Invincible Finos	2 for 25c
Londres	10c		
Club House	15c		
Invincibles	15c		

PARK & TILFORD

"Sooner or Later—Why Not Now?"

JOSE HERMANOS

"The Cigar that speaks for itself."

We invite correspondence with good jobbers who are interested in a live wire proposition.

TERRITORY STILL OPEN

Josephson Bros., Makers

65 W. Houston St. New York

D. J. Keith, General Representative

B. WASSERMAN CO., Inc.

Established 1870—Incorporated 1902

77 Chambers St., New York

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and

JOBBERS OF DOMESTIC CIGARS

Distributors of OPTIMO Cigars in Metropolitan Territory and the State of New Jersey

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Imported Cigars

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SPECIALISTS IN PARTIDO

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Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

and agents from selling or supplying in response to any order for some cigars, Coronas, or Corona cigars, or a Corona cigar, or Coronas, or a Corona, cigars or a cigar not of the Corona brand unless it be first clearly ascertained that the customer giving the order does not require cigars or a cigar of the Corona and no other brand."

He granted an injunction in these terms and ordered the defendants to pay the costs of the action. Thus ended one of the "biggest" legal cases in the history of the trade. It occupied the minds of people engaged in the Havana cigar trade for months, the actual hearing taking something like sixteen clear days. Into the moral aspects of the case it is scarcely for us to enter. "Business," it is commonly stated, "is business," and it is difficult to associate a moral standpoint with business, or to dissociate it from it, without being "disputacious." Justice Russell inferred that defendant's personal views constituted a moral defence, and to that extent he exculpated him, although he condemned his said personal view as ill-founded, as shown by his own witnesses, and both exculpation and condemnation must, presumably, be shared by those who were admittedly behind Mr. Oddenino. Justice Russell's valedictory remarks are worth quoting in full.

"Before parting with the case, I desire to make it clear that my decision does not involve any moral reflection upon the defendant's conduct in the past. I accept his statement that his personal view (opposed as it is to that of many of his own witnesses) was that the word 'Corona' in the phrase 'a Corona cigar' referred to size and shape only and not to brand. The evidence in this case has convinced me (and I hope will have convinced him) that his personal view is ill-founded, and that in the majority of cases the word refers to brand only. Assuming him to have been so convinced, he would, I hope of his own accord, have altered the practice which prevails in his establishment. In view, however, of the right asserted through him by those who are behind him in the defence of this action, it is necessary that an injunction should be granted in the terms which I have indicated."

There is one point which should not be lost sight of in this matter, however, and that is, that while there is only one brand La Corona (which now has a legally defined popular version "Corona") there is also a size Corona. Nothing in the Corona case alters that fact. Neither manufacturers, importers nor dealers need have any hesitation in making or supplying a cigar of Corona size and called such. There is no embargo upon either the size or its name.—*London Tobacco World.*

Buys Broad Leaf Crops

Strouse & Holzman, the Water street leaf dealers, have purchased two small crops of high grade Connecticut broad leaf tobacco.

Night-Riding

By ROBERT J. BRECKENRIDGE

In *Lexington Herald*

"The men of my own stock,
Bitter bad they may be,
But, at least, they hear the things I hear
And see the things I see;
And whatever I think of them and their likes
They think of the likes of me."

Daddy can't join the Ku Klux,
The Ku Klux, the Ku Klux,
Daddy can't join the Ku Klux,
'Cause Mamma ain't got no clean sheets.

That's a sweet little song and we think it is about time that some one should write a tender, pathetic little ballad that might go something like this:

Daddy can't scrape no tobacco beds,
Tobacco beds, tobacco beds,
Daddy can't scrape no tobacco beds
'Cause Bobby hid his hoe.

We started this column with a little bit of poetry that seems to mean that all of us Kentuckians ought to understand each other. It's pretty hard to do sometimes. As an illustration, we are a Democrat, a newspaper man and a fox hunter. Now you take a Republican who can't read and who don't like foxhounds. Right there is a dandy chance for an argument, but we don't want to fall out about it.

Lately it seems that the papers are featuring more and more where tobacco beds have been destroyed at night. The chaps who have set those plants out have a perfect right to do that very thing. Evidently there are a lot of folks who don't think so, but nevertheless it's true.

Here is the account that appeared in one of the expeditions:

Night Riders Leave Threatening Note for Growers Outside Pool

"Night riders, who left no clue, destroyed four large tobacco beds belonging to E. L. Proctor on his farm five miles from Winchester on the Cabin Creek pike, this week. Beds belonging to G. Rowland and Hunter Peters, of the same neighborhood, also were destroyed. They left a note threatening Proctor with fu-

(*Continued on page 25*)

Joseph F. Cullman, Jr., President Milton Samuels, Joseph Mendelsohn, Vice-Pres.
Chas. W. Duignan, Treas. Harry S. Rothschild, Sec'y

STERN-MENDELSOHN CO., Inc.

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HARDEE TOBACCO COMPANY
Growers and Packers
FLORIDA SHADE TOBACCO
MADISON, FLA.

Tampa Tidings

TAMPA, Fla., June 16.—Notwithstanding the high prices of leaf, the Tampa manufacturers seem to be well supplied, and able to keep supplied with the finest quality of filler and wrapper. To a degree they are independent of the market fluctuations, short crops, etc. Many of them taking over the same crops year after year, and operating their own curing and packing plants and warehouses in Cuba. And, too, there seems to be a slacking in the demand for the so-called "mild cigars"—the light wrappers.

Optimists A Plenty

Judging from reports coming in from the salesmen representing the Tampa manufacturers, they have every reason to feel, and are, optimistic of the future. Few pessimists to be found here. And this is all based, of course, on actual results being obtained by the salesmen. From California to Maine there seems to be no dead spots. Even Florida, once a 95 per cent consumer of domestic goods, is now the equal of any southern state in consumption of Tampa cigars. The writer remembers when retailers right here in Tampa sold mostly domestic cigars made in the north, and even the "stogie" was a popular smoke. Now a "shipped" cigar would be a curiosity. Nothing but the best made here will do for a Tampa smoker. Judging from last month's record, the wonderful increase in sales of the higher priced, finer quality cigars, the same holding good this month, the smoker at large is recovering his taste for something good. And that's why the Tampa manufacturers are feeling good. Tampa manufacturers are permanent. Their brands stay put.

Illustrates the Point

The following from the *Times*, under caption of "30 Years Ago," demonstrates the statement:

"Letter to TOBACCO dated June 5 says 105,000 cigars shipped the previous week by Sanchez & Haya, 47,000 by Lozano, Pendes & Co., and 25,000 by Emilio Pons & Co. The custom house reports of Havana leaf amounted to 346 bales."

"Pancho" Arango, of Arango y Arango, is visiting New York.

Manuel Garcia, of Perfecto Garcia & Bros., is due to return from Havana.

Manuel Correll, of Correll-Wodiska y Co., leaves soon for Cuba.

Morris Scadron, of the Nordac Cigar Co., is back in Tampa for an indefinite stay. He is speeding up the production end of his business.

Florida Harvesting a Fine Crop

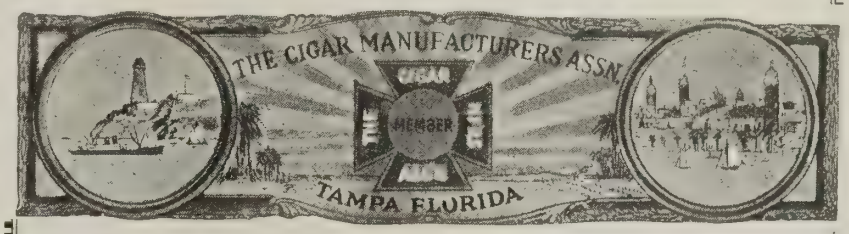
MADISON, Fla., June 16.—Harvesting of one of the finest, if not the finest crop of tobacco this county has ever produced, is now about half over, while some few shades of the first setting are complete. Nature has certainly been good to this county this year sending the needed rains just almost perfect and not sending any hail or storms up to the present time, and if we have two more weeks of good weather we will be in a position to show tobacco that no apologies for will be needed, as the tobacco is now curing up in the barn as nearly perfect as possible.

First of 1923 crop is being taken in the Hardee Tobacco Co.'s packing house and put in sweat today, just twelve days earlier than last year.

Large Barn Full of Tobacco Burns

W. Goldberg, of Friedman Goldberg Tobacco Co. had the misfortune to lose a large barn and it brimming full of his finest first middles, or second priming of shade tobacco Thursday night by fire. It is estimated that the barn contained about six thousand pounds of fancy tobacco, which would be worth about one dollar per pound thereby making his loss quite heavy as he only carried $3,000 insurance on tobacco and $1,000 on the barn. Mr. Goldberg has the sympathy of the other growers, as he was already undershedded, having only four barns for twenty-seven acres of very fine

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Comprises All of the Leading and Representative Cigar Manufacturers in Tampa, Uniting in the Three-Fold Effort of:—
1st—Benefiting our members.
2nd—Maintaining the high standard of "Tampa" workmanship by seeing that our labor is justly treated.
3rd—Protecting the *dealer* and the *consumer* against unscrupulous methods of others by issuing to our Members the following "Identification" stamp:—



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CIGARS
LINCOLN BROS., Manufacturers
466-468 Broome St., New York
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CIGARS

CAUTION
THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.
STARLIGHT BROS., INC.
Established 1873 Manufacturers New York

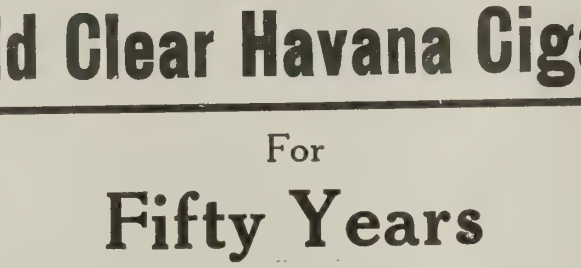


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SAN FELICE

2 for 15c

Two Good CIGARS

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10c — 2 for 25c — 15c

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tobacco and he fully expected to be able to refill this barn with his last primings. It is thought that fires that were built for the purpose of drying or wilting down the tobacco was built too close to a lot of charcoal that was in one corner of the barn, was the cause of the fire.

A. E. Fraleigh, Jr., owner of Florida Leaf Tobacco Co., is expected home from New York shortly. Mr. Fraleigh has been away on a selling trip for more than a month spending most of his time in the west, he reports good business; while orders are small they are rather plentiful as the manufacturers' stocks are very low.

Gadsden County Breaking Records

QUINCY, Fla., June 16.—One of the Gadsden County plantations will send some tobacco in to the Growers Tobacco Co.'s warehouse next week, which will probably be one of the earliest deliveries on record here.

The growing and curing seasons have been unusually good thus far; plenty of rain, but not too much. The crops are curing out evenly and the colors look better than they have done in ten years before.

On one farm here the first priming was taken off the tobacco fifty-two days after it was transplanted, and all of the older packers here agree that such luxuriant growth produces exceptionally fine quality tobacco.

With about sixty per cent of our crops in the barns, we would like to have an office representative of TOBACCO here to look the situation over, in order that the local conditions might be adequately broadcasted to the tobacco trade.

"Tramp" Cigarmakers

YORK, Pa., June 18.—"Tramp" cigarmakers like "tramp" printers, according to the impression of the general public, exist only in memory. Your correspondent is assured, however, that the tramp cigarmaker, like the cigar store Indian has not entirely passed out. In York county, it is said, Yorkana is a great rendezvous for this kind. Several summers ago, so goes the story, a number of these tramp cigarmakers established a hobo boarding house there. They rented an old barn and equipped it with sleeping bunks and facilities for cooking and washing clothes. Some of these birds of passage remain for only a few days, others a few months, while others continue a year. A few have remained and become permanent residents, married and established families. Yorkana, East Prospect and some of the other small cigar manufacturing towns are located in "dry" territory and therefore there is no drunkenness among these traveling cigarmakers. Coming from Lancaster county most frequently, they travel by trolley or get "lifts" on motor vehicles on the Lincoln Highway to Hallam, and then "hike" to East Prospect or Yorkana, a distance of five or more miles. Many of these cigarmakers are typical hoboes. Nearly all, however, are good mechanics and know their business. When they work, they make good wages.

Cigar Factory to Open July 15

CLARKSVILLE, Tenn., June 16.—In view of the opening of the cigar factory on or about July 15, the American Cigar Co. has written to the local authorities asking that full publicity be given to the probable date when the opening will occur, in order that as many people as are interested may apply for positions.

Baltimore Market

Sales Fare Larger Than Receipts

BALTIMORE. Md., June 14.—Gieske & Niemann, leaf tobacco merchants make report as follows:

MARYLAND.—While receipts were only 169 hogsheads, sales totaled 648 hogsheads for the past week, the greater part of which were taken by the buyers for the French Regie. Prices held very firm for all grades.

OHIO.—Receipts, 8 hogsheads; sales 2 hogsheads.

Crop Prospects

MARYLAND.—Farmers have finally had a good planting season this week, and probably about 75 per cent of an average crop has now been set out. Considerable replanting is being done.

Association Data

The Leaf Tobacco Association of Baltimore City, issues these statistics for the week ending June 13:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date	Same 1922
Maryland...	234	3,975	4,209	2,990	3,408
Ohio	5	299	304	236	203
Total.....	239	4,274	4,513	3,226	3,611

Reinspections this week: Maryland, 65; to date, Maryland, 1,219; Ohio, 68.

Deliveries

	Maryland: Coastwise and Domestic	Maryland: Foreign	Maryland: Total	Ohio	Tota
This week....	1	246	247	1	24
Previously ...	1,917	7,569	9,486	1,030	10,51
Totals	1,918	7,815	9,733	1,031	10,76

Stock in Warehouses

	Maryland	Ohio	Tota
Stock Jan. 1.....	9,590	3,025	12,61
Receipts since.....	2,990	236	3,22
	12,580	3,261	15,84
Delivered since....	9,733	1,031	10,76
Stocks today.....	2,847	2,230	5,07

Sales

	Maryland	Ohio	Tota
This Week	648	2	65
Previously	2,644	809	3,45
Totals	3,292	811	4,10

Earl Rost Takes Bride

YORK, Pa., June 16.—Earl Rost, cigar manufacturer of Red Lion, and Miss Erma Husson, daughter of Mr. and Mrs A. E. Husson, of Dallastown, were married Thursday, in the United Brethren church, Dallastown. The ceremony was performed by the Rev. E. C. B. Castle the pastor. Miss Beulah Castle played the wedding march. A few invited friends witnessed the wedding. The newlyweds after the ceremony were greeted upon leaving the church with a shower of rice and confetti. The automobile in which they came to York, where they boarded a train for Buffalo and Niagara Falls, was decorated with tin cans and appropriately worded placards. After a 10-day honeymoon trip, Mr. and Mrs Rost will return to Dallastown, where they will make their home. The bride is a graduate of the Dallastown high school and during the past year was a teacher in the Red Lion public schools. The bridegroom is the son of Mr. and Mrs. C. A Rost and is a graduate of the Red Lion High School.

Daniel Spangler, one of the oldest cigar manufacturers of Red Lion, finding the business dull, has decided to launch a new industry in that town. He will conduct an automobile "laundry" in the loft at the rear of his factory.



All "CHARLES DENBY" and "LA FENDRICH" cigars, strictly hand made, are manufactured in this ONE factory, under ONE management—under ONE supervision thus always insuring that ONE dependable quality.

H. FENDRICH (Incorporated)

Evansville, Ind. **Established 1850**

Night-Riding

(*Continued from page 22*)

her violence if he continued to raise obacco outside the pool. The note was igned 'X Y Z.'"

It says the notes were signed "X Y Z," Ve don't know who X Y Z is, but the A B C of justice says it's wrong, and naybe if X Y Z would only stop and gure on it he or they might agree with s. We suppose that primarily the night iders desire to issue a warning that here must be no tobacco raised except y those who have joined the pool. Perhaps they have hurt those whose beds ney destroyed, but they have hurt the ool, the burley organization, a great deal ore. They have also hurt the old state f Kentucky, because these reports are roadcasted throughout America and it eeps men of influence, of wealth and poition who desire to invest in the future f our commonwealth from doing so.

We hate to think that our sort of olks would deliberately do a thing that a reproach to the Old Kentucky Home. don't look right for a crowd of upanding Kentuckians to wait for the ark of the moon and then go and jump a little wiggly tobacco plant, does it? f course it don't.

We're a night rider. Lots of these ghts you'll find us chugging along the kes or down under the cliffs by the ver trying to keep dry (you know the rt of dry we mean), and we have alays felt that no Blue Grass Kentuckn would want to hurt anything after ark. Those that do have the wrong ea.

If a chap does something he thinks is ght and you think is wrong, it's a detable subject. Talk it over, try and t together on it, if possible. The state Kentucky is bigger than you or us any group of men. She should have e best support we can give her. It's ly by trying to be a decent lot of chaps at homes can be made happy, women d children contented. When you ride night, intending to hurt someone, you rt her you should support and ultiately hurt yourself.

We're not preaching. We can't talk e a preacher—we wish we could. e're talking like a Dutch Uncle. If u have to ride at night come and go ith us fox hunting. That can't hurt ything, not even the fox. You'll hear e night birds call to their mates. You ill feel the evening breeze, clean and eet, as it ripples across the bluegrass eadows. You'll listen to the mellow, elodious notes of the flying hound and u'll have the pleasure of meeting some the biggest liars in the state of Kencky, and that's more sport than jumpg in the middle of a tobacco bed.

he men of my own stock,
They may do ill or well,
ut they tell the lies I am wonted to,
They are used to the lies I tell.
e do not need interpreters
When we go to buy and sell."

Soil Economy

The proposal of Clifton Rodes to bring e farmers of Kentucky, Tennessee and diana who are members of the Dark bacco Growers' Co-operative Marketg Association into touch with the Agultural Colleges of these three States r the purpose of putting into effect e best methods of diversification of ops deserves the careful consideration every farmer in the section. Conditions may be allowed to go on as they are with the constant drain on the soil that tobacco takes or there may be provident conservation that will insure the land from being impoverished. It is the latter alternative that Mr. Rodes seeks, and the Agricultural Colleges are heart and soul in the movement.

Tobacco, as is generally known, is destructive to the soil. Where raised consecutively over a period of years it has left the land practically barren. Acre after acre in Central Kentucky has been reduced to grass as the result of this improvidence, and time and toil and money will be necessary to bring back to it the nitrogen that has been taken from it.

It has been the fertility of the soil that has made the Kentucky farmer careless of the future—this and the fact that tobacco has been one of the most remunerative crops. Yet no father wants to bequeath to his children useless land, because he has drained from it the last vestige of its wealth. The other expedient, care and diversification, will bring an equal if not a better yield and his children or his children's children will make the proverbial two blades grow where one grew before on exactly the same soil, by scientific methods of agriculture.

A recent bulletin from one of the Agricultural Colleges suggested a three-year diversification programme which had been found by experimentation. It called for the first year for a crop of tobacco; the second for a crop of orchard grass and red clover mixed; the third year for red clover.

Perhaps there are other plans of rotation which might be more remunerative and equally effective. The farmer, of course, wishes, and should wish, to get the best return from his land. It has only been natural that he has grown tobacco where he could get a greater return from tobacco. But it can be demonstrated that he can get the best return in the long run from conservation, from diversification and at the same time take cognizance of the future welfare of the State and his children.

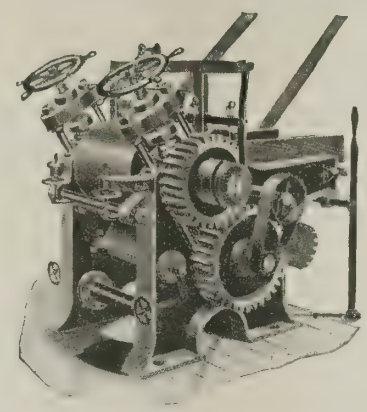
An organized movement looking to this end will mean much to Kentucky.—*Louisville Courier-Journal.*

Troubled With Wildfire

Growers in Hartford County are reporting considerable trouble with wildfire, the disease which came from the South three years ago and has interfered to a considerable extent with the culture of the crop. For several days reports have been sent in to the office of the Hartford County Farm Bureau regarding this troublesome disease. Under the direction of Manager Benjamin G. Southwick, liberal spraying has minimized the trouble except in the case of some seed beds which had got beyond treatment.

While there are cases of this disease here on the east side, the most of the trouble seems to be in the tobacco belt on the west side. It is hoped that by proper treatment of soil and plants at the time of setting out the trouble may be checked. For the past three years tobacco growers had met hardships and it will be a serious matter for many if they encounter another unfavorable season this year. Last season the rains were too frequent resulting in the washing of the gum from the leaves and making the light weight. —*East Hartford (Conn.), Gazette.*

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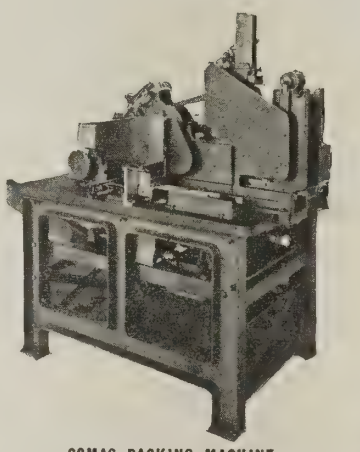
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QUINCY, FLA.

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Jos. Wedeles, Sec.-Treas.

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J. & O. ALTSCHUL TOBACCO CO.

Growers, Packers and Wholesale Dealers in



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Fine Florida and Georgia Tobaccos

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Growers Tobacco Co.

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E. L. KOHLBERG & SON
CONNECTICUT TOBACCOS
144 WATER ST., NEW YORK
Telephone John 2821

Connecticut Tobacco Crop Makes Good Getaway

There Are a Few Dry Spots Where Rain Is Much Needed—Plants Making Rapid Growth Despite Cool Nights—Bekkedal's Plans Penetrate the Future.

HARTFORD, June 16.—During the past week conditions were very favorable for the transplanting of the 1923 tobacco crop throughout the valley, and today many crops are all set out. Other growers are well along with the work, and another week the work of transplanting in the valley will practically be done.

The weather as yet has not been extremely hot and the plants have not burned up as they do sometimes at setting time. The ground is still moist, except on the surface, and the plants are taking root quickly. The fields look fine.

Some of the seed beds that were not dusted, the growers trusting to pot luck, now some "wildfire" and have been abandoned. However, in most instances plants have been plentiful and have kept the growers well supplied. Some growers have been crowded to keep up with the growth of plants in beds. But just now there is some demand for plants, as some of the larger growers did not put sufficient seed beds for their acreage; as a result they have "pulled down" very close.

Hoeing got a good start during the last few days, and while earlier in the season it looked as if the crop would be late in getting started, weather conditions have become favorable and the crop will not be as late as was at first anticipated.

Association Affairs

The election of directors of the Connecticut Valley Tobacco Association on the 12th inst., resulted in the re-election of 20 of the 21 members of the old board and on the 19th they held a meeting to reorganize and elect their officers for the ensuing year.

Very little criticism is now heard on the part of the growers, not as was the case a few weeks ago, and this would indicate that the growers are well pleased with the work of the management by having the old board of directors practically a unanimous re-election. In fact the work of taking over 85 per cent of the stalk cut tobacco grown in the Connecticut Valley (over 22,000 acres), assorting it, putting it into cases and securing proper warehouses to handle it all 6 or 7 months was a tremendous "stunt" as much of the tobacco could not be gotten into the bundle until April and May, owing to the lack of damp weather during December, January and February and many of the warehouses during those months did not have much tobacco to work on and to keep running were forced to take in part crops.

Had "damps" enabled the growers to get their tobacco in the bundle earlier, the work of the final clean-up of the crop would have been a month earlier than it actually was.

Many of the warehouses closed down early in April for lack of tobacco. The officers are to be congratulated with the way they pulled out of what looked like an almost impossible task to accomplish. Also, while the work of putting up the tobacco was going on, the officers entertained the trade and practically sold out all the Havana seed and shipped it as fast as it was out of the sweat, and several hundred cases of No. 2 seconds, broken fillers and loose leaves from the Broadleaf, also were sold and shipped. It was surely a case of "coming in and going out," and tobacco was on the move all the time.

The work of getting the Broadleaf ready is now going on, and within a short time that which is in shape will be ready for the trade.

During all this busy campaign of handling the 1922 crop, the work of formulating a hail insurance protection for the association's members has been worked out and on June 1 a "binder" was placed and the insurance became effective. The amount of the blanket policy issued to the association was $4,000,000. This is a very liberal policy and the saving of over 100 per cent in the rate over former years. The amount written per acre is $300 and with this protection the growers have established a better credit with fertilizer concerns and banks.

Assists Father in Vacation

Seymour Gans, son of M. J. Gans, is devoting his vacation-time helping his father with his tobacco business. Seymour is a Yale student.

A. Sariego, who has been traveling for the past four months throughout the United States, is now at the headquarters of M. J. Gans, 219 State street, Hartford. Señor Sariego has a legion of friends in the tobacco trade and important connections both in Porto Rico and Cuba, as well as being the representative of the old reliable house of M. J. Gans.

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PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
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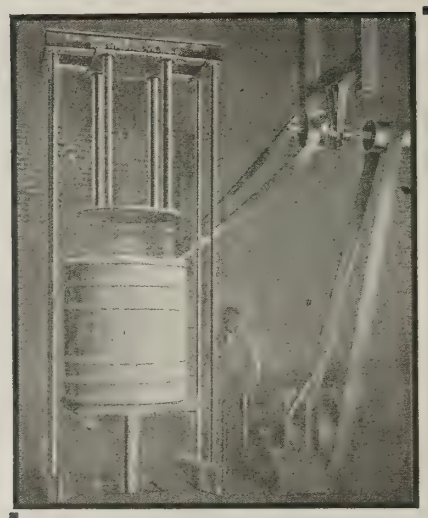
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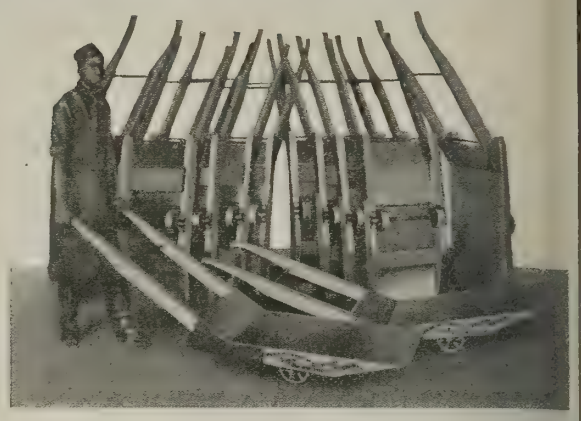
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Cable Address "Dibrell"—Danville

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Leaf Tobacco Brokers

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Cable Address: THORPE.

Established 1886

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Clean, Uniform Strips a Specialty

ROCKY MOUNT, NORTH CAROLINA, U. S. A.

Crop Conditions Around Oxford

OXFORD, N. C., June 16.—The crop in this section is planted and good rains Monday and Tuesday enabled those, who were fortunate enough to have plants, to finish replanting their crop.

After a careful investigation, we find the following crops conditions:

The acreage planted as compared to last year is 82½ per cent, with the condition of the crop, 75 per cent.

Some of the early plantings show a tendency to button. A considerable quantity of the late plantings were large plants and what the outcome of the crop will be, it will be some time before an estimate can be made.

The bankers and government representatives report the cotton acreage increase in Granville county as 100 per cent.—W. A. ADAMS Co.

Clean-Sale at Richmond

RICHMOND, Va., June 16.—It has been some years since we have reported a sale of loose tobacco on the warehouse floor in the middle of June, but we had a very good sale this week. Owing to a good "season," after nearly a month's dry spell, the farmers were able to clean up their barns and get the balance of crop to market. Of course there was a large proportion of damaged tobacco in this last clean up, but prices were very good altogether. Since our last report, on May 19, which we thought would be the final report for this crop, this market has sold 34,280 pounds at an average of $10.25.

We think this is the final cleanup of the 1922 crop of suncured tobacco in Virginia. The copious rains of the past week have been the salvation of the growing crop.—R. C. MORTON & Co.

Says Crop Will Be Small

RICHMOND, Va., June 16.—Farmers seen about the tobacco warehouses yesterday declare that the plant situation has not been magnified and that the average this year will be small. An observant man in close touch with the farmers of the State says that reports coming to him from every section of the State tell of the small supply of plants. Land had been prepared and there was a fine season, but it didn't take very long to set out what plants there were.

"The trouble with the plant beds," said this man, formerly a grower of tobacco, "was that the few early plants not kille by the fly grew to be so large that the shaded and ruined the smaller plants.

"Then, too, many farmers used nitrat of soda on their plant beds and with th continued dry weather, the plants burne up. Hauling water to sprinkle the bec was too much to undertake with so litt labor as farmers have been able to get th year. No, sir, I don't believe in the ligl of the latest information that there can b more than 50 per cent of a crop planted

Co-operatives Claim Gain o $36,000,000

RALEIGH, N. C., June 18.—The fir year of co-operative marketing has r sulted in an increased payment of $36 000,000 to tobacco growers of Virgin and North Carolina alone.

According to the recent report of th Federal Reserve Board, there was a 4 per cent increase in the average price p hundred pounds for bright tobacco Virginia, where the growers receive $42,000,000 for their crop this past se son as compared with $19,000,000 in 192 22. Final returns for the North Carolir growers were approximately $76,000,00 an increase of $13,000,000 over the pr ceding year, according to the Federal R serve Board's statement.

In spite of a decrease of over 84,000 000 pounds in the exports of Unite States tobacco to foreign countries, r ported by the Department of Commerc and in spite of increased production Virginia and North Carolina, the fir season in which tobacco growers of th section have organized for marketir their crop, has resulted in raising th price of their product at practically a points in the tobacco areas.

With 240,000 farmers now marketir over 500,000,000 pounds of tobac through their co-operative association the planters of Kentucky, Indiana, Oh and Tennessee have also experienced th benefit of a steady rise in prices. Fro present indications organized tobac farmers of America will market mo than a half of the total crop of the Unite States during the season of 1923.

The benefits of co-operative marketir to the farmers of South Carolina we described by the Commissioner of Agr culture for that state in his annual r port as follows: "While the 1922 cr of tobacco was practically as large a that of 1921, and the quality was no be ter, the price was nearly 100 per ce higher. The result of co-operation."—W D. FRISSELL.

Established 1857

R. C. MORTON & CO. LEAF TOBACCO DEALERS

RICHMOND, VIRGINIA

Bright and Dark Virginia
Burley—Western—Seed Leaf
Strips—Scraps—Stems—Cuttings

Cable address, Morton-Richmond

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"OLD BELT" SMOKING TOBACCO a Specialty

DANVILLE, VA.

E. V. WEBB & CO. Cable "IRVINE," Kinston, N. C.
Leaf, Strips, Scraps and Stems
ORDER OR CONTRACT COMPLETE FACILITIES
CORRESPONDENCE SOLICITED SAMPLES ON APPLICATION
KINSTON, N. C., U. S. A.

"What Raised Tobacco Prices?"

B. W. Snow, writing in the *Farm Journal* on the "1923 Crop Prospects," says:

"The tobacco situation this spring seems to me a good example of such faulty reasoning from insufficient data. The recovery in tobacco prices from the unwarranted low levels of 1920 has been credited to the establishment of co-operative tobacco marketing, and too many growers have jumped to the conclusion that a system of marketing can overrule the law of supply and demand. Such an idea at this time is exceedingly unfortunate, because the inevitable result will be to discredit co-operative marketing at a time when such a system rationally followed is capable of tremendous usefulness to both producer and consumer.

"The danger signal is already up. A tobacco acreage increased this year 10 per cent over that of 1922, equal to 9 per cent more than the war average of 1918-22, and 55 per cent greater than the pre-war average of 1909-1913, surely guarantees a supply far above world needs.

Too Much Tobacco

"It is unsafe to rely on business activity and good industrial wages tending to increase tobacco use. It is true, but it is not sufficient. The world's demand for tobacco is relatively uniform, and there is nothing in sight to offset a proposed acreage increase of 10 per cent. In the end demand and supply rule, and demand is too inelastic to adjust itself to any such inflation of supply."

University Tells How to Improve Tobacco

KNOXVILLE, Tenn., June 16.—Tobacco grown under methods suggested by the crops department, University of Tennessee, last year netted $150 more profit per acre than the average acre for the county of 850 pounds.

Since yield is associated with quality in tobacco this does not represent the full gain. The increase at average prices would be more than $150 per acre.

The farmers not only followed instructions on the one demonstration acre, but in many cases their entire crop was handled in the same way. At least 1,000 farmers in the county were inflenced by the experiment, and it is expected that many more farmers, both in Montgomery county and all over the state, will profit from the experiment.

In 1920 less than 100 acres of tobacco were grown in Knox and adjacent counties, all of which was shipped to Greenville. In 1921 through efforts of the extension service, county agents, and the East Tennessee Tobacco Association, 200 acres of tobacco were grown and marketed, averaging about 1,000 pounds per acre. The tobacco sold for slightly less than 30 cents per pound.

Great progress in the development of tobacco in Tennessee is anticipated.

Anticipate Prosperous Year

KINSTON, N. C., June 16.—A few brief weeks stand between thousands of eastern Carolina farmers and prosperity, in the opinion of authorities here. The thousands specifically referred to have not known prosperity since inflation "blew up" after the war. The finest tobacco crop in three years is maturing in fields for many miles in every direction from this city. Reports from scores of localities in Lenoir, Jones, Duplin, Wayne, Greene, Pitt, Cravèn and other counties during the past few days have indicated the best stand since 1920. Experts here, keeping an eye on the foreign as well as the domestic markets, since great quantities of eastern Carolina tobacco are consumed in Europe, Asia, Australia and other parts of the world, are frank to state belief that the prices for good quality "weed" in September, October and November will be "very satisfactory."

New Twist Tobacco Factory

GALLATIN, Tenn., June 16.—A new tobacco firm has opened its doors in Gallatin for the manufacture of twist tobacco. The new concern is located on West Main street and is owned by H. J. Renn and John A. Soper of Gallatin. They are well known tobacco men. Mr. Renn having formerly been buying agent of leaf tobacco for Liggett & Myers Tobacco Co., in North Carolina, South Carolina, Virginia, Kentucky and Tennessee. The firm will put out only twist and will use only the best grades of tobacco.

Tom Lee, for many years with the Anderson Tobacco Co., of Gallatin, will be with the new firm.

Jugoslavia May Export Cigarettes

The Administration of the Tobacco Monopoly of the Kingdom of the Serbs, Croats and Slovenes (Jugoslavia) is at present considering the question of opening up the exportation of cigarettes to foreign countries. The Administration can turn out cigarettes far in excess of domestic requirements. It has at present on hand a large quantity of cigarettes ready for export. In view of the very excellent quality of the tobacco grown in the Kingdom these cigarettes should find a ready market.

Owns Ford and General Ford Trade-Marks

Every once in a while some factory begins to manufacture cigars under the title "Ford," only to discover later that they have no right to use the name. For more than 25 years, cigars under the trade-mark "Ford" have been manufactured by John F. Convey & Co., of Middletown, Conn. All rights, title, and interest in the trade marks or trade names, "Ford,' and "General Ford," used in connection with cigars, together with rights issued by the U. S. Patent Office, are claimed to be the exclusive and joint property of John F. Convey & Co., of Middletown, Conn., and John A. McAdoo, of Charlotte, N. C.

Celebrates Anniversary

William A. Nelson, of Grosvenor Nicholas & Co., and Mrs. Nelson, entertained a number of their friends last Tuesday, on the occasion of the fifth anniversary of their wedding. May the happy couple be spared to celebrate many more anniversaries, silver, golden and otherwise.

ANDREW JAMISON, President Established 1885; Incorporated 1910
W. A. ADAMS COMPANY
—BUYERS AND EXPORTERS OF—
ALL GRADES OF OLD BELT
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INCORPORATED
Leaf Tobacco Dealers
We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.
Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.
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TOBACCO SEED
Slate Seed Company
The Largest Tobacco Seed Growers in the World
SOUTH BOSTON, VA., U. S. A.

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WHITEHEAD & ANDERSON
LEAF TOBACCOS
Commission Merchants and Exporters
If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.
WILSON, N. C., U. S. A. *The largest bright leaf tobacco market in the world*
Cable Address: "Dorothy" Codes A. B. C. 5th Ed., Arnolds No. 5, Western Union

Cable Address: WILTOBAC, Wilson, N. C.
WILSON TOBACCO COMPANY
Dealers in **LEAF TOBACCO**
Strips, Scraps and Stems Samples submitted on request
WILSON, N. C., U. S. A.

GEO. A. LEA & CO. **Leaf Tobacco Dealers**
DANVILLE, VIRGINIA, U. S A.
Virginia and Carolina Cigarette and Smoking Tobacco a specialty
Export and Domestic Types
Established reputation for careful grading and packing
Our own buyers in best markets
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To protect your goods, you ought to pack it in our paraffine lined, weatherproof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
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Commission Merchants
For the Purchase of Leaf Tobacco for Home and Export Trade
To manufacturers using the rich, sweet "Old Belt" tobaccos sold at Durham, we tender our facilities for buying and packing. Correspondence and enquiries solicited.
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Largest Loose Leaf Tobacco Market in the World
W. T. CLARK & COMPANY
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Dealers in All Grades Bright Leaf, Strips, Stems and Scraps
Packed for Export and Domestic Trade
We operate in North Carolina, South Carolina, Virginia and Georgia
Head Office: WILSON, NORTH CAROLINA, U. S. A.
Packing guaranteed. Samples submitted on application.

Trade-Marks Filed

In U. S. Patent Office

The following trade-marks were published in compliance with section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

* * *

Ser. No. 176,632. Edward A. Kline, doing business as E. A. Kline & Co., New York, N. Y. Filed Feb. 26, 1923.



176,632

The particular description of goods.—Tobacco Products—Namely Cigars. *Claims use* since September, 1919.

* * *

Ser. No. 178,636. Stephano Brothers, Philadelphia, Pa. Filed April 5, 1923.

SMILES

178,636

The particular description of goods.—Cigarettes. *Claims use* since Feb. 1, 1923.

* * *

Ser. No. 179,486. Rudolph Schwartz, San Francisco, Calif. Filed Apr. 21, 1923.

WEST COAST



179,486

The particular description of goods.—Cigars. *Claims use* since Jan. 10, 1923.

* * *

Ser. No. 177,887. The Zorro Tobacco Co., Inc., New York, N. Y. Filed March 22, 1923.



177,887

The particular description of goods.—Smoking Tobacco. *Claims use* since Feb. 5. 1923.

* * *

Ser. No. 179,416. Philip Morris & Co., Ltd., New York, N. Y. Filed April 20, 1923.



179,416

The particular description of goods.—Cigarettes. *Claims use* since Feb. 15, 1919.

Patents Recently Granted

By U. S. Patent Office

No. 1,456,060. Container for Cigarettes and the Like. Gilbert L. Johnstone, Manhasset, N. Y. Filed Nov. 5, 1920. Serial No. 421,831. 8 Claims.



1,456,060

A blank for a container comprising a sheet of material having scores formed therein to define an end portion of the container, and a partially detached por-

GEO. C. SWAIN F. W. BROWN
GEO. C. SWAIN & CO.
Dealers in all kinds of Leaf Tobacco
Buys on Virginia, Carolina and Georgia Markets. Samples cheerfully submitted upon request.
DANVILLE, VA., U. S. A.

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European Branch Office
103 Place de Meir
Antwerp, Belgium
Cable Address
"Theysco," New York
All Codes Used

Cable Address "Venable"

Arnold's Code 5
Commercial Telegraph & Cable Code

The Venable Tobacco Co., Inc.

LEAF TOBACCO BROKERS

Durham, N. C., U. S. A.

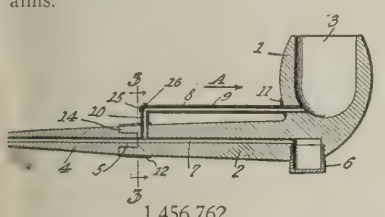
ALL GRADES OF LEAF TOBACCO AND STRIPS

SAMPLES UPON APPLICATION

on located between said scores in the ace defined thereby to serve as a push- g tab, such portion extending outward- beyond one of said scores.

* * *

No. 1,456,762. PIPE. John A. Cham- rs, Newburg, Mo., assignor of one-half James A. Clark, Newburg, Mo. Filed ay 11, 1921. Serial No. 468,566. 3 aims.

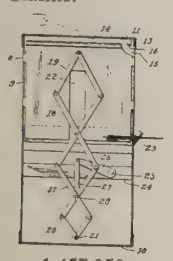


1,456,762

In a device of the class described, a pe comprising a bowl and a stem, the em having a bore; a receptacle detach- ly assembled with the pipe and com- unicating with the bore adjacent to the ner end of the bore; an external con- uit including angularly disposed anches mounted respectively in the wl and in the stem, one branch com- unicating with the interior of the bowl th the bore of the stem; and a closure ember mounted in each branch and iving access to the other branch.

* * *

No. 1,457,050. SINGLE-MATCH DIS- NSER. Albert Abbaticchio, Latrobe, a. Filed June 17, 1922. Serial No. 8,982. 7 Claims.

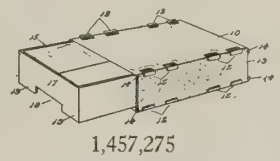


1,457,050

A match dispenser including a casing ovided with a slot, a match tilting arm ranged adjacent said slot, a match de- ery slide provided with means for lding a match, a lazy-tong frame com- sed of cross levers and terminal links d connected with the slide, and oper- ng mechanism pivotally connected with the lazy-tong frame for moving the slide toward said slot whereby to contact the match with said projecting arm to tilt the match and cause the same to project through the slot.

* * *

No. 1,457,275. SELF-CLOSING MATCH Box. Ramon Gonzalez, Manila, P. I. Filed Aug. 7, 1920. Serial No. 401,870. Renewed Oct. 26, 1922. Serial No. 597,- 139. 3 Claims.

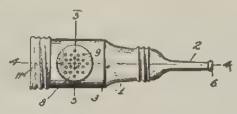


1,457,275

A device of the character described comprising a shuck formed as a rectangular casing, abrasive strip retaining means on the sides of said shuck, retaining lugs formed at the opposite ends of the shuck, a tray slidably disposed within the shuck and of less depth than the latter whereby to define a space between the bottom of the tray and the shuck, a spring of serpentine form disposed within said space and having its endmost convolutions engaging against said lugs, and the end walls of the tray being recessed for the accommodation of said lugs and to define at each end of the tray spaced lugs likewise engaging the endmost convolutions of the spring.

* * *

No. 1,457,154. SMOKER'S ACCESSORY. Thomas C. Erskine, Columbus, Ohio. Filed Feb. 7, 1921. Serial No. 442,916. 2 Claims.



1,457,154

A smoker's accessory comprising a mouth piece, having a socket formed in one end thereof for the reception of an article of tobacco, a metallic casing removably positioned upon one end of said mouth piece, said casing including a longitudinally extending chamber arranged to receive and enclose an article of tobacco projecting from the socket of said mouth piece, the outer end of said casing being provided with a perforated wall,

(*Continued on page 37*)

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Louisville Tobacco Market Reports

LOUISVILLE, Ky., June 16.—The Louisville Tobacco Board of Trade issues the following figures showing hogshead leaf tobacco transactions:

Tobacco Sales for the Week and Year to June 15

Warehouses	Week: Auction sales	Week: Private sales	Week: Total for week	Year. Jan. 1, to date
Turner	...	...	...	792
Kentucky	110	4	123	6,323
Main Street	...	...	...	2,583
Planters-Farmers	119	53	172	7,585
New Tenth Street	24	...	24	2,922
Louisville	...	...	...	4,102
	262	57	319	24,307
Year 1922			859	43,161
Year 1921			560	36,698
Year 1920			254	32,002

Classifications of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	260	2	262
Dark	57	....	57
	317	2	319

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	7,435	14,655	22,090
Dark	1,659	558	2,217
	9,094	15,213	24,307

Classification of Sales to Same Date in

	1922	1921	1920
Burley	41,336	34,300	30,574
Dark	1,825	2,398	1,428
	43,161	36,698	32,002

Comparisons with Previous Years

	1923	1922	1921
Sales—			
Total sales of new crop to date	19,735	14,708	29,769
Sales of new crop to date. Original inspection	16,012	12,213	24,606
Rejections—			
Rejections this Week:			
Burley	69	....	....
Dark	5	....	....
Total	74	203	172
Percentage of Rejections to Auctions Sales:			
Burley	33	....	....
Dark	9	....	....
Total	28	30	33
Rejections, Jan. 1 to Date:			
Burley	4,842	....	....
Dark	368	....	....
Total	5,210	9,166	7,525
Receipts—			
Receipts this week	454	430	590
Receipts, Jan. 1 to date	17,177	26,132	28,454

Official Quotations at Louisville, June 15, 1923

	Burley, Old: Dark Red	Burley, Old: Bright Red	Burley, Old: Colory	Dark Manufacturing
Trash (green or mixed)	7 to 8	8 to 9	9 to 11	to 4½
Trash (sound)	10 to 12	12 to 14	15 to 17	4½ to 5½
Common Lugs	12 to 14	14 to 16	18 to 20	5½ to 6½
Medium Lugs	15 to 16	16 to 18	20 to 22	6 to 7
Good Lugs	18 to 20	20 to 22	22 to 25	7 to 8
Common Leaf (short)	12 to 14	14 to 16	18 to 20	8 to 10
Common Leaf	15 to 17	18 to 20	22 to 25	10 to 12
Medium Leaf	22 to 24	24 to 26	27 to 30	14 to 16
Good Leaf	26 to 30	30 to 32	32 to 35	18 to 20
Fine and Selections	35 to 40	40 to 42	42 to 49½	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed packages from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

Paducah Prospects

PADUCAH, Ky., June 16.—Receipts of loose tobacco have been very heavy during the past week at the Association receiving station, and they have been very busy with receiving, delivering and packing, and have had quite a rush. This is due to the fact that the Association had announced that the books would be closed on this date for making the second payment. No doubt though the rush will continue until the crop is all in, because farmers are anxious to deliver while the ground is too wet to work.

It is hard to estimate how much more there is to come to the receiving houses, but stocks are getting scarce and we don't think there will be more than 2,000,000 pounds left in the country after this week. The greater part of the deliveries are of the common grades, but the condition is generally good.

Our estimate for the 1922 crop was originally 90 million pounds for th Western District. Indications are tha we slightly overestimated the quantity and we now think that 85,000,000 pound will cover the '22 crop.

The weather for the past few day has been fair, which has given the farmers a chance to do some badly neede work in the way of cultivating thei crops and breaking land for planting The facts are we have had the mos unfavorable spring for doing genera farm work that we have had for years We have had rain since April wit very little fair weather for preparin land, but farmers have taken advantag of the time that they could work thei ground and have paid special attentio to planting tobacco, and we think th acreage is practically as large as las year. It looks as if some farmers ha overcropped themselves on tobacco, whic will mean inferior quality in many case Plants have lived and the stand is prac

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tically solid. The early plantings have started growing and a good part of the crop will be early, due to the favorable growing weather since it was planted.

With a continuation of wet weather we will soon see the early plantings damaging by Frenching, but so far no damage has been done and the quality and quantity of the crop depends on weather conditions from now on.—W. B. KENNEDY.

Kentucky Tobacco Sales in May

FRANKFORT, Ky., June 16.—During May there were 1,626,375 pounds of tobacco sold by the warehouses, which brought $187,519.05 according to the May tobacco report issued this week by W. C. Hanna, Commissioner of Agriculture.

Of the amount sold $896,570 were of the 1921 crop and 729,805 of the 1922 crop. The 1921 crop sold for $100,735.55, or an average of $11.23 per hundred pounds and the 1922 crop for $86,783.50, or an average of $11.89 per hundred pounds.

The burley sales amounted to 919,035 pounds, of which 752,490 pounds were of the 1921 crop and 166,545 pounds of the 1922 crop. The 1921 crop brought $90,538.35, or an average of $12.03 per hundred pounds and the 1922 crop $19,001.84, or an average of $11.94 per hundred pounds.

The one-sucker sales for the month totaled 224,750 pounds, of which 127,875 were of the 1921 crop and 97,375 of the 1922 crop. The 1921 crop brought $9,529, or an average of $7.48 per hundred pounds and the 1922 crop $7,390.50, or an average of $7.58 per hundred pounds.

The fired dark sales were of the 1922 crop and amounted to 458,365 pounds, which brought $58,893.36, or an average of $12.84 per hundred pounds.

The Green River sales amounted to 4,225 pounds, which brought $1,266.

Sales at Low Ebb

HOPKINSVILLE, Ky., June 18.—Loose sales of tobacco reached such a low ebb last week that no detailed report was issued. The loose floors seemingly have decided not to announce a definite closing date for their houses, as is usually done, but to continue to keep open and to accept all tobacco which may come and do the best they can in disposing of it. At best this can only be very small amounts, and generally the odds and ends left from crops, and not much is expected from it.

The loose floormen express themselves as well pleased with their business during the season now ending, and are planning to be open for business just the same next winter when the crop is ready for market again.

Crops Need Cultivation

Rains have continued during the last week prolonging the long continued wet spell. It has been highly favorable to transplanting tobacco, but it is now turning the other way; the crop needs cultivation and getting rid of the weeds. Not much can be done in this respect until the rains cease and the ground dries out. It is taken for granted that the crop is now about all planted. Certainly if it is not it is the fault of the farmer and not because he hasn't had a "season."—M. E. BACON.

Owensboro Outlook

OWENSBOBO, Ky., June 16.—An excessively heavy rain during the early part of the week has greatly retarded cultivation of the Tobacco Crop, the planting of which is practically finished; and what seems most needful at present is good warm dry weather to facilitate cultivation.—J. S. PHELON, *Tobacco Broker.*

Dark Tobacco Co-operative Activities

HOPKINSVILLE, Ky., June 18.—It has been announced that the plan for distributing the checks for the second payment to members of the Dark Tobacco Growers' Co-operative Association in the Stemming and Dark Fired districts will be different from that employed in the recent payment to the growers in the One Sucker district. Instead of sending the checks to the various receiving houses and having the growers meet there on a designated day and the checks being passed out to them, as was done in the One Sucker district, the checks for the Stemming and Dark Fired districts will be mailed direct to the individuals for whom they are intended.

This plan was decided upon as being more expeditious and as probably saving the growers inconvenience and loss of time just at a time when they might be busiest with their crops.

The distribution will be made in the Stemming district by July 1 and in the Dark Fired district by August 1. The amount to be paid out will be about $4,500,000 and about 45,000 checks will be issued.

The Drive for New Members

In the One Sucker district, where the drive for new members is now under way, steady increase in the number of new contracts is reported. The campaign is increasing in vigor and reaching out into new territory and contracts are being received at headquarters here in substantial numbers. The last report showed 750 received, but this has been increased since the report was issued.

Considering Warehouse Accommodations

The need for several new receiving houses by the time the new crop begins to move next winter, and of remodeling

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and enlarging some of the present houses, is being given attention already, for it takes time to let contracts and construct these houses. R. E. Cooper, director of warehouses; Charles A. Rogers, associate director; John M. Farra, assistant to the director, and Claude Cocke, director, are the committee having this in charge. Fred Manley, an architect of Knoxville, Tenn., has been employed to take charge of that part of the work and he will come to Hopkinsville this week and open an office in the headquarters building. Mr. Manley has planned a number of warehouses in the Burley district for the Burley association, and one of his buildings was selected as a model for that character of construction. He will do all the planning of the buildings and will superintend their construction.

Criticism at Meeting

At a meeting of the Christian county local of the association, held last Friday, a considerable spirit of criticism developed as to association affairs. These complaints had chiefly to do with a desire for information as to the salary list and a complaint against the second distribution. As to the salaries, Morris Gordon, of the field service division, read a list of the salaries of the head officials and assured the members of the association that they were entitled to any information desired at any time and could always get it.

As to the second distribution, the complaint was as to the amount, it having been announced that the payment would be for 70 per cent of the first advance. It was represented that the farmers are needing money badly and that a payment of 70 per cent of the first advance made them would not be sufficient to tide them over.

Among those making speeches were Douglas Graham, Cordy Hamby and W. W. Radford, and others. Mr. Radford said one need of the association was real "dirt" farmers as directors. These all stated that there was considerable dissatisfaction in their sections among the association members.

J. M. Neblett, secretary of the local, was instructed to get a salary list and to mail it to the secretary of each school district local and that the directors be asked to make the next payment equal to the first if it were at all possible.

Dr. C. C. Croft and W. J. Garnett made speeches urging caution in taking any drastic action. They said that conservative criticism is always welcome, and is sought, from any member and that the directors and officials welcomed all such. But they said that undue or captious criticism would possibly lead to extremes, and that if the members felt there were faults in the association or with the management, the thing to do was to correct these troubles, but to preserve the association in so doing.—M. E. Bacon.

Burley Pool Activities

Lexington, Ky., June 17.—The Burley Tobacco Growers Co-operative Association increased its membership the past week beyond the 85,000 mark, adding 435 new contracts, making the total number signed 85,042, according to the tabulation of reported contracts in the office of William Collins, chief of the Field Service Division.

Of the new additions 144 came from Campbell county, in the territory of Director Dawson Chambers; 57 from the burley counties of Tennessee, where Director W. Y. Allen is aiding J. H. Vantrease in signing up the growers of four counties; 50 from Monroe county, 27 from Taylor, 15 from Adair, 14 from Boone, 20 from Grant, 22 from Franklin, 10 from Henry, 10 from Barren, 8 from Jessamine, 8 from Carroll, 6 from Metcalfe, 7 from Owen, 6 from Harrison and 5 from Scott.

The tabulations do not include contracts signed by workers in West Virginia, Ohio and Indiana and not yet received by Mr. Collins' office.

J. Sherman Porter, editor of the *Burley Tobacco Grower,* returned today from West Virginia. He said that growers of that state, now having the protection of a co-operative marketing law, are joining the association. Logan county, in that state, was opened Saturday with a meeting at Big Creek, which was called by Tom Miller, one of the leading workers for the Association in West Vir-

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ginia, and Mr. Porter said that as a result of Mr. Miller's excellent work and high standing among the growers the association would make a considerable increase in its membership in his territory.

Ralph M. Barker, director of warehouses, returned from Carrolton today. Preparations are going forward there for a great celebration of independence day, July 4. Mr. Barker said that very few growers are out of the association in that county.

Mr. Barker is to be the principal speaker to the men at the organization of a county local in Fayette county next Saturday afternoon at 2 o'clock, and Miss Verna Elsinger, director of social service, will address the women of Fayette, who will organize a woman's auxiliary at the same time.

Women Promise Aid

New Castle, Ky., June 17.—Steps were taken to organize a woman's auxiliary of the Burley Tobacco Growers' Co-operative Association in this county yesterday, when Miss Verna Elsinger, director of social service of the association, in an interesting address to an audience which filled the opera house, presented the plans and purposes of the welfare department of the association.

Between 300 and 400 persons were present at the meeting and about fifteen of the leading women of the county signified their intention to assist Miss Elsinger and Director Bourne in the movement to organize the women of Henry county.

A playlet, under the direction of Mrs. Ben Carroll, which contrasted conditions in 1921 and now, was one of the pleasing features of the program. Readings were given by Mrs. Wendell Berry on "Co-operation" and Mrs. William Muncy Pryor on "Jad, The Pooler," General James Tandy Ellis' famous poem of the old pool.

A Vanished Vanity

Those who read the *Wall Street Journal* yesterday might have seen a human interest story on the first page and, being short, it may be reprinted in full. It follows:

"Internal revenue report of tobacco consumption for April indicates growing preference for ten-cent and higher-priced cigars, which increased from 13.22 per cent to 33.41 per cent above a year ago. Five-cent cigar has not made its expected come-back, increase being only 2.33 per cent above the same month in 1922."

The Five Cent Cigar

Most of us have not yet met the five-cent cigar which has been able to increase itself 2.33 per cent in a year, but most of us, especially those of us who have attained maturity, are gratified to hear of any increase, and we look forward to the attainment of a 3 per cent growth by April of next year. Any increase is worth while, for the general opinion has been that the nickel cigar was more nearly extinct than the buffalo.

We should be glad to meet a specimen of the five-cent cigar merely to see if it still has with it the flavor and aroma which it possessed between 1880 and 1890 or even a few years later. In those golden days it was a thing worth buying, worth carrying and, certainly, worth smoking. To the frugal New England young men of that day it was the only cigar that could safely be used, for, if one bought a cheaper grade, which was then possible, he was marked as a skinflint or, what was almost as bad, poverty stricken, while if he ventured to buy a ten-cent cigar he was regarded as extravagant and, besides, was conscience stricken.

Cigar Smoking Essential

The five-cent cigar was, as it were, ethically correct. The use of the pipe was unpopular, except with folks who contracted the habit while in the war, and while one might, as most did, chew tobacco, to smoke was regarded as exhibiting a tendency toward depravity, even though it was not absolutely wicked. For this reason, if for no other, it was necessary to smoke cigars in order to be moderately popular with the young women of those days.

Then, as later, while no young woman cared to be seen with a youth who was an open and notorious evil liver, she was equally unwilling to be in the society of those who were close to perfection. It will be seen that smoking was a necessity, and five-cent cigars were to be had in all sizes from Tansill's Punch, which resembled a weathered beanpole, down to modest one, such as now sell as low as fifteen cents.

Were they excellent cigars? Memory answers the question with enthusiasm and in the affirmative. But who knows? Therein exists a reason why we should be glad to see an increase in the output so that the smoking public generally could pass judgment upon them.—*Hartford (Conn.) Courant.*

Let Them Smoke

Women who do not want their husbands to smoke are very short-sighted. All husbands must die some time, and in the meantime it keeps them out of mischief and happy to smoke. No man who is smoking a pipe can be hatching up deviltry at the same time. When the Indian wished to resume foreign relations he used the pipe as a symbol of peace. As long as he smoked, scalping had no charms for him.

According to Shakespeare, you remember, Cæsar said: "Let me have men about me that are fat; sleek-headed men and such as sleep o' nights." It is a good guess that Cassius did not use tobacco in any form. And look what he did. He was the kind of person who goes about wrecking cities and nations because he must have some fun. The trouble with such people is that they have denied themselves innocent relaxation, and haven't enough vices to keep them from being a menace to society.—*Life.*

New Members of T. B. C. A.

Bertrand Stranders and Manuel P. Pendas, well-known local leaf dealers, were recently elected members of the Tobacco Products Credit Association.



SEAL OF LEXINGTON CIGAR

A Genuine 10c Hand Made Product. Blended Havana Filler and Broad Leaf Binder.

Open Territory Assigned to Jobbers Only.

THE JOHN C. GUY CO., Inc., Lexington, Kentucky

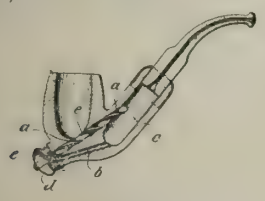
Patents

(*Continued from page* 31)

and a perforate dome formed with and projecting from said casing at a point intermediate of its length.

* * *

No. 1,457,189. Tobacco Pipe. Max Schiers, Grossenbaum, near Dusseldorf, Germany. Filed July 8, 1920. Serial No. 394,857. 2 Claims.

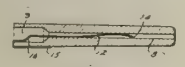


1,457,189

In a tobacco pipe a straight smoke channel connecting the bowl hole with a saliva chamber and a smoke chamber in the shaft discharging high above the bottom of this chamber, the saliva chamber consisting of a removable basin, a straight saliva channel connecting the saliva chamber with the bottom of the smoke chamber, the axis of both channels crossing in the saliva basin, and a spiral grooved pin in the smoke channel fastened to the saliva basin.

* * *

No. 1,457,251. Cigarette Holder. Winsor Josselyn, Carmel, Calif. Filed Nov. 26, 1919. Serial No. 340,759. 7 Claims.

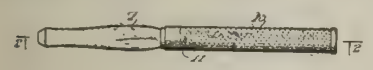


1,457,251

The combination with a cigar or cigarette holder having a longitudinal bore therethrough of a butt ejector mounted therein and being capable of reciprocatory motion with respect thereto, and a resilient scraper element carried by said ejector, said scraper engaging the walls of the bore to frictionally retain the ejector in any one of a plurality of predetermined position and to clean the walls of said bore when the ejector is operated.

* * *

No. 1,457,577. Cigar or Cigarette Holder. George B. Joerger, Chicago, Ill. Filed March 22, 1922. Serial No. 545,868. 1 Claim.

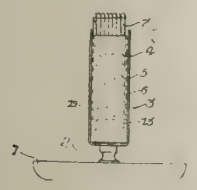


1,457,577

A holder of the class described comprising a bit, a guide member attached thereto, said guide member having cylindrical ends and being partly cut away between said cylindrical ends, and a foraminous cylinder slidable on said guide.

* * *

Ser. No. 1,458,239. Safety-Match-Box Holder. John A. Obermaier, Chicago, Ill., assignor to Wilmort Manufacturing Company, Chicago, Ill., a Corporation of Illinois. Filed Aug. 9, 1919. Serial No. 316,299. 1 Claim.

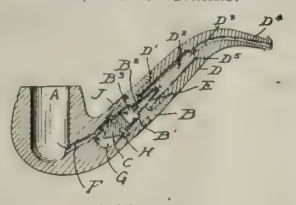


1,458,239

A match box holder comprising, in combination, a single piece of metal bent to a U-shape with a bight equal to the depth of a match box, and arms of a width substantially equal to a match box, the length of said arms being somewhat greater than the length of a match box, and integral projections struck up out of said bight to a distance greater than the difference between the length of a match box and the length of said side portions, whereby said integral projections about the match box itself to hold it projecting above said side portions, and permit the cover to slide below said side portions.

* * *

No. 1,458,479. Smoking Pipe. Robert C. Gibbons and Theodore K. Felch, Jersey City, N. J. Filed Feb. 24, 1920. Serial No. 360,718. 2 Claims.

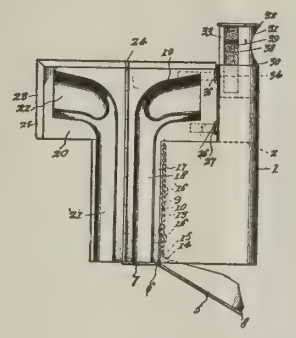


1,458,479

A pipe comprising a bowl having a restricted outlet, a stem made in separable sections and having a continuous channel extending therethrough and in communication with said outlet, said channel having an enlargement adjacent the outlet and an enlargement removed therefrom and toward the outer end of the stem, a removable baffle between said enlargements having an imperforate conical portion pointed toward said outlet, so constructed and arranged as to permit the passage of smoke and other combustion products between the walls of the pipe and the base of the conical portion, a diaphragm portion connected with said conical portion spanning the bore of the channel, said diaphragm having restricted passages therethrough between which and the outlet the conical portion is interposed, and a member outward of said baffle extending into the outer enlargement and beyond the lower portion of the same having a passage way communicating with said diaphragm passages and said last named enlargement.

* * *

No. 1,458,817. Pipe-Smoker's Kit. Sydney Burt Gardner, Benson, Minn. Filed Mar. 2, 1921. Serial No. 448,964. 6 Claims.



1,458,817

A smoker's kit comprising a case having a compartment for receiving tobacco opening through one end of the case and being of substantially the same thickness as the case, a compartment for a pipe opening through the side of the case and extending along one side and along a portion of the bottom of the tobacco receptacle, and a match holder slidable in the case through the other end thereof and lying at one side of the pipe compartment and beneath the tobacco receptacle and being of substantially the same thickness as the case, substantially as described.

* * *

No. 1,458,356, Receptacle for Holding Cigarettes. William D. O'Kane, Springfield, Ohio. Filed Aug. 11, 1922. Serial No. 581,089. 4 Claims.



1,458,356

A new article of manufacture consisting of a receptacle having an entrance and exit opening and supporting wall to present cigarettes with their ends adjacent to said opening in a predetermined position, and a rear guiding and deflecting wall to insure the placing of cigarettes in proper position, and said opening being sufficiently large for the introduction of a package of cigarettes there through and the introduction of the fingers of the operator for the extraction of cigarettes therefrom.

* * *

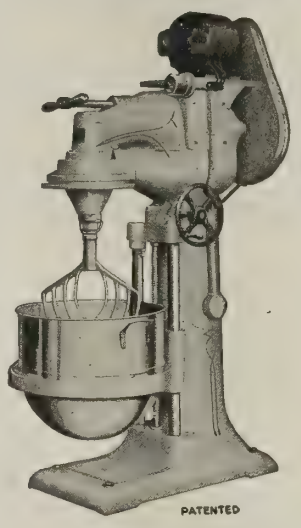
No. 458,585. Vacuum Container for Cigars, Cigarettes, and Smoking Tobacco. John T. McCrosson, Honolulu, Territory of Hawaii, assignor of one-

(*Continued on page* 44)

READ 3-SPEED MIXER

for Mixing

GUM TRAG (*Cigar Makers' Paste*)



Read 3-Speed Mixer Type "D"

NO STRAINING NECESSARY

When mixing "Gum Trag" (cigar makers' paste) by hand it is always necessary to strain the paste in order to free it from lumps.

With a READ this is not necessary as the thorough mixing action does away with all lumps.

A READ SAVES TIME, LABOR AND MATERIAL

Write for further information

READ MACHINERY CO.

YORK, PA.

MANILAS

DIRECT FROM FACTORY TO YOU

ALWAYS FRESH

ABSOLUTE GUARANTEE

C. G. WILSON, Inc.

24 STONE STREET
NEW YORK

FACTORY REPRESENTATIVES

A Smoker Blind-Folded or with His Eyes Closed

Can not tell whether he is smoking a cigar having a dark or a light wrapper.

Cigar manufacturers know that the mildness or strength of a cigar is governed solely by the Tobacco in the filler.

We feel that the consumer should be educated by means of a publicity campaign to the fact that when he wants a pleasant mild smoke it makes no difference whether he chooses a dark or light wrapped Cigar.

It is conceded that no Tobacco in the world combines so many essentials to the making of a good mild cigar as Porto Rican. Besides being aromatic and fragrant it possesses practically no chlorine and therefore burns evenly and freely.

This year's crop is of exceptional quality, which means that a treat is in store for the American smoker, as Cigar Manufacturers throughout the entire Country are realizing more and more that Porto Rican Tobacco used as a filler exclusively or blended with other Tobacco makes a cigar which pleases the majority of smokers who prefer a mild but fragrant cigar.

GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

W. L. Dannahower
Agent

136 Water Street, New York **Telephone, John 1379**

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Siboney —*June 12*

	Cases
Grosvenor Nicholas & Co.	17
Park & Tilford	12
Stearn & Co.	3
Central Union Trust Co.	37
B. Wasserman Co.	4
D. A. Schulte, Inc.	4
Alpers & Mott	2
United Cigar Stores Co.	13
Alfred Dunhill	1
C. H. Wyman & Co.	2
Benson & Hedges	1
N. Y. & Cuba Mail S. S. Co.	26
To Order	3

S. S. Pastores —*June 16*
Park & Tilford ....2 Cases

Cigars and Cigarettes from Cuba

S. S. Siboney —*June 12*
Duncan & Moorhead (Phila.)...3 Cases

Tobacco from Cuba

S. S. Siboney —*June 12*

	Bales
American Cigar Co.	1
Yocum Bros. (Reading, Pa.)	44
	Barrels
D. Emil Klein Co.	10
H. Duys & Co.	36
Keiser & Boasberg (Buffalo)	30
American Cigar Co.	69
Waitt & Bond	160
F. C. Suarez & Co.	32
S. L. Goldberg's Son	20
Stern-Mendelsohn Co.	26
M. B. Pendas	21
S. Ruppin, Inc.	121
To Order	84
	Packs
J. Bernheim & Son	52
Yocum Bros. (Reading, Pa.)	18
N. Y. & Cuba Mail S. S. Co.	235

Cigars from Porto Rico

S. S. San Lorenzo —*June 13*

	Cases
Royal Bank of Canada	3
A. Moss	3
E. Fernandez & Co.	3
United Cigar Stores Co.	8
Porto Rican American Tob. Co.	42
Infanzon & Rodriguez	9

Tobacco from Porto Rico

S. S. San Lorenzo —*June 13*

	Bales
I. Lewis Cigar Mfg. Co.	100
L. Hirsch	5
G. H. P. Cigar Co. (Phila.)	15
	Barrels
American Cigar Co.	444
L. Hirsch	66
G. H. P. Cigar Co. (Phila.)	60
M. A. André	63

Tobacco from Rotterdam

S. S. Volendam —*June 18*

	Bales
H. Duys & Co.	2,256
S. Rossin & Sons	11
L. Schmid & Co.	28
E. Rosenwald & Bro.	142
American Cigar Co.	179
Manus, Muller & Co.	238
A. Bornholdt & Co.	52
D. Dreux, Inc.	5
Bowring & Co.	13
Bayuk Bros.	6
Herzog & Sarluy	4
Morland & Reed	2
A. B. Newman & Co.	3 Cases
W. Van Doorn	483 Packs

Tobacco from Cavalla

S. S. Sabotawan —*June 16*

	Bales
Near East Tobacco Co.	1,669
Irving National Bank	300
To Order	8,320

Tobacco from Salonica

S. S. Sabotawan —*June 16*
National Bank of Commerce.8,803 Bales

Tobacco from Piræus

S. S. Sabotawan —*June 16*
P. Lorillard Co. ....200 Bales

Tobacco from Patras

S. S. Sabotawan —*June 16*
To Order ....1,800 Bales

Tobacco from Puerta Plata

S. S. Yaque —*June 12*
Tropical Tobacco Co. ....5 Bales

Tobacco from Glasgow

S. S. Assyria —*June 13*
Grosvenor Nicholas & Co. ....8 Cases

S. S. Cameronia —*June 18*
Alfred Dunhill ....7 Cases

Tobacco from Southampton

S. S. Mauretania —*June 15*

	Cases
Alfred Dunhill	1
R. T. Downing & Co.	2

Tobacco from London

S. S. Mississippi —*June 15*
Atlantic Transport Co. ....1 Case

Tobacco from Bombay

S. S. Arcturus —*June 15*
To Order ....2 Bags

Cigarettes from Southampton

S. S. Mauretania —*June 15*
Alfred Dunhill ....1 Case

Cigarette Paper from Antwerp

S. S. Zeeland —*June 16*
P. J. Schweitzer, Inc. ....32 Cases

Cigarette Holders from London

S. S. Mississippi —*June 15*
D. A. Schulte, Inc. ....1 Case

Cigarette Holders from Bremerhaven

S. S. George Washington —*June 16*
A. C. Besselman & Co. ....1 Case

Pipes from Southampton

S. S. Mauretania —*June 15*

	Cases
Alfred Dunhill	3
A. Orlik	1

Pipes from Le Havre

S. S. Roussillon —*June 14*

	Cases
Bank of United States	2
American Express Co.	4

Pipes from Bremerhaven

S. S. George Washington —*June 16*
Freedman & Slater ....1 Case

Smokers' Articles from Southampton

S. S. Mauretania —*June 15*
F. Murray Hill & Co. ....16 Cases

Briar Wood from Messina

S. S. San Francisco Maru —*June 14*
J. Candina ....75 Bags

Briar Wood from Leghorn

S. S. Cabs Espartel —*June 16*
To Order ....265 Bags

Licorice from Catania

S. S. San Francisco Maru —*June 14*
To Order ....40 Bags

Gum Tragacanth from Bombay

S. S. Arcturus —*June 15*
To Order ....259 Bags

Imports and Exports at New Orleans

The following are the Imports and Exports through the port of New Orleans for the week ending June 14th.

Filler Tobacco from Cuba

By *S. S. Janslew*, C. E. Liddey, 5 Bales.
By *S. S. Chelmette*, J. M. Gonzales, 6 barrels.

Cigars from Cuba

By *S. S. Excelsior*, U. Koen & Co. 1 case.
By *S. S. Parismina*, G. W. Rueff. 1 case.

Cigars from Manila

By Southern Pacific R. R., via San Francisco, W. J. Oberle. 3 cases.

Exports

For Avonmouth, England, by *S. S. American Press.* 291 tierces tobacco.

For Glasgow, Scotland, by *S. S. American Press.* 64 hogsheads tobacco.

For Belfast, Ireland, by *S. S. American Press.* 1000 hhds tobacco.

For Dublin, Ireland, by *S. S. American Press.* 36 hhds. tobacco.

For Algiers, by *S. S. Joman,* 30 hhds. tobacco.

For Pernia & Rotterdam, by *S. S. Tripp.* 16 hhds. tobacco.

For Bremen & Hamburg, by *S. S. Sacarappa.* 61 hhds. tobacco.

For Leghorn & Genoa, by *S. S. Nicolana.* 1852 hhds. tobacco.

For Hamburg & Hull, by *S. S. Norburg.* 50 tierces tobacco.

For London, by *S. S. Youngstown,* 30 hhds. tobacco, 237 tierces and 3 half-barrels tobacco.

For Genoa & Naples, by *S. S. Quistconck.* 34 hhds. tobacco.

For Liverpool, by *S. S. West Wanna.* 269 hhds. tobacco.

For Liverpool, by *S. S. West Wanna.* 23 hhds. tobacco.

For Cadiz, by *S. S. Aldecoa.* 1250 hhds. tobacco.

For Hamburg, by *S. S. Deutschfeld.* 43 hhds. tobacco.

For Liverpool, by *S. S. Spectator.* 1081 hhds. tobacco and 21½ bbls. Perique.

For Cetti & Marseilles, by *S. S. Wales Maru.* 998 hhds. tobacco.

For export via New York, by *S. S. El Sigle.* 88 hhds. tobacco.

For Copenhagen and Gottenburg, by *S. S. Newa.* 553 hhds. tobacco.

For Cadiz, by *S. S. Aldecao.* 14 packs tobacco (samples).

For Cagliana, Italy, by *S. S. Teresa.* 1050 hhds. tobacco.

For Leghorn, by *S. S. Teresa.* 1100 hhds. tobacco.

For Antwerp, by *S. S. Burgondier.* 173 hhds. tobacco.

For Havre, by *S. S. Montana.* 501 hhds. tobacco.

Jugoslavia's Debt May Be Paid With Tobacco

The funding of Jugoslavia's debt to the United States will be provided for along something the same lines as the flotation of the recent Austrian loan, according to reports received here, and as in the case of Austria the Central European tobacco trade will play the most important part in defraying the national debt, says the New York *Times.* Tobacco occupies a position in Jugoslavia which is parallel almost to that of the steel industry in the United States, and Government proceeds from this source will be used to meet that country's obligations.

According to figures compiled by D. F. Andricevic of the Adriatic Bank, Ltd., revenues from the tobacco industry provide the Jugoslav Government with more than double the total interest obligations of all its loans, including private loans by American bankers and the war-time debt to the United States of approximately $60,000,000. The Jugoslav Government holds a monopoly over the tobacco industry, and the proceeds from it are more than $10,000,000 annually. Additional receipts from Government monopolies of matches, salt, kerosene and cigarette papers, based on the 1922 figures, provide a substantial amount which could be applied toward principal requirements. In addition, the Government has revenue from its railroads which exceeds by 28 per cent its tobacco receipts.

A Popular Manila Cigar

The B. Wasserman Co. recently took over the distribution of the high-class Alhambra Manila cigar in the Metropolitan territory. Smokers who have tried this cigar are enthusiastic over its mildness and fragrance, and the growth of its popularity seems assured.

A Good Time to Speed Up Advertising

"How's business with you?" I asked the head of a leading advertising agency. Instead of the reply now most often received to that question, "Slowing up," he said cheerfully, "Fine, doing better." He went on to say that more headway can be made now in selling advertising than was possible when so many manufacturers were oversold, during the recent spectacular activity. "When business is coming pouring in, without exercise of any effort," he explained, "advertising and sales work often are neglected. Manufacturers have had a chance during the last couple of months to reflect that all their production and all their profits and everything else must come from their advertising and selling efforts. Now that they can handle more business, they are willing to give more attention to advertising and selling. If this policy be followed generally, then we ought to see good business during the second half of the year."

True, is it not?—B. C. FORBES, in *Forbes Magazine.*

British Tobacco Market

WASHINGTON, D. C., June 20.—During March and April there were no changes in the prices in British tobacco markets, says a report to the Department of Commerce, but the rates were in the majority of instances, somewhat higher in April of last year.

The brokers report, says the dispatch to the department, that April was fairly active, most grades of tobacco being in demand, but the principal business done was in Kentucky leaf and strips of spinning character, with a good proportion of the Bright cigarette leaf of the new and those remaining of the 1919 crop.

It is pointed out that the Irish Free State, having now full fiscal control, will cause her manufacturers some difficulty in selecting suitable tobaccos from stocks in Great Britain, and the interchange of the finished product will be almost impossible with the difference in duty on manufactured goods.—LAMM.

French Regie Purchases

WASHINGTON, D. C., June 20.—During 1922 the French Tobacco Regie purchased 350 metric tons of leaf tobacco in Madagascar, according to a report received by the Department of Commerce from American Consul Burri at Madagascar. It is expected, says the report, that the purchases this year will amount to 800 to 1,000 metric tons.

The Regie specialist is of the opinion that Madagascar will never produce any particularly good qualities. However, the cultivation will be encouraged, and within the next three years the amount of purchaseable tobacco should increase to some 3,000 metric tons per annum. As a further indication of the trend in European countries to secure their raw materials from their colonies, the report continues, this item is of interest.—LAMM.

Norway Asks Data on Idaho Cigarette Law

BOISE, Idaho, June 12.—Through Charles E. Hughes, Secretary of State at Washington, the Norwegian government has placed a request with Governor C. C. Moore for information dealing with the state's laws regarding the use of cigarettes by minors. The foreign government also wants to know to what extent the state's laws on this subject are being enforced.

It was announced by Norman B. Adkison, secretary to Governor Moore, that the information desired would be compiled and forwarded through proper channels to Norway.



DONATO VIGIL & CO.
Importers and Exporters of
LEAF TOBACCO
San Juan, Porto Rico

RAMON MORAN & COMPANY
Growers, Packers & Strippers of
Porto Rican Leaf Tobacco—Exclusively Inland
MANATI, PORTO RICO

Cable "Jarieraco," San Juan — Codes A. B. C. 5th Edition
ALONSO RIERA & CO., Inc.
THE TOBACCO PALACE
58-62 Tetuan St., San Juan, P. R.
Importers and Exporters of Leaf Tobacco
The oldest tobacco house in Porto Rico

Cable "Rodevia" — Code A. B. C. 5th Edition
Bayamon, P. R.
RODRIGUEZ, HEVIA & CO.
Barrio Nuevo, Bayamon, P. R.
GROWERS, PACKERS and STRIPPERS of PORTO RICAN TOBACCO
Specialty—Comerio and Naranjito Tobacco

KOHLBERG-GONZALEZ CO.
INCORPORATED
PORTO RICAN TOBACCOS
144 Water Street, NEW YORK Tel. John 2821
Warehouses & Plantations: AIBONITO—COMERIO—GURABO

MAX GANS' SONS, Inc.
Packers, Growers & Importers of
PORTO RICO TOBACCO
197 Water Street, New York

HERMANN J. ROSE
Packer of Porto Rican Cigar Leaf Tobacco
Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.
Quality, Not Price SANTURCE, PORTO RICO

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147 WATER STREET NEW YORK, N. Y.

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138 WATER STREET NEW YORK

AIXALA & CO.
Dealers in Porto Rican Tobacco
ALSO PACKERS AND DEALERS OF HAVANA TOBACCO
New York Office M. A. André 169 Front St.
Havana Office Corrales 6, 8 and 10

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF **TOBACCO**
145 WATER STREET, NEW YORK

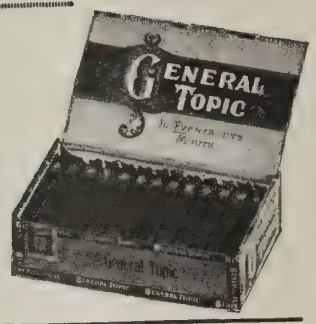
GENERAL TOPIC

Selected Long Filler Cigars

Jobbing Territory Open

5c

HERBERT M. SMITH CO., Red Lion, Pa.



THE MEADS TOBACCO CO.

If It's **TOBACCO** *We Have It*

RED LION, PA. U. S. A.

W. K. Gresh & Sons

NORRISTOWN, PA.

Manufacturers of

The MEDITATION Cigar

Write Us if you need

PENNSYLVANIA

Correspondence Solicited

Seedleaf Tobacco Growers Company, Inc.

LANCASTER, PA.

E. L. NISSLY & SONS

Growers and Packers of

CHOICE CIGAR LEAF TOBACCO

Packing Houses, LANCASTER & FLORIN

Main Office, FLORIN, Pa.

Critical Buyers always find it a pleasure to look over our samples

Samples cheerfully submitted upon request

I. H. WEAVER COMPANY

LEAF TOBACCO

237-39-41-43 N. Prince St. LANCASTER, PA.

CIGAR FACTORY EQUIPMENT

CIGAR MOLDS
CIGAR MACHINERY
SUCTION TABLES
BUNCHING MACHINES
SCRAP CUTTERS
TOOLS AND SUPPLIES

THE MILLER, DUBRUL & PETERS MFG. CO.
CINCINNATI, OHIO.

PENNSYLVANIA TOBACCO

All Lancaster County Grown
The Cream of the Rich Northwest Section
MT. JOY FARM PRODUCTS CO., Inc.
Co-operative Packers and Jobbers
MT. JOY, PENNSYLVANIA

WILLIAM H. WHITNER

Importer and Packer of

LEAF TOBACCO

24-25 and 26 Wall Street BINGHAMTON, N. Y.

Pennsylvania Tobacco Market Shows More Life

Several Buyers Visited Warehouses and Looked Over Offerings During the Past Week—Requests for Samples Still Arriving Despite General Shortage.

LANCASTER, Pa., June 18.—The Lancaster market showed an increase in activity during the past week. Several buyers visited local warehouses and looked over the offerings of the packers and tobacco men report that requests for samples are still arriving in face of the generally existing shortage of Pennsylvania. All of which serves to substantiate the opinion held by Lancaster packers that the remaining 10,000 or more cases of seedleaf will find many ready to buy later in the season. Strictly speaking, there is no Lancaster market, as a rule, at this time of the year because there are no buyers. And while no goods have actually been sold, none of the independents would be willing to part with holdings at prices less than those which were paid earlier this year. There is no bearish tendency evident on the part of any of the buyers. All seem willing to pay the price for the type of tobacco they want, and a break in the market is the last thing that local packers look for. Indications, if anything, are for higher prices this fall than were paid last spring, and in some cases this will have to be done if the packer is to make any money on his 1922 tobacco.

The indications for a large percentage of damage through mush rot and black rot are being borne out and some warehouses are employing a large force of labor to clean up their seedleaf. The additional expense both in damage to the leaf and the labor employed means that the crop will not be a cheap one for the packer and that a drop in price would be out of the question.

Cased for the Summer

Practically the entire packing of Lancaster county tobacco is out of the sweat and cased for the summer. Several crops which came into the packers' hands late were in the bulk until the early part of last week but all of the seedleaf has now been stored to age over the hot summer months. There was a small percentage of tobacco this year that was withdrawn from the market by the growers and consigned to the co-operative packing warehouses. Most of this seedleaf was held at prices which the packers considered too high. When his price was not met the grower decided that he could do better and packed with the "co-ops." Some few growers in this class "weakened" as the season drew on and came to terms with the buyers at the last moment. All of these crops have now found their way into one warehouse or another and the 1922 crop, from the growers standpoint, is a matter of history.

Methods Have Changed

Case sweating and packing the tobacco by the grower himself, in considerable favor some years ago, was eliminated entirely this year by the prices paid for the crop. This method of handling the seedleaf has been rather uncommon for the last half decade and was directly the outgrowth of the very poor prices which often prevailed and which the grower was forced to accept until the advent of the co-operative warehouse. In a year of particularly low prices many growers were driven to casing and packing their own crops as the only answer to what they considered unreasonably low returns on their tobacco. Higher prices for tobacco, the establishment of the co-operative warehouses and the cessation of case sweating by the grower, all of these came simultaneously and it is not hard to place them in their logical order. Born of discontent with prices and marketing conditions, the co-operative establishments came into being. This led, the year after their inception, to higher prices, and subsequently, both because the price was more satisfactory and because of an agency at hand which would handle their crop in case it was not sold, the growers ceased the practice of packing their own crops.

Experimental Program

The first step in the exhaustive experimental program which has been mapped out for the coming season at the Experimental Station by Otto Olson federal tobacco expert, has reached a successful conclusion. Mr. Olson expects to make a very definite step toward greatly improving the quality of Lancaster-grown seedleaf as a result of the work being done this year and with his long record of more than twenty years of successful achievement in the Lancaster section, growers and manufacturers alike are looking with interest for important developments. The eradication of wild fire and "calico" was one of the projects undertaken by the experimenter this spring and the first phase of the work—that of effecting control of insect pests in the seed bed—has been accomplished. Fumigation with Rustica, the famous high nicotine-content tobacco, was the method used to rid the beds of the insects which are believed to carry the dread diseases which so often reduce the quality and lower the yield of Lancaster grown seedleaf.—KEYSTONE.

Tobacco in China

WASHINGTON, D. C., June 19.—The Chinese Ministry of Agriculture and Commerce estimated the total tobacco production in 1915 at 300,000,000 pounds and in 1916 at 900,000,000 pounds. The use of tobacco, particularly in the form of cigarettes, is increasing rapidly in China.

Purchases Sumatra Leaf

Joseph Holzman bought a quantity of Sumatra tobacco last week in Holland out of hand, including some very fancy marks. This house is experiencing a big demand for their high-grade wrappers.

D. DREUX, Inc.

Successors to Wm. Quanjer, Inc.

Importers of Sumatra and Java Tobacco

Telephone John 2789 136 Water Street, New York

York County Manufacturers Boost Short Filler

Association Members Dispute Propaganda to Effect That Long Filler Is Better Than Short—Say Better Tobacco Can Be Put Into Short Cigar at Same Price.

York, Pa., June 18.—That the country s waiting for a good 5 cent cigar is the tatement attributed to Thomas A. Marhall, former vice-president of the United tates. The cigar manufacturers of ork County claim it is this want which ey are prepared to fill. The relative erits of a long filler cigar and a short ller (scrap) cigar was the object of dission at a meeting of the York County igar Manufacturers' Association held st week at Red Lion. The members say iat propaganda is being circulated all ver the country to the effect that a long ller cigar is better than a cigar made f short filler. It is their contention that is is not true, especially of the 5 cent rade of cigar for which a far better qualy of tobacco can be purchased in shorts. On account of this propaganda, these cal manufacturers say, the short filler discriminated against and the long ller basks in popularity and the factories which they are made, prosper. The ajority of the York County factories ake short filler cigars and it is the conntion of the owners that the public ust be educated to the merits of the ort filler by a campaign of advertising, the propaganda is to be counteracted. committee was appointed to take arge of the campaign. The members re T. E. Brooks, C. S LaMotte and harles C. Meads.

The convention of the Tobacco Merants' Association of the United States, Washington, recently, came in for cenire from T. E. Brooks, a member of the ork County association. From what he w, Mr. Brooks reported, he is led to beve that the national association is not ndly disposed toward the York County sociation, which was the largest representative body in attendance at the conntion. He said that to all appearances e important business of the association stead of being taken up on the floor of e convention was transacted behind osed doors.

Mr. Brooks further told his fellow gar manufacturers that the eyes of the alers of the country are on the York ounty 5 cent cigar. From observations ade on a recent trip, he told them he beived that the 5 cent cigar being manuctured with short filler is better than ose made of long filler.

The need for having all over-charged ight bills and lost, stolen or damage aims placed in the hands of attorney mstead, of the Industrial Traffic Asciation, Philadelphia, for collection, as urged by C. S. La Motte. A motion the effect was unanimously agreed to. cretary Charles C. Meads was inucted to accept data from the shippers d place it in the hands of this agency. Those in attendance at the meeting re: B. M. Hanigan, C. H. Ehehalt, eorge Roseman, Charles C. Meads, C. LaMotte, W. M. Gemmill, Laurie vis, Spurgeon Pomraning, S. F. Latte, Latimer Sechrist, Sterling Knise- Paul Reichard, A. C. Frey, T. E. ooks, Quay Minnich, Arthur H. ompson, L. M. Sentz, S. M. Downs, S. Sentz, C. N. Dellinger, Ellis B. rickler, Herbert M. Smith, Arthur S. egler, T. C. Miller, H. A. Waughtel, mes W. Kelly, Harry Fischel, Charles Laucks, D. C. Waltreider, Jacob C. inter, Charles F. Roseman and L. Earl ove.

Making Inspections

Major Gillars, chief field deputy of the st U. S. Internal Revenue District Pennsylvania, conducted an inspection ur of Adams County last week, with vision chief G. Frank Lindemuth of York office, and D. J. Bowan, deputy lector at Gettysburg. The York inction will be made in the near ture.

The tobacco industry of Adams Coun according to figures compiled a short ie ago by the department of internal airs, bureau of statistics and informan, M. Hoke Gottschall, director, furhes employment for over 700 persons. ere are 43 establishments with an invested capital of $361,611 and their products are cigars, cigar cuttings and cigar boxes, which in 1921 were valued at $1,514,576. A total of 29,209,647 cigars were made in the 34 cigar factories and the cigars were valued at $1,302,815. Employment was given to 699 persons. There were eight establishments dealing in cigar cuttings and a valuation of $12,433 was placed upon the product. The county has only two box factories which employ a total of 53 persons. The factories produced 963,964 boxes valued at $139,328.

Most Important Section

McSherrystown is the most important town in the county in the tobacco and cigar industry. It has 24 establishments engaged in the industry. The capital represented in the business is $227,421 and the value of the product $1,019,563. Employment is given to 453 persons. There are 15 cigar factories, employing 427 persons and with capital invested of $202,421, which produced 19,712,527 cigars valued at $924,080. Eight factories produced 77,798 pounds of cigar cuttings valued at $12,433. The one box factory in the town gave employment to 26 persons. It is capitalized at $25,000 and the 562,559 cigar boxes made there were valued at $83,050.

The other towns in the county and the extent to which they contribute to the tobacco and tobacco products industry are here shown:

Abbottstown—Two cigar factories; seven employes; capital invested, $1,000; quantity produced, 321,000; value of product, $7,990.

Centennial—Three cigar factories; 34 employes; capital invested, $28,200; quantity produced, 1,625,150; value of product, $48,035.

East Berlin—One cigar factory; 20 employes; capital invested, $5,000; quantity produced 439,800; value of product, $19,255.

Gettysburg—Two cigar factories; 28 employes; capital invested, $6,785; quantity produced, 234,100; value of product, $10,000.

Kingsdale—One cigar factory; one employe; capital invested, $300; quantity produced, 17,000; value of product, $510.

Littlestown—Eight cigar factories; 161 employes; capital invested, $62,775; quantity produced, 6,096,920; value of product, $315,395. One box factory; 27 employes; capital invested, $14,500; quantity produced, 401,405 cigar boxes; value of product, $56,278.

New Oxford—Two cigar factories; 17 employes; capital invested, $15,629; quantity produced, 763,150; value of product, $37,550.

Trade Notes

Stewart S. Shindler, foreman for the C. N. Foreman Cigar Co., Red Lion, returned recently from a 10-day trip through the New England states.

Fred Horn has opened and is operating a small cigar factory in Yoe.

J. Harry Stewart, a former depty collector in the York office of internal revenue, has accepted a position as bookkeeper and office manager in the cigar factory of H. F. Martin & Co., Mackenzie street and Boundary avenue, this city. He has already entered upon his duties.

To Supervise Porto Rican Interests

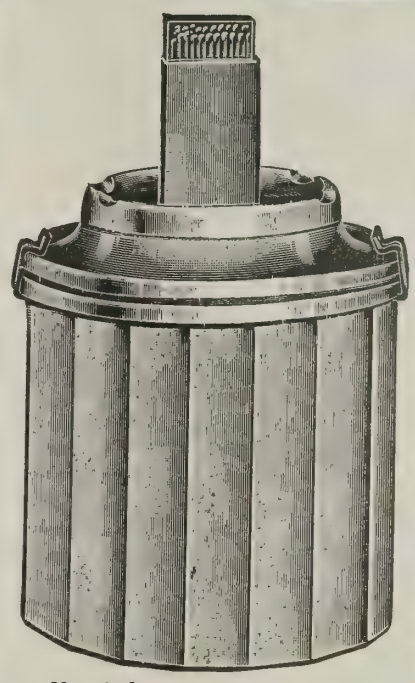
Armanda Selgas, youngest son of Alfredo Selgas, head of Selgas & Co., leaf dealers and packers, sailed last Thursday on the S. S. *San Lorenzo* for Porto Rico, and will be engaged in supervising the interests of his organization on the island some considerable time.

Covering Keystone State

H. J. Curtis is covering the Pennsylvania territory for A. Bornholdt & Co., and is sending in lots of orders to headquarters.

UNITED STATES GLASS CO.

General Office and Salesrooms
So. Ninth & Bingham Sts.
Pittsburgh Pa.



No. 6 Jar with New Cover.
Also furnished with Regular Cover.
No. 7 Jar same as No. 6 except 1 inch deeper.



Cigarette Snuffer Ash Tray

Humidors. Cigar Cigarette and Tobacco Jars

Made of the finest Quality Glass

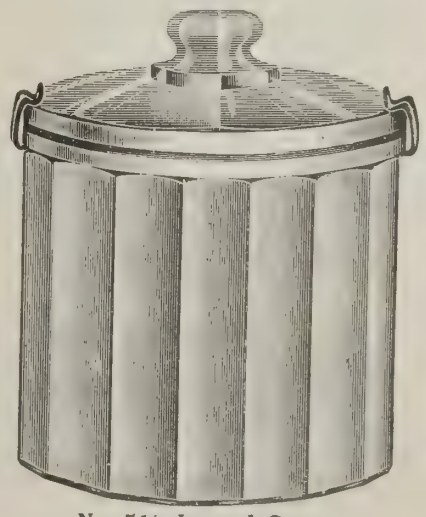
We Specialize on Private Moulds.
Special Feature is having Name, Factory Number, District, Etc., Pressed in Bottom of Jar.

TOBACCO AND CIGAR JARS FURNISHED

Complete with Rubber Ring and Clips, Packed in Individual Cartons and then Packed 2 dozen in a Crate or 50 Jars in a Box. Also Packed 1 dozen in Re-shipping Carton.

Branch Offices and Showrooms in

NEW YORK
CHICAGO
PHILADELPHIA
BOSTON
LOS ANGELES
BALTIMORE
SAN FRANCISCO
SYDNEY, AUSTRALIA
DENVER
DALLAS
LONDON, ENGLAND
MEXICO CITY, MEXICO
HAVANA, CUBA
PONCE, PORTO RICO
CARACAS, VENEZUELA



No. 5½ Jar and Cover
Can be furnished with New Cover
Holds 50 Cigars

LARGEST MANUFACTURERS OF TABLE GLASSWARE IN THE WORLD

MARSHALL FIELD

NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets ***Philadelphia, Pa.***

Made of the finest Havana



BROKER actual size

SMOKERS insist on known quality in the cigars they buy. A store is judged by the merchandise it sells.

Girards are known as quality cigars. Smokers don't have to be talked into buying them. Just show a box on top of your counter. They'll sell themselves.

Girards are reputable cigars sold by reputable dealers. Link up with Girard.

Antonio Roig & Langsdorf

Established 52 years PHILADELPHIA

GIRARD

Never gets on your nerves

Philadelphia Sees Much Gain All Along the Line

Recent Temporary Quietness Gives Way to Pronounced Improvement—Character of Buying Indicates Revival of Good Business—Evidences of Permanent Progress.

PHILADELPHIA, June 19.—The suspicion which many in the trade had that the comparatively quiet times which were experienced in the closing weeks of May and the opening of June, were transient in character, was confirmed by the experience of the past week. Business did not jump back into activity with a bound, but there was such gain all along the line and the improvement in the buying was of such a character as amply to support the opinion that it was but the beginning of a new revival and one that is of permanent character. It is true that all along the big producers with their national field have had no serious reverses and that their output all along had been absorbed by the market. At worst they experienced only some cessation from the orders which actually had been flooding them. Only in isolated cases were these manufacturers affected to the extent of going on part time in some of their upstate branches or of temporarily closing up entirely, taking advantage of the brief cessation to make necessary repairs and rearrangements. Such of these as curtailed output for the few weeks, now again are getting into the condition of working full time.

Meanwhile the very small manufacturers are still in a complaining mood, some because orders are lacking but more because the supply of competent help was not available; those of medium size are enjoying what to them is a very decided betterment of business. The short lull appealed to many as if industry generally, and therefore the worker-consumers of tobacco, were merely taking a deep breath for a new start. They opined that the start has now arrived, opinions differing only as to the extent that it will take and the length of time it will continue.

Cigar Box and Leaf Lines Improving

Manufacturers of cigar boxes are naturally enjoying better business because of the preparation for the greater volume of production which the cigar producers are making. The leaf market similarly is affected.

The leaf tobacco dealers who attended the Sumatra Inscriptions and purchased heavily, are now well satisfied with their purchases, the tobacco being of fine quality and disposition by sale being effected without much argument. The market for Havana leaf is entirely satisfactory, and there are more bright spots on the horizon of the domestic leaf market than have appeared for some time.

Getting Introduction at Home

The newest development in the retail trade is the very extensive introduction in both the centrally located and in the neighborhood cigar shops, of the Eisenlohr, Cinco De Luxe. This greater Cinco is very widely known through the West, particularly, although its field is national, but its local marketing is entirely new. The firm is conducting a newspaper campaign for the brand and is complimenting it with extensive window displays, the attractive De Luxe display card in colors being backed up with stacks of the boxes in which the goods are packed. The missionary work in window display activities is being conducted by William Dougherty of the sales force. The new product is of larger size than the regular Cinco, has a long filler and is Sumatra wrapped. It retails at 10 cents.

The Post Cigar Co. is steadily adding to its chain of retail stores, and has opened an additional one at 1732 Market street. The regular line will be carried but the Market street store also will go extensively into the radio business.

Reports Not Well Founded

Reports which have been circulated in the trade for some time to the effect that Sig C. Mayer, who recently retired from the company bearing his name upon its dissolution and thereafter entered employ of the G. H. P. Cigar Co., was about to start into business again in association with Louis Grabosky, son of Samuel Grabosky, senior member of the firm of the G. H. P. Cigar Co., manufacturers of El Producto of national distribution, was laid during the week by Mr. Grabosky. He said that reports of the character indicated had reached him from many sources and had even gotten into print, but that all were idle talk and that even if a movement of this kind were in contemplation, they could not take definite form for a long time. Benjamin Grabosky of the firm accompanied by General Manager Frank P. Will and Tom Dean, head of the sales force, is shaking hands with the distributors, old and new, in Pittsburg and the Central West, expecting to remain in the territory until the early part of next week.

Working at Full Capacity

Full capacity production was attained this week in the Philadelphia headquarters factory of the newly organized Associated Cigar Manufacturing Co., at 1029 Race street; the upstate factories at Reading and Hanover, Pa., are operating at the limit, and finally, from George I. Watson, a member of the firm, who has been traveling through New York State and the Middle West, there have come really surprisingly large orders from his old customers of the days of his association with the Sig C. Mayer Co. and from new ones developed in Detroit, Cleveland, Rochester, Buffalo, Binghamton and many cities and towns in Northeastern Pennsylvania for its leaders, the Rey Oma and the Dependo. The fact that the production of these brands will be carried on under the immediate personal supervision of Gregory F. M. Smith with his 40 years of experience gave a decided impetus to the sales to the several distributors. Mr. Smith in effect will "vibrate" between the three factories of the new company, constantly maintaining watchfulness that only the best materials of which he is so well qualified to judge by reason of lifelong experience in the leaf packing trade, will be worked up by the skilled cigar makers the company has gathered together. Thomas H. Coll is tying the activities of his partners together at the Race street headquarters.

New Size Forthcoming

There is shortly to be offered by the Marshall Field Cigar Co., 127 N. 7th street, a new foil wrapped Invincible size of the firm's leader the Marshall Field. Production of samples is nearing completion and then the offering to the trade will be made. This addition to the Marshall Field family will be the 7th created during the six months that the new firm has been in business. The Philadelphia factory is nearing the limit of its possibilities and there is in contemplation the opening up of a branch plant. President Howard F. Pent is back from a profitable trip to Chicago, Toledo and Canton, Ohio, where there is great demand for the brand.

Match Imports

WASHINGTON, D. C., June 20.—Figures which have just been made public by the Department of Commerce show that 439,315 gross boxes of matches were imported into the United States in March valued at $177,015. The largest quantity came from Norway and the second largest from Sweden.—LAMM.

Antwerp Official Coming

Lucien Theyskens, head of the Antwerp office of Theyskens & Shaw, is expected to arrive in New York about July 6 on the new Red Star liner *Belgenland.*

Back from Cuba

S. Ruppin of S. Ruppin, Inc., and Mr. Ruppin, returned last week on the steamer *Calamares* from Havana, after an enjoyable three weeks' sojourn in Cuba.

Chicago Handling Large Volume of New Business

Great Territory Served By Windy City Calling for Higher Price Cigars—Demands for Advertised Brands Steadily Increase—More Orders from Summer Resorts.

CHICAGO, June 16.—Throughout the great territory served by this market a remarkable volume of business for this season is being handled. There is a better demand for higher price cigars and the call for advertised brands grows larger and larger. With the opening of summer resorts in nearby states, orders to the local jobbers who cover the territory have been heavier this year than ever before, which is a good sign that thousands will leave the city during the next eight weeks.

The general report on collections is that locally they are very poor and the leading houses are tightening up on accounts that are behind.

Making Good Showing

Tom Palmer, clear Havana cigars, made by Wengler & Mandell at 1946 W. Madison street, continue to be leaders in their class. No matter what section of the city one may call at the dealer will say Tom Palmer leads the clear Havana field.

To Survey Situation

Elmer Epstein of the Frank P. Lewis Cigar Co., Peoria, is due in a few days. Elmer will look over the work being done here by Iwan Ries & Co., and his special representative H. L. Ruth, on the Emerson, Java wrapped cigar. Emerson, already has a wide distinction and displays are seen in many windows.

Steamer Baskets

Anderson, Thorson & Co., importers and fancy grocers, have advised the trade that they have made special arrangements with Park & Tilford of New York, whereby they can serve their friends who are about to sail for foreign ports with steamer baskets of fruits and delicacies.

Much in Evidence

Fatima cigarettes get quite a play here by the dealers. The show windows are loaded with Fatima displays at present.

New Store in Full Blast

The New Schermerhorn, Inc., store at Dearborn and Monroe streets, is now in full operation. In the windows, Principle De Gales, Harritos and Emanuelo cigars get a fine showing. The new store is one of the finest in the Loop and is visited by thousands of customers daily.

Delighted with Business

Jack Rosenberg of Eduardo Gonzales & Co., Tampa, is quite happy these days over the big orders he gets from the Hotel Sherman for their private brand that comes in fine sizes, boite nature packed. Personally I have seen some of the orders and I will say they run into six figures. Jack's, Gonzales brand, Jonathan and Estos-Si, are placed with many dealers and all over the middle west he has several good connections on private brands.

Making Good Headway

A steady increase in the sale of Pancho-Arango, Made-in-Bond cigars is reported by the dealers who handle them. The City Club of Chicago and the Planters Hotel are new accounts to take on Pancho Arango cigars.

Showing 'Em Off

The Blackstone cigar displays are now out in by Charles Andraé, who recently entered the window trimming business at 116 N. La Salle street.

Bunching Orders

Calling on the clubs, hotels and better dealers was that Armas del Casa star, Joe Banker. He left with a fat bunch of orders.

Meeting with Great Success

"Summer Deal 1923," is the new T. P. C. combination carton cigarette Deal being offered the dealers by the Tobacco Products Corporation. You buy 500 assorted Melachrino cigarettes, 100 Natural, 200 Herbert Tareyton and 200 Egyptian Prettiest and you get a rebate check from the factory for 75 cents. The deal has gone over big. W. D. Fleak is back at the Chicago headquarters of The Tobacco Products Corporation, 1020 South Wabash avenue. Mr. Fleak is general sales manager and is in charge of nineteen middle west states. The Tobacco Products will shortly put a crew out here working their Buckingham Mixture, a brand they recently looked over that was made in Detroit. Buckingham will be placed in two packings to sell at 10 and 15 cents.

Star Shifts Position

A big surprise was the news that "Doc" W. W. Rosobro has signed up to represent the New York-Tampa Cigar Co. Doc is widely known here, and no matter what he sold, and he has put out a few in the past, from M. Bustillo, and Epoca, to Las Vegas, his prospects for the placement of Jenny Lind and Personality cigars are very rosy indeed. "Doc," who is no longer a chicken, has a reputation as a sales star that is mighty hard to beat.

Harry Stolorow of the Sonora Cigar Co., Milwaukee, is here from Minneapolis, looking for a connection for his Sonora, Java wrapped cigar.

Many dealers now offer the new Pall Mall, 20 in a box retailing for 30 cents.

Windy City Growing

The new Chicago City directory is out and Chicago now has a population of 2,935,887. The big task of getting the new directory up required one year and the feat was accomplished by R. L. Folk & Co., at a cost of over $350,000. The last Chicago City Directory was published seven years ago.

Unique Advertising

Clown cigarettes are much in the limelight these days. A quarter page newspaper ad is shown of this "Balanced Blend" cigarette. A horse representing "Spark Plug" of the Sunday colored section, ridden by a clown, now covers the street of the Loop. The stunt is quite new in cigarette advertising and is creating quite a demand for Axton-Fischer Tobacco Co.'s product. They say, "Try a Pack, You'll Come Back, The Clown's Just That Good."

New Place Opens

J. P. Brill's Blackwood Hotel coffee shop and cigar store opens today. It is one of the finest on the north side. A full line of Pancho-Arango cigars will be featured, as will be Vega Del Rey, and Virginia Lee.

More Than Third of Century

In October Albert Breitung, the owner of 12 fine cigar stores in the Loop, will celebrate his 35th anniversary in the retail cigar business. Starting 35 years ago with one store in the Rookery Building, Mr. Breitung has today become the leading dealer in the down-town section. His stores occupy the most prominent corners and are the best equipped in the city.

Ed. Modiska, of Gonzalez, Mendez & Co., has left for Pittsburg.

Mort Hammer arrived from Tampa and is busy booking orders for Marcelino Perez & Co.

Lining 'Em Up

Sig Meyer is busy lining up orders for the well known Lozano clear Havana. This brand is well placed locally.—H. L. H.



for real enjoyment

EL PRODUCTO comes in many sizes, shapes and colors—at prices from 10c to 30c—but there is only *one* El Producto standard of mildness and character.

Smokers know this and the result is that an El Producto customer is a "steady repeat" customer.

G. H. P. CIGAR CO., Inc.
Philadelphia, Pa.

New York Branch
131-135 Prince St.

Indianapolis Branch
235 E. Ohio Ave.

Bouquet
10c Straight

Puritano Fino
13c or 2 for 25c

EL PRODUCTO

Protect that Delicate Aroma

Safeguard your cigars, cigarettes and tobacco by packing them with Diamond F Protective Papers. Good both as an inside or an outside wrapping.

Diamond-F
PROTECTIVE PAPERS

GLASSINE—is noted for its fine transparency and grease proof qualities. This paper is free from wax and is particularly adapted for the tobacco trade. It can be had in either plain or beautiful embossed sheets of various designs. Write today for samples and a quotation on an attractive protective paper that will safeguard your goods and save you spoilage losses.

Diamond-F

Diamond State Fibre Company
Bridgeport (Near Philadelphia) Pa.
In Canada: Diamond State Fibre Co. of Canada, Limited
245 Carlaw Ave., Toronto, Ont.

Five in Foil 25c.



Ten in Tin 50c.

Tins of 25 and 50 as well. Four inches of a 25c. cigar

ALSO MANUFACTURERS OF
FLOR DE MOSS LA TERESA SAY-SO

KRAUS & CO., Inc.
BALTIMORE, MD.

AMERICA'S FINEST LABELS
GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request.
H. J. FLEISCHHAUER
68 No. Fourth St., Phila., Pa.
Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N. Y.

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

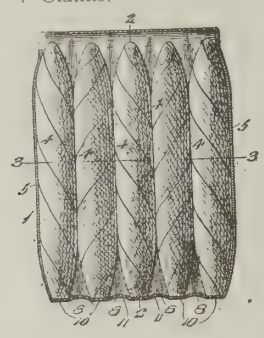
OFFICERS AND EXECUTIVE COMMITTEE

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Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
William Best, New York, chairman executive committee.
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Wm. T. Reed, Richmond, Va., vice-president.
Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

Patents

(*Continued from page 37*)

half to Eugene S. Cochran, New York, N. Y. Filed Oct. 2, 1922. Serial No. 591,699. 4 Claims.

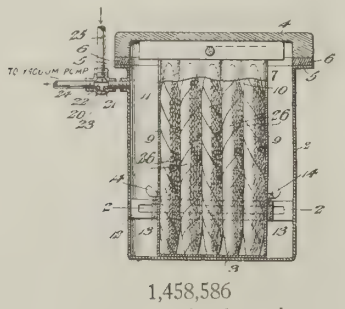


1,458,585

The herein described method of making a vacuum container for cigars, cigarettes and the like, which consists in placing the cigars in an open-ended trough-shaped container of flexible material, next, bringing the upper open ends of the container sides into juxtaposition, next, exhausting the air from the top of the container and hermetically sealing the juxtaposed upper edges thereof, and, lastly, forming the exterior walls of the container by exposure of same to atmospheric pressure into longitudinally extending corrugations which engage the contiguous peripheries of the cigars and retain them in longitudinal parallel alignment.

* * *

No. 1,458,586. METHOD OF PACKING AND PRESERVING CIGARS, CIGARETTES, AND SMOKING TOBACCO. JOHN T. MCCROSSON, Honolulu, Territory of Hawaii, assignor of one-half to Eugene S. Cochran, New York, N. Y. Filed Oct. 2, 1922. Serial No. 591,700. 3 Claims.

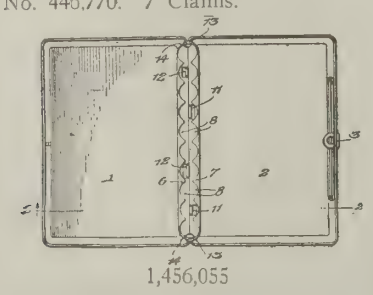


1,458,586

A process of packaging cigars, cigarettes and the like, which consists in enclosing the same in a container, exhausting the air from said container, filling said container with inert gas, and then hermetically sealing said container.

* * *

No. 1,456,055. CIGARETTE CASE. LEONARD DAHLGREN, Attleboro, Mass., assignor to Fillkwik Company, Attleboro, Mass. Filed Feb. 21, 1921. Serial No. 446,770. 7 Claims.



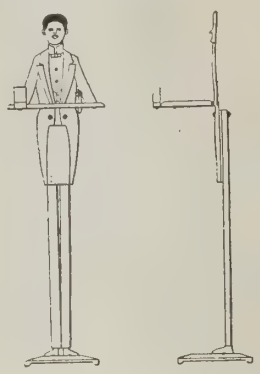
1,456,055

In a cigarette case, movably connected front and back members, and a holder composed of a pair of sections hinged together to receive the cigarette therebetween, each end of each section having means of substantially identical construction formed to interengage and to snap into and out of engagement with each other.

* * *

Designs

No. 62,287. SMOKER STAND. Frederick E. Hadermann, New York, N. Y. Filed Oct. 15, 1921. Serial No. 508,022. Term of patent 3½ years.

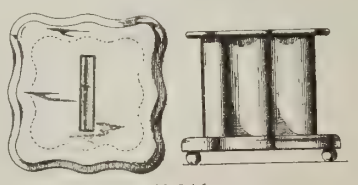


62,287

The ornamental design for smoker stand as shown and described.

* * *

No. 62,346. CIGARETTE HUMIDOR. Frank A. Sileo, New York, N. Y. Filed June 7, 1922. Serial No. 2,559. Term of patent 3½ years.

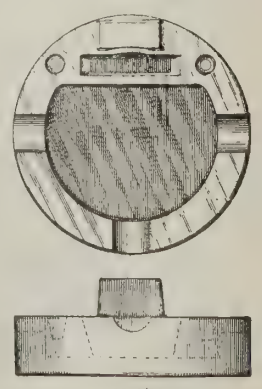


62,346

The ornamental design for a humidor substantially as shown and described.

* * *

No. 62,373. ASH TRAY. Ira M. Clarke, New Martinsville, W. Va., assignor to New Martinsville Glass Mfg. Co., New Martinsville, W. Va., a Corporation of West Virginia. Filed May 16, 1922. Serial No. 2,280. Term of patent 7 years.

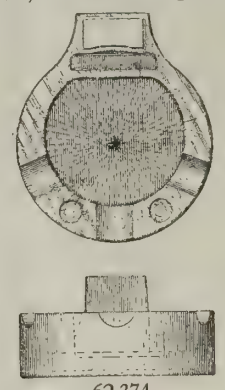


62,373

The ornamental design for an ash tray as shown and described.

* * *

No. 62,374. ASH TRAY. Ira M. Clarke, New Martinsville, W. Va., assignor to New Martinsville Glass Mfg. Co., New Martinsville, W. Va., a Corporation of West Virginia. Filed May 16, 1922. Serial No. 2,281. Term of patent 7 years.



62,374

The ornamental design for an ash tray as shown and described.

* * *

No. 62,367. ELECTRIC CIGAR LIGHTER AND STANDARD. Milton H. Shoenberg, San Francisco, Calif. Filed May 22, 1922. Serial No. 2,351. Term of patent 14 years.

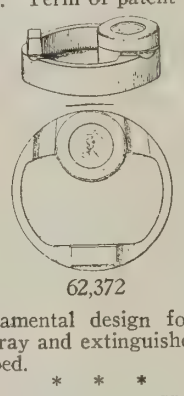


62,367

The ornamental design for an electric cigar lighter and standard as shown.

* * *

No. 62,372. COMBINED ASH TRAY AND EXTINGUISHER. Eugene C. Callahan, Chicago, Ill. Filed Sept. 2, 1921. Serial No. 498,137. Term of patent 7 years.

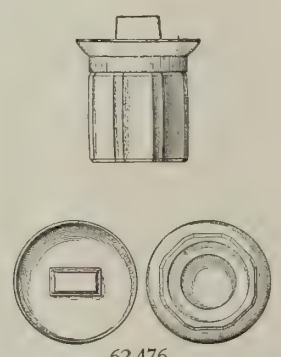


62,372

The ornamental design for the combined ash tray and extinguisher, as shown and described.

* * *

No. 62,476. COMBINED HUMIDOR AND ASH TRAY, IRA M. CLARKE, New Martinsville, Glass Manufacturing Co., New Martinsville, W. Va., a Corporation of West Virginia. Filed May 31, 1922. Serial No. 2,479. Term of patent 7 years.

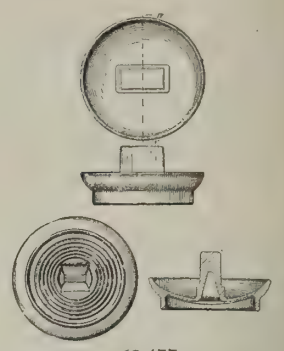


62,476

The ornamental design for a combined humidor and ash tray, as shown and described.

* * *

No. 62,477. COMBINED ASH TRAY AND JAR COVER. IRA M. CLARKE, New Martinsville, W. Va., assignor to New Martinsville Glass Manufacturing Co., New Martinsville, W. Va., a Corporation of West Virginia. Filed June 10, 1922. Serial No. 2,622. Term of patent 7 years.

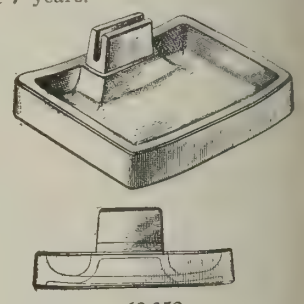


62,477

The ornamental design for a combine ash tray and jar cover as shown and d scribed.

* * *

No. 62,352. ASH TRAY. Philip Heuisler, Baltimore, Md., assignor Maryland Glass Corporation, Baltimor Md., a Corporation of Maryland. Fil Jan. 30, 1922. Serial No. 430. Term patent 7 years.



62,352

The ornamental design for an ash tr as shown.

* * *

No. 62,366. ELECTRIC CIGAR LIGHT Milton H. Shoenberg, San Francis Calif. Filed May 11, 1922. Serial N 2,194. Term of patent 14 years.

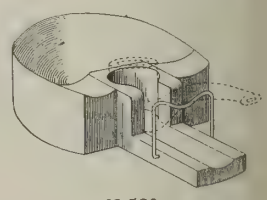


62,366

The ornamental design for an elec cigar lighter as shown.

* * *

No. 62,520. COMBINED ASH TRAY A PIPE REST. EDWIN GEORGE FOR Berkeley, Calif. Filed Sept. 5, 1 Serial No. 3,626. Term of patent years.



62,520

The ornamental design of a combi ash tray and pipe rest, substantially shown.

* * *

Formula

No. 1,455,396. COMPOSITION FOR BACCO PIPES. William W. Hes Toronto, Ontario, Canada. Filed Au 1918. Serial No. 249,190. Two clai

1. A composition for making tob pipes, comprising, ground corn cob a 4 parts, asbestos fibre about 1 part, a etable fibre about ½ part, and an adhe matterial in sufficient quantity to for plastic moldable mass and of a na which will dry hard.

CLASSIFIED ADVERTISING

I WANT TO BUY MORE CIGARS. FRO DOWN, FROM MANILA MANUFACTUR ALSO FROM FLORIDA. ANTHONY CA 4831 DIX AVENUE, DETROIT, MICHIGAN

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXVI. No. 9 NEW YORK, JUNE 28, 1923 Per Annum, $3.00 This Issue, Per Copy, 25 Cents

CONNECTICUT NUMBER

Tobacco in Connecticut Valley from Colonial Days to Present Time

Leading Cigar Leaf Tobacco State Derives Its Name from Indian Word, "Quinnitakut," Signifying Long River — The Lands Bordering the Notable Stream Produce Millions of Pounds of Tobacco Yearly—The Shade-Grown Leaf a Prominent Feature

By DR. ARTHUR SELWYN BROWN

CONNECTICUT, one of the most important of the original New England colonies, derived its name from the Indian word "Quinnitakut," which signifies a long river. They gave the river that name and the first settlers bestowed it on the colony. Then, when they had reconnoitred the colony and had located the finest farming areas, they named them the Wethersfield, Windsor, Hartford, and New Haven. The first three were settled between the years 1634 and 1636. New Haven was settled in 1638. Other important settlements were founded at subsequent dates. King James, of England, granted a charter to the Colonists in 1632 which defined the boundaries of the Connecticut colony as extending from Narragansett Bay to the Pacific Ocean. This was a most generous gift of a proud monarch to grateful people. But, unfortunately, the gift, like that of Midas, in classical times, was too large and valuable for the colonists to utilize and, in the course of time, enterprising colonists from the motherland and from other American settlements occupied portions of the Connecticut territory until the major portion of it was ceded to the Federal Government in 1776. The area of the state now embraces 4,990 square miles.

Early Claims to Territory

The magnificent river which traverses the rich tobacco-growing valley appears to have been first surveyed and mapped by a Dutch engineer, Adrian Block, who, while in command of a Dutch ship, explored, sounded and charted the river in 1614. Captain Cabot, however, had entered the river in 1497 and 1498 and had taken title to all the territory for England. The present area of Connecticut comprises the grant made by King James I to the Plymouth Company in 1606, and which was confirmed in 1620. This company established an active and prosperous trading post at Windsor in 1633. A little before that, the Dutch had built a fortified trade post at New Haven on sufferance. The Plymouth Company established their post at New Haven in 1638.

Famous for Industries

Connecticut was, at the beginning of her history, famous for her trading posts, subsequently for her agricultural industries and in modern times is famed for her general industries, which represent an investment of more that $500,000,000. The state is pre-eminent in mechanical inventions, and the products of her busy factories are shipped over the whole civilized world. These products include watches and clocks, machinery, firearms, automobiles, hardware, Danbury hats, brass goods, sewing machines, typewriters, chemical and many other commercial products of importance.

Fame of Tobacco Is World-Wide

But it is doubtful whether any of those articles is so well appreciated as the tobacco plant which has given Connecticut such great fame among the world's tobacco markets. The tobacco grown over immense areas of the fertile Connecticut Valley constitutes one of the world's richest and most sought after tobacco crops.

The earliest settlers appear to have discovered that good tobacco may be grown successfully in all latitudes from Canada to the tropics and on a great variety of soils. They also knew, doubtless, that the commercial value of a tobacco crop is controlled by climatic and soil conditions as well as by the selection of the seedlings and the care taken in growing the crops.

Early Tobacco Culture Had Little Care

Little care was given to tobacco growing by the early settlers. Many farmers grew tobacco for their own use. When settlement increased, a few grew a little more than they could personally consume and sold the surplus in the trading posts. When the constitution was adopted in 1639, the Connecticut tobacco industries had attained sufficient importance to attract the attention of the politicians.

In 1641 the following enactment was made by the Legislature: "It is ordered that whoever, within this jurisdiction after September, 1641, smoke or use tobacco other than what is grown within their liberties shall forfeit for every pound so spent five shillings, except those who hold licenses from the Court."

Imports from Other Countries

Tobacco was imported into New Haven at the time the above protective ordinance was issued, from the West Indies, Mexico and Virginia. It is evident that the general smoker did not like the idea of the restriction of tobacco to that grown on local farms. The colonial records tell us that the first tobacco ordinance worked so badly that the General Court on January 28, 1646, issued the following proclamation: "The order concerning the payment of 5 shillings a pound for using tobacco grown beyond the jurisdiction of this court is hereby repealed."

Smokers Had to Be "Certified"

The public response to this relief measure was exciting. Smoking and tobacco-chewing became more fashionable than ever. The anti-smokers became greatly alarmed at the way their friends were spending their money in smoking and, as they mistakenly thought, injuring their health. They got busy in the political lobbies and persuaded the General Court to enact legislation to the following effect: "For as much as it is observed that many abuses are committed by much tobacco smoking, it is enacted that no person under the age of 20 years, nor any other who is not already an accustomed smoker, shall use tobacco until he has procured a certificate from a medical man stating that smoking or other use of tobacco is 'useful' for him. In addition, application must be made to this court for a smokers' license."

Restricted in Smoking Privileges

Even the above restrictions failed to give the



Photographs by courtesy of Olds & Whipple

1. An excellent crop of seedleaf at Wapping. 2. The farmer in this picture is more than six feet high, but seems lost in the luxuriant growth. 3. Another fine crop at Wapping. 4, 5
6. Typical views of tobacco plantations at Hazardville. 7 and 8. Shadeleaf at Glastonbury.

devotees to the fragrant weed the right to smoke wherever they wished to. They were prohibited from smoking in public on account of the bad examples they might give to persons innocent of the joys of the pipe and to adventurous boys. They could smoke in their homes after the ordinary time of repast commonly called dinner; but this delight was restricted to occasions when the smoker was alone or had another smoker as guest. Two other smokers constituted a public and this brought the prohibition of smoking in public into operation. A farmer, licensed to smoke, was not permitted to enjoy the charms of his pipe when in the fields and woods unless he was going "on a journey of at least 10 miles." There is little doubt that many a smoker started out on a 10-mile hike after he had enjoyed the supreme felicity of his permitted after-dinner smoke, so as to prolong the joy by refilling his pipe. Such hikes were continued until the smoker decided he had smoked enough for the time being. The hike was then postponed until there was another occasion for its resumption.

"In the Ol' Tobacco Patch"

The restrictive legislation worked hardships to many good citizens while they were enforced. But the enforcement was not general and never rigid. The early settlers enjoyed many a fine pipeful in brave defiance of the law, and like the inveterate smoker S. Q. Lapius describes in his poem entitled, *In the Ol' Tobacco Patch,* most of the farmers farmed and smoked and then soliloquized:

"I jess kind o' feel so lonesome that I don't know what to do,
When I think about them days we used to spend
A-hoein' our tobaker in th' clearin'—me an' you—
An ' a-wishin' that the day was at an end.
For the dewdrops was a-sparklin' on the beeches' tender leaves
As we started out a-workin' in the morn;
An' th' noonday sun was sendin' down a shower of burnin' leaves
When we heard the welcome soundin' dinner-horn.
An' th' shadders round us gathered in a sort of ghostly batch,
'Fore we started home from workin' in that ol' tobacker patch.
I'm a-feelin' mighty lonesome, as I look aroun' today,
For I see the change that's taken place since then.
All th' hills is brown and faded, for th' woods is cleared away,
You an' me has changed from ragged boys to men;
You are livin' in th' city that we ust to dream about;
I am still a-dwellin' here upon the place,
But my form is bent an' feeble, which was once so straight and stout,
An' there's most a thousand wrinkles on my face.
You have made a mint of money; I perhaps have been your match,
But we both enjoyed life better in that ol' tobacker patch."

Connecticut Shade Tobacco

The tobacco which makes Connecticut so famous today is known as the Connecticut Shade wrapper. During the past half-a-century this unique product of American agricultural skill has moved up into a strong position in the cigar-manufacturing centers. It has no superior in the qualities constituting a fine wrapper. It has an excellent general appearance, good color, quality, texture, venation, luster, aroma and burning capacity.

The soils in the Connecticut valley where the shade leaf is grown are mainly composed of loams, sandy soils, river silt and gravel loams. Tobacco crops raised on these soils at Windsor, Suffield and elsewhere from Havana seed produce a shade of tobacco which exhibits a general uniformity.

First Tent Experiment

The first tent is reported to have been erected at Poquonock, on the farm owned by John Do Bon. It was erected for experimental purposes by the Department of Agriculture, working in co-operation with the Connecticut Experiment Station. The tent was made of cheese-cloth and was the outcome of ideas imported from the East Indies by A. D. Shaw, of Quincy, Florida. Experiments carried on by Shaw proved that the tent protected the delicate growing plants, and acted like shade trees in promoting the stem growths and the sizes of the leaves. They led to heavier crops of finer quality leaves and reduced the damages done by insects to the growing plants. The success of the Shaw experiments in Florida led to the trial of tents elsewhere and finally Du Bon secured a test on his farm in the Connecticut Valley. Unfortunately the first experiments in Connecticut did not enable the experimenters to realize their hopes. Allowance was not made for the wildness of the northern climate. Wind and rain during the first few years of trial caused much damage to the tents.

Demonstrated Its Value

The Poquonock experiments in 1904 demonstrated that seedlings raised from seed grown in Cuba produced heavier crops of finer tobacco than plants grown from seed gathered from local farms. In 1909, the data secured by the leading experimenters, including Floyd, Ackerly, Stewart, Hazelwood, Griffin, Shamel, Pinney, Farnham, Soby, Whipple, Haas and many others, showed that Connecticut Valley shade-grown leaf had qualities which were unsurpassed by any foreign-grown wrapping tobaccos. All that now remained was to prove to the American cigar manufacturers that there was a home product which possessed advantages over imported leaf tobacco. This work was ardently taken up by many active business firms and within a few years the fame and qualities of Connecticut shade-grown tobacco was written in large letters of gold in every cigar-manufacturing center within the United States and Canada.

Farmers Became Interested

In the meantime, the farmers were showing interest in the new crop which, they were told, offered greater possibilities in the way of returns than any other crop which they could raise. Many of the broad-minded men sowed small areas and tested the commercial possibilities of tobacco.

The experts continued using the latest intensive cultural methods in raising and testing new types of plants and in studying the effects of seed-grading and culling.

Favorable Climatic Conditions

Climatic conditions necessitated close studies of the best ways of securing the tent frames and their posts, wires and stays and the adjustment of the cheese-cloth. Connecticut is blessed with a good climate. It is a fine summer resort. Thousands of visitors live in Connecticut each Summer in order to enjoy the salubrious and invigorating climate. The local farmers, particularly those who grow tobacco in the valley lands, realize that this fine climate has some drawbacks. Thunderstorms sometimes pass along the valley rapidly, which are accompanied by high winds and heavy rain showers. Unless the tobacco tents, which now cover immense areas, are well and strongly erected, they will become wrecked by some of the Summer storms and the crops would be damaged or destroyed.

Shade Calls for Careful Husbandry

Shade growing calls for the most careful husbandry. Seeds must be selected with fine judgment, the plants must be set in rows about three feet apart and repeated hoeing or machine cultivation must be given the growing plants. The leaves are harvested by trained harvesters who cull all damaged or immature leaves.

The curing of Connecticut shade-grown leaf has become a fine art. The best methods in other tobacco-growing states were investigated and their good points were selected and adapted to Connecticut conditions. The humidity and temperature of the curing sheds need the greatest attention. Fermentation is another part of the curing process that calls for experienced judgment. The state, fortunately, ever since the commercial value of its tobacco crops became realized, has had plenty of expert tobacco curers. They have largely contributed to the state's tobacco-producing fame.

Burning Qualities

Most of the good qualities of a cigar tobacco are based upon good burning capacity. There is much variability in burning quality shown by leaves raised in remote districts. Curing and fermentation also exert potent influences upon burning capacity. That capacity includes the fire-holding properties of the leaf, the evenness and completeness of the burning and the amount, color and quality of the ash. The tobacco curer is a greater factor in developing the best burning capacity of any given leaf than the grower. The tobacco grower's influence upon the burning qualities of tobacco consumed in the form of cigars, smoking mixtures or cigarettes is indirect. The influence of the tobacco curer is direct. He can bring out qualities from a poor or immature leaf, or destroy the burning qualities of the finest grown leaves. This is realized in Connecticut and the utmost care is given to the curing of the local tobacco crops.

Statistics of the acreage of shade tobacco grown in the Connecticut Valley since 1900 tell an eloquent story of the hardships of the pioneering days, and the successful triumphs in recent years, of local tobacco industry.

Shade Acreage

The following figures present a graphic picture of the cumulative growth in popularity of Connecticut shade wrappers:

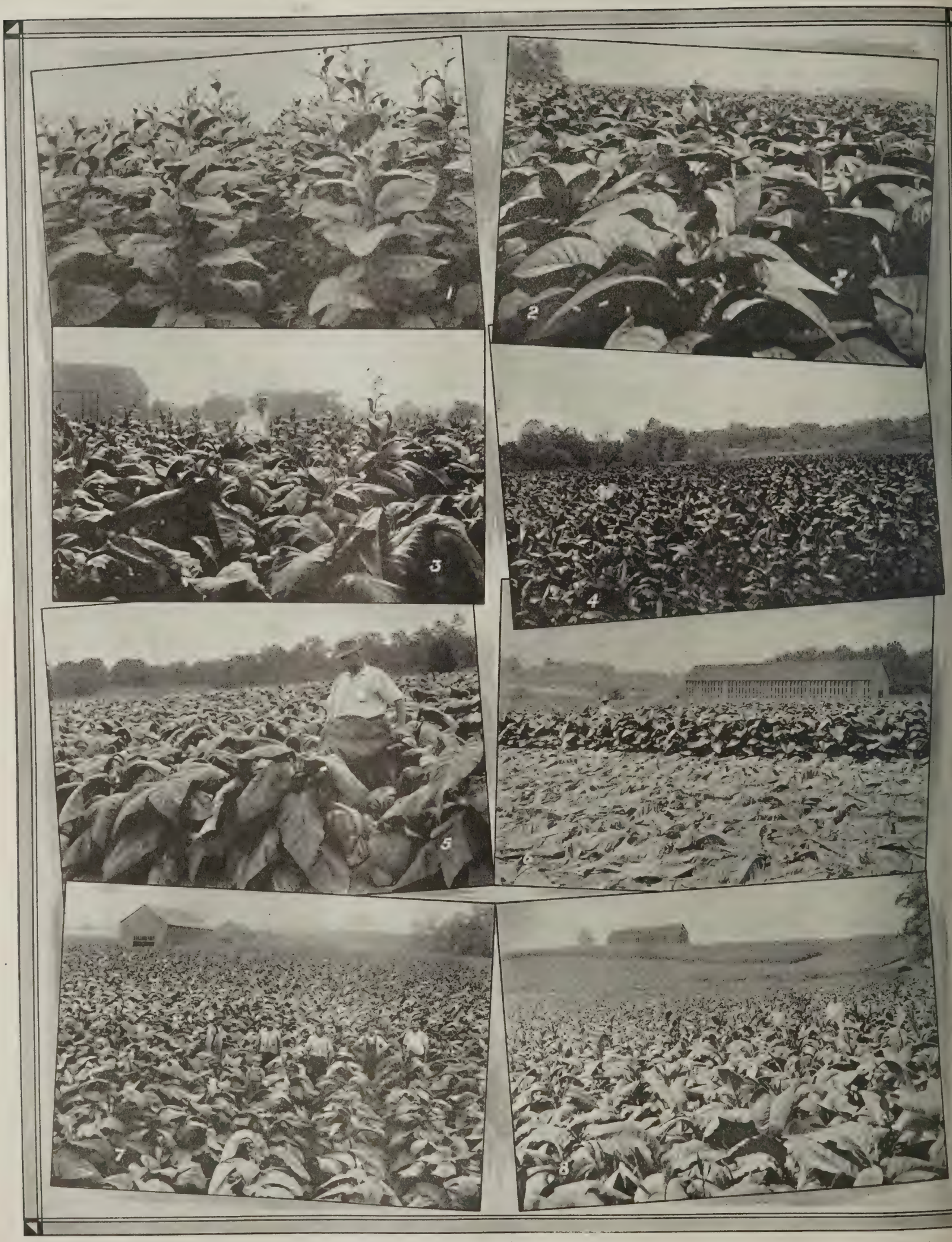
Year	*Acreage*
1900	⅓
1901	41
1902	720
1903	645
1904	33
1905	40
1906	40
1907	70
1908	200
1909	400
1910	1,000
1911	1,995
1912	1,906
1913	1,840
1914	2,574
1915	3,609
1916	4,939
1917	5,854
1918	6,100
1919	4,866
1920	5,930
1921	7,382
1922	8,001

Grading Tobacco

The warehousing and marketing of a tobacco crop have an important influence on the value of the product. Grading is done in the warehouses. The grading of filler-leaf by length, texture and colors can be well or poorly done. The value of the graded product is conditioned by the skill shown in the grading. The valley leaf shows a remarkable uniformity in size, weight and color. But, while this simplifies grading, it does not allow it to be carelessly carried out. Grading selects leaves of wrapping caliber from those best suited for fillers. Sometimes as many as 18 grades of leaf are sorted. Such sortings are based on weight and size of leaf or color and general appearance. Connecticut tobacco is also graded in accordance with standard leaf sizes. There is a grade for each inch of leaf-length from 10 inches up to 20 inches. There is a twelfth grade for the exceptional leaves of 22 inches in length.

A Boon to Farmers

The achievements of the Connecticut tobacco grower and curer, working under the advice of many of our greatest tobacco experts, have been astonishingly successful. The diligence, experience, skill, and painstaking care given to the raising of tobacco crops in the Connecticut Valley has led to the enrichment of the state and to the



1, 2, 3 and 4. Fertile fields of high-grade Connecticut seedleaf. 5. The cupid-like figure in the midst of this picture is none other than Wm. K. Ackley himself. 6 and 7. Two big crops f shadeleaf. 8. A picturesque Glastonbury plantation.

pride of the farmer. It has kept people on the farm who otherwise would have flocked to the cities and it has abundantly rewarded the intelligent farmers who so loyally placed faith in the tobacco experts and so faithfully followed their advice and cultural practice.

Business Men Important Factors

The exertions of the Connecticut business men who undertook to market the valley crops were also important factors in the success of the local tobacco. In lean years and in others, every effort was made to spread the news of the good qualities of the Connecticut leaf and to show how excellent shade-grown tobacco wrappers and binders are. The combined efforts of the growers, curers, business men and experts finally triumphed in a signal manner, and today Connecticut shade-grown leaf is a peer with the best of the world's tobaccos. Its worth has been shown, and recognized, and the American cigar manufacturers have bowed to the inevitable and accepted the tobacco at its true value. It may be modestly claimed that Connecticut shade-grown leaf has attained its present eminence by its sterling smoking qualities and with the aid of those directly interested in it.

Continually Seeking Improvement

The growers are not content to rest. They are, and will continue, experimenting so as to make further improvements in the qualities of local tobacco in order that its use may be extended and so that larger acreages may be sown. The history of tobacco growing in the Connecticut Valley will make charming reading when it is told in a complete story. It will picture a sturdy people fighting against many obstacles in following a fine ideal. Their ultimate success did not induce them to rest on the wealth and laurels won, but has simply spurred them on to greater successes in the future. This picture will depict the triumph of American grit and farming skill and yield another chapter for the book which will record how American business acumen and progressiveness won a great place and reputation for a state's tobacco crop in one of the world's greatest industries.

New England Tobacco Production and the New Marketing Method

Bulk of Product Is Grown in Comparativly Narrow Strips, Less Than One Hundred Miles in Length, Along Connecticut River—Three Principal Varieties in Cultivation, Havana Seed, Broadleaf and Shade Grown—The New Co-operative Selling System

By WILLIAM K. ACKLEY

NEW ENGLAND tobacco culture is confined to a small portion of states of Connecticut and Massachusetts, with a few acres in addition in southern Vermont and New Hampshire. The bulk of the acreage is along the Connecticut River and is confined to a territory of less than one hundred miles along the river.

There are three varieties of tobacco grown, namely, Havana Seed, Broadleaf and Shade Grown. The acreage of Havana Seed and Broadleaf are about equally divided, varying somewhat from year to year according to the price, while the Shade Grown is mostly grown by corporations, and the combined acreage in 1922 was 28,000 acres, grown by about 3,750 individuals.

The better grades are used exclusively in cigar production, either as wrapper or binder tobacco; the lower grades, consisting of broken tobacco, hail cut and inferior crops, totaling on an average of from 15 to 20 per cent of the annual production, are disposed of to manufacturers of scrap tobacco. The total value of the crop runs from $12,000,000 to $20,000,000 annually. depending upon quantity and quality.

The tobacco as it comes from the growers' curing sheds is packed into bundles, all the leaves being stripped indiscriminately from the stalks and delivered to the warehouses where each leaf is examined and placed in its proper grade, according to character and size. For the Havana Seed there are 28 of these grades and sizes; for the Broadleaf tobacco there are 12 grades. After the tobacco is assorted and sized it is tied into "hands" and packed into wooden cases. It is then ready for the sweating process, and much of the tobacco is put through sweat rooms to cure for varying lengths of time, according to the grade, condition and variety of the tobacco. After the completion of the sweat, the tobacco is then removed from the cases and sampled by an expert, and is then ready for the market.

Havana Seed commences to come on the market about February 1 of each year and continues as fast as it is ready. Broadleaf tobacco requires a much longer time to cure and, with the exception of the lower grades, is not ready to offer for sale until about September 1 of the year following its production. The warehouse operations require skill and experience—practically a profession on the part of those who conduct them.

Warehouses are scattered all through the tobacco belt and are in the hands of men who have made it their life work to carry on this business.

A general feeling of dissatisfaction was manifest for a long time among the growers of tobacco throughout the entire Connecticut Valley. About a year ago they seemed to realize that the business of producing tobacco and that of marketing the product were ones that called for entirely different forms of training and equipment in the individual.

They had observed the mercantile industries of Connecticut and Massachusetts, many of which produced articles, the demand for which was not comparable with theirs, making long strides ahead annually, while the tobacco industry had for a decade shown no progress—if anything, a general decline. Many of them felt that the problem of merchandising or marketing of their product should not be more difficult than for any manufactured article, providing the difficulties entailed by individual rather than by group production could be overcome so that the marketing could be carried on as is done by any mercantile organization. During the Spring of 1922 this general feeling of dissatisfaction resulted in the formation of an Organization Committee to draw up an agreement and marketing contract with the view of forming a co-operative marketing association. This agreement provided for the formation of the Connecticut Valley Tobacco Association, on conditions that not less than 75 per cent of the total acreage be signed up to a marketing contract not later than August 1, 1922.

Meetings were advertised and held in each town throughout the entire tobacco belt of the Valley and the contracts were distributed for the growers to carefully study and decide if the plan was feasible, and at each meeting the Organization Committee emphasized the statement that it would prefer to see no association formed unless it could be done as the result of deliberate and careful thought on the part of the men of the tobacco section; and it was further emphasized that what would be attempted was the collective selling in an orderly manner and on a supply and demand basis, of the individually produced tobacco; and that no "holding" or "hold-up" movement was contemplated.

The result of this campaign was that on August 1, the Organization Committee found itself in possession of contracts representing 83 per cent of the total acreage, bearing the signatures of over 90 per cent of the individual growers.

This contract, which was drawn on the so-called "California Plan," and which contains strong provisions against its violations, provides that the Association buys, and the member sells to the Association, all the tobacco produced by him from 1922 to 1926, inclusive. The Association is given entire authority as to time and place of delivery and as to methods of handling, grading and marketing; also full authority from the member to borrow money on the tobacco, "through drafts, acceptances, notes or otherwise, or on any warehouse receipts or bills of lading or upon accounts for the sale of tobacco, or on any commercial paper delivered therefor."

The tobacco belt was then divided into twenty-one districts, each containing approximately an equal acreage.

Primaries and general elections were held and a director was chosen from each district to act as an incorporator of the Association and subsequently as a director for the first year.

The task presented divided itself naturally into four parts:

First: To set up and operate an organization of tobacco, and to be able at any moment to to receive, assort, pack, classify, ferment and grade from twenty-five to thirty million pounds account for each pound of it to the membership.

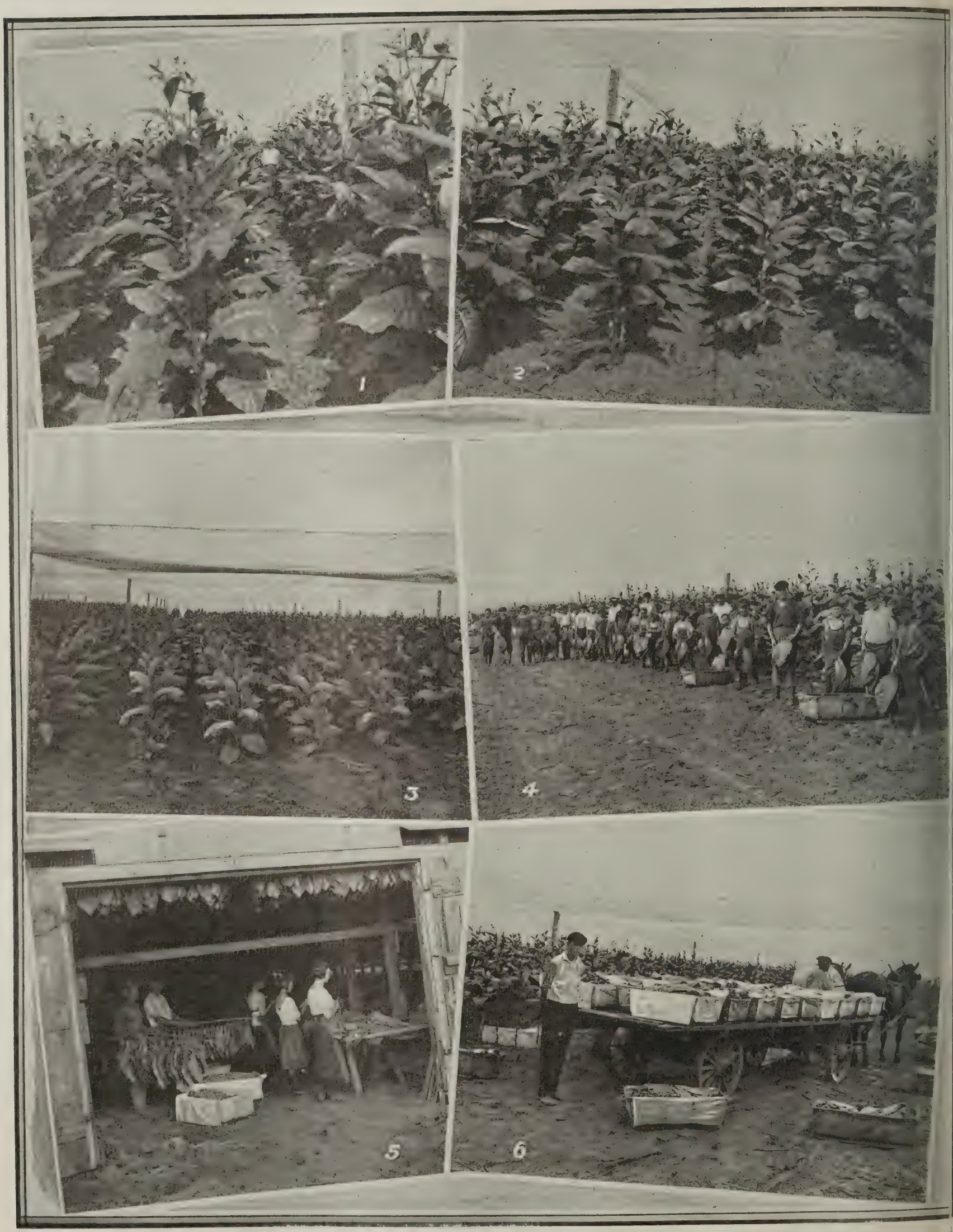
Second: To finance the above operation and to arrange for reasonable advance payments to members in addition.

Third: To market the tobacco when ready as expeditiously, directly and widely as possible.

Fourth: To set up an organization to procure better methods of culture and production and to effect all possible economies and improvements therein.

It was stipulated that the Association should be conducted as a business project, with no "politics" tolerated; that its work must be conducted so as to benefit the consumer as well as the producer; that it must be so organized and operated as to be able to effectively compete with other districts or other producers at home; that its aim should be to utilize every organized and useful agency in the distribution of its product, and to set up no new machinery except where essential; that it should at once create and as fast as possible add to, a cash credit fund, from fair deductions from the sale proceeds of the tobacco; that its financial dealings should be established and conducted on a basis which would create permanent confidence on the part of the banks.

As fast as possible the officers of the Association have followed out these rules in the undertaking of the work. After the organization of the Association the first step was to engage as its General Manager the most capable and experienced packer and dealer in New England tobacco that could be found. Fred. B. Griffin was chosen for this work, and he immediately set the wheels in motion, and made arrangements with eighty-six warehousemen to pack the tobacco for the Association, under contract and by the pound; all work to be done under close



Typical scenes on the plantations of Hatheway & Steane: 1. Tobacco under tent. 2. First priming. 2. Tobacco under tent. 4. Picking tobacco. 5. Stringing tobacco. 6. Carry tobacco to curing shed.

rvision of the Association, it reserving the to cancel any contract without notice should evork be in any way unsatisfactory.

he warehouses were then divided into dis-ts, according to their location, with super-rs in charge of each district, who looked e the crops of the members for general ty and condition, and ordered each into the houses as needed. They also inspected the of each warehouse and were responsible that part of the "packing" under their ge. All of these supervisors were men of experience in the business. The work of ling the tobacco was carried on faster than scheduled, in spite of the adverse weather abor conditions.

ll the Havana Seed was assorted in the As-tion's warehouses. Comparatively few of warehouses assorted the Broadleaf, as most e Broadleaf growers have always assorted own tobacco and are well equipped for the . Field supervisors were appointed to intend the grower-assorting; these super-s were traveling from place to place, and to visit each grower at least once a week tener.

the warehouses, a two-hand sample was t from each case of every crop, and when rop was completed, the warehouseman for-ed them to the main office in Hartford, her with a record of the crop, showing the l pounds, grade, size, and condition of the co in each case. The samples, upon arrival, to the grading room, where the crop was fied for general value for loan purposes and cted by appraisers representing the lending cate.

ve classifications were used, loan values attached to each of the first four, while ops in the fifth classification no loan value made. After all the operations were com-l a copy of the crop record was sent to the grower of the crop, thus accounting for every pound of the original delivery. After the tobacco is sweated and ready for the market, each case is examined and sampled, given its final grading and pooled with other like tobacco, and when sales are made they are from these pools and the individuality of the tobacco ceases to exist, each member being credited with the percentage of such pools as his tobacco may have fallen into, and the final returns being divided on the basis of the average selling price of all the tobacco from any pool.

To carry on the work of handling the tobacco and to make advances to individual growers, made it necessary to arrange for about $8,000,-000, and this was done by establishing and agreeing upon a fair market price per pound upon each grade, with a loan value not to exceed up to 50 per cent, and a Hartford bank was made Trustee for the lending banks and the Association. All loans are secured by pledge with the Trustee of negotiable warehouse receipts issued by the independent warehouses, which are bonded, and the Association carries full insurance.

The actual selling of the tobacco is in the hands of the general manager. The directors empowered the executive committee to fix prices on all the tobacco.

The final samples of Havana seed tobacco started to come in from the warehouses in February, and in two weeks' time practically the entire holding of the Association of Havana Seed was contracted for, to be delivered as fast as ready. While the prices of the various grades have been higher than for some time, returns to the individual member on the average will only pay expenses, owing to the fact of a poor crop year and small percentages of high grades. The members realize that to make a profit they must produce tobacco of good quality and weight.

The majority of the tobacco thus far sold has gone directly to the cigar manufacturers and the distribution has been wide. The remainder sold to the jobbing trade will reach the manufacturer who has been unable to purchase through the regular established channels.

The grading and pooling methods adopted have already shown that the best growers will get most benefit, and the members fully believe that if fine enough tobacco is produced, the results will be far in excess of past years, and that without price increases to the trade.

Each member is urged to produce a high class of tobacco and the field service department is working on this proposition continuously.

One of the greatest drawbacks to the industry in the past, has been the hail risk and an arrangement has been made whereby hail insurance has been offered at a much lower rate than heretofore. The rate being a trifle less than one-half of last year.

The officers feel that they have made a good start towards putting the New England tobacco growing industry on a firm foundation for future production of higher class goods, and for future expansion of the business.

The demand for shade grown tobacco is fast increasing and there will be an increase in the acreage this year of about 2,000 acres. The Round Tip is becoming popular and the acreage of this will be about double that of last year, while the acreage of Havana Seed and Broadleaf will not materially change. Growers have been delayed in getting the 1923 crop out, due to cold weather. However, despite the shortage of labor, the crop will be set out in good time, although a little late in the early start off, and the growers are all working to make the 1923 crop the best one grown in the Connecticut Valley.

The manufacturers recognize that they cannot get a substitute for Connecticut, and are coming back stronger than ever this season for their stocks.

he Valuable Work of the Connecticut Tobacco Experiment Station

Experiments Conducted at Various Times During Past 30 Years—Much of Work Carried on in Co-operation with Growers or Others—State Established Tobacco Substation in 1921 — Improvement Association Continues to Add to the Funds.

By DR. GEO. H. CHAPMAN

President Director, Connecticut Valley Tobacco Improvement Association. In Charge of Connecticut Tobacco Station.

EXPERIMENTAL work with tobacco has been conducted at various times by the Connecticut Experiment Station during the past thirty years, but much of this work was carried on in co-operation with grow-r other interested parties, and it was not May, 1921, that a state tobacco sub-station stablished in the state.

he General Assembly appropriated money he establishment of a tobacco experiment tn and the land was purchased with funds private sources. Realizing the importance brough investigational work on tobacco the growers and packers in the Valley sup-nted liberally the appropriation of the and in this way sufficient funds were se-to adequately equip and maintain the to-station.

State Increases Appropriation

the last session of the General Assembly, rowers were able to secure for the next al period, $20,000, or double the original o appropriation. The Connecticut Valley cco Improvement Association continues to the funds so procured in order to permit ation to work at maximum efficiency with er staff of investigators than would be le using state funds alone.

921 the work at the station consisted prin-of experiments on wildfire control under rection of Dr. Clinton, and the breeding of ly desirable new varieties under the direc-f Dr. Jones.

Definite Policy Established

In 1922 the lines of investigation were stabilized and long-time experiments on fertilization, breeding, as well as disease and insect pest control work were begun, at least in part. During the year the relations of the substation to the other agricultural interests in the Valley and State were clarified and a definite policy established so that the work at the substation is closely linked with the various agencies in contact with the tobacco growers, such as the Connecticut Agricultural College, the various Farm Bureaus, the various subject-matter departments at the main Experiment Station, the Connecticut Valley Tobacco Improvement Association, and other similar organizations. These close relations make for a harmonious operation of the different agencies and also make for better efficiency in the conduct of the work.

The 1922 Program

The experiment projects approved and begun in 1922 are given below:

1. A long-time study of the nitrogen, potash, and phosphoric acid rations best suited for Connecticut Valley tobacco; also a study of the effects of the different carriers of these plant food elements related to the yield and quality of the tobacco.

2. Co-operatively with the Federal Department of Tobacco Investigations a field plot experiment was started to test the action of magnesium, chlorine, and sulphur as influencing the growth and quality of cigar leaf tobacco. It was demonstrated that a lack of magnesium in a fertilizer or soil will unquestionably produce the mottled condition known as "sand drown" in our cigar leaf tobaccos, just as it does in other types.

Studies Continued

3. Wildfire studies were continued with special reference to the control or the prevention of the occurrence of the disease in the seedbeds by the proper use of copper-lime dusts or sprays. It was found that the conclusions arrived at the previous year were justified and that most any copper-lime dust or spray carrying approximately 6 per cent metallic copper, with or without added arsenical, if used faithfully every two or three days or renewed when washed off, would yield clean seedbeds, and the materials did little or no inury to the growth or development of the tobacco seedlings. While under certain conditions with all the sprays or dusts a certain amount of burning of the foliage was found, it was of little importance and did no permanent injury to the plants.

Field Treatment of Wildfire

In field control of wildfire, the results of the experiments carried on indicate that the spraying or dusting in the field was of doubtful benefit except in the case of shade grown tobacco or very early in the season when the plants were small in the field. Hand picking of the diseased leaves supplemented by spraying saved several crops from rather serious infection in 1922.



From photographs taken on the plantations of W. S. Pinney & Co.

1. Priming. 2. Preparing the soil. 3. Two months after transplanting. 4. Resetting. 5 and 7. Setters at work. 6. A curing shed. 8 and 19. Effects of a windstorm. 9. Pl furrow. 10. Sowing fertilizer. 11. Ready for priming. 12. Six weeks after sowing seed. 13. A few days later. 14. Field of shadegrown two weeks after transplanting. 15. 16. Cultivating. 17. A splendid type. 18. Plants beginning to bud. 20. Picked leaves being taken to sheds. 21. Well started.

Black Root Rot

The work on "black" root rot, including ments on possible control by changing lition or soil reaction was not started in rety. It is not planned to take this up ter. Other disease work was also held vance until such time as a pathologist be detailed from the Experiment Station substation.

In co-operation with the Federal Depart- f Tobacco Investigations, Dr. Slagg has onducting experiments by rotation with rown" or "red" root rot infected fields, so devoted considerable time in attempts ate the causal organism. As yet, how- work has not progressed far enough to the Federal Department to make definite cement.

Experimenting on Havana Strains

Several domestic strains of Havana to- were grown under uniform conditions to ine if there existed a definitely marked on of type in our Havana tobacco or if the on noticed in certain fields was due to l differences or to disease. It may be at of six so-called different strains of a, both good and poor yielders, only one experiment plots showed sufficient varia- type and yield to warrant the assertion might be classed as a different strain of a. Two types of broadleaf, the John Wil- nd the Hockanum, were grown, two plots n type being set, one from a good yielding No great differences were noted between o strains of each type, one a specially ielder and the other a good yielder.

ng to Establish "Resistant" Varieties

Under the direction of Dr. Jones, the plant breeder, experiments were conducted with new crosses but as yet these are not sufficiently fixed to warrant a statement regarding the probable value of them. It is expected that some of them will show a resistance to some of our soil parasites, and still be of a sufficiently high quality to compare favorably with the strains now grown. Unless this latter can be accomplished, there is little value in the selection of plants of so-called resistant varieties. It is a fact that many of the resistant strains developed in the past were inferior in quality to the normal types.

Shade-Cuban Experiments

8. Seven strains of Shade-Cuban tobacco were raised from which seed were selected to use for pure line seed work. From the seven strains planted in 1922, three have been selected for future development. Two of these three are original importations from Cuba while the third is a domesticated strain, seed of which has been carefully selected for a number of years.

Round Tip

9. Experiments were conducted with Round Tip tobacco to determine the influence of closeness of planting on yield and quality; experiments were also carried on to determine the effect of time of picking as compared with the picking of other tobaccos.

For the season of 1922, which was not normal, the results obtained indicate that if Round Tip tobacco was set from 13 to 15 inches apart in the row and the leaves picked very early, the yield and quality of the tobacco so handled was much better than if the plants were spaced 17 inches apart in the row and the tobacco allowed to ripen.

Artificial or Control Curing

10. In co-operation with the Carrier Engineering Co., experiments were conducted with an apparatus for artificial or control curing of Shade-Cuban tobacco, and very interesting results were obtained. In these experiments it was conclusively shown that the control of humidity and temperature within certain limits during the curing process yields a much larger percentage of high-grade leaf than ordinary barn curing. These experiments and also experiments with different types of sheds are to be continued, as it is the aim of the station if possible to devise a partial control curing system which may be applied to stalk tobacco as well as to the primed Havana and shade tobacco. The results of the 1922 experiments on curing are given in Bulletin No. 3 of the Tobacco Station.

In addition to the experiments in the field, considerable work has been started on the fermentation of tobacco and also on warehouse troubles, such as "black rot."

Experiments to Be Continued

The experimental work for 1923 is practically a continuation of the projects started in 1922 with some additional problems. More pathological work is to be carried on, particularly with wildfire, angular leaf spot, and black root rot. This is made possible by the assignment of a pathologist to the staff.

The insect problems to be worked on under the supervision of the state entomologist include experiments on wireworm eradication and control.

It is felt that the work of the tobacco station is meeting with the approval of the growers, and established as it is in its relationship to the Massachusetts Station and the Connecticut Station, its work ought to become of great value to the industry.

bacco at the Massachusetts Agricultural Experiment Station

Season of 1922 Given Largely to Studies of Wildfire Control—Experience Emphasized Vital Necessity of Efficient Seed-Bed Treatment — Station Has Laid Out Series of Field Plot Experiments — Much Progress Made in Experimental Work

By SIDNEY B. HASKELL

Director of the Massachusetts Agricultural Experimental Station

MASSACHUSETTS is devoting much time and talent to the improvement of tobacco culture. The season of 1922 at the Massachusetts Agricultural Experiment Station was given up largely to studies of tobacco re control. Experience of the year em- ed again and again the vital necessity of nt seed-bed control. No practical field con- l as developed. Our experience thus far this s shows that methods of seed-bed control, gh well established in an experimental way, ot yet fully popularized. Many cases have to the attention of the Station in which co growers watered their plant beds every day, and dusted or sprayed as a wildfire ntative not oftener than once a week. Nat- l the frequent watering practically vitiated esults of control treatment. It will prob- be several years before seed-beds are d as well as we know how, for it takes for any new farm practice to be thorough- roduced. Meanwhile, of course, every at- will be made to learn the possibilities of control.

sults Set Out in Experiment Bulletin

sults of the Massachusetts work to date be found in Experiment Station Bulletin 213, the same being published also by the ecticut Station under the joint authorship r. Anderson and Dr. Chapman.

addition to these disease control studies, ear was one of progress in experimental with tobacco. Largely through the ef- of the tobacco growers of the Valley, a experimental farm has been purchased, and is being put into operation this present season in a study of cropping systems in tobacco culture, their effect on yield and quality of leaf. All of those familiar with the Massachusetts crop will recognize the necessity of this work. The area of good tobacco land is small, the demand for the product very high. The temptation is to keep the land in tobacco for years without number, once it has demonstrated its ability to grow good crops. All agricultural history indicates that such practice is an invitation to disease and will finally result in decreased yields. Opinions differ as to whether this has actually happened in the upper Connecticut Valley. It is certain, however, that thoroughgoing research work should be undertaken to establish the facts.

To Make Practical Demonstrations

Recognizing this need, the Massachusetts Station has laid out a series of field plot experiments which will measure the quantity and quality of crop produced under the following systems:

1. Continuous tobacco without cover crop, commercial fertilizer used in normal amounts.

2. Continuous tobacco and fertilizer with timothy cover crop sown annually after the tobacco is harvested. This cover crop is expected to serve as a source of organic matter, to keep the soil in condition, and to enable the grower to economize in the use of fertilizer. Whether it will actually attain all of these objectives is still a matter of conjecture. It is for this reason that it is included in the experimental plan.

3. Continuous tobacco with manure and fertilizer, without cover crop. There is little doubt that this system will give good tobacco for a number of years, but nobody knows for how long.

4. Tobacco grown in a "money crop" rotation. The particular rotation selected is possible in the Valley on the medium loam soils, but probably not practicable on the lighter soils which produce the very highest quality of tobacco. It consists of tobacco, onions, potatoes, each one year, with cover crops grown after the tobacco and potatoes. Fertilizer alone will be used on all of these crops. This particular type of rotation is put into the experiment because of the fact that with land at its present value, crops of a high acre value must be raised. It may be that the disease difficulties in growing a tobacco crop can be controlled simply by rotation. Few of us really believe this, but the attempt is worth while.

5. Tobacco grown in an animal husbandry rotation consisting of tobacco, corn, hay, the manure resulting from the feeding of the corn and the hay being applied to the tobacco. This in a way is similar to the famous Lancaster rotation, save that no grain crop is included in the rotation. Probably the fertilizer cost under this system will be less than under any other. Possibly the acre value of tobacco may be higher. On the other hand, there is some question as to whether the money returns from a farm on which tobacco is grown in this way will compare favorably with those from a farm which has a greater acreage of money crops.

(*Continued on page* 41)

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Plantations

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Tariffville, Conn.
Southwick, Mass. - - Chicopee Falls, Mass.

Importance of Tobacco Culture in Connecticut and Massachusetts

Production of the "Weed" in the Great Connecticut Valley Section, Born of Economic Value of Crop—Puritanic Austerity Yields to Wealth-Producing Plant — Product Early Discovered to Be "Peculiarly Fitted for the Manufacture of Cigars."

By DAVID D. LONG

Soil Specialist, Soil Improvement, Southern Fertilizer Association, Atlanta, Ga.

IN THE Connecticut Valley, as is well known, is a great tobacco-producing section. It was to be expected. The Virginia colony in the New World found a crop which brought in the supplies. The success of tobacco production in Virginia could not be restrained within the boundaries of those primeval southern forests. Consequently, in a most logical manner the second youthful colony of America began the production of tobacco almost coeval with its first settlement.

The culture of tobacco in the region which has now developed into the great Connecticut Valley tobacco section was, therefore, born out of the economic value of the crop. And it required a comparatively short time for the seed of the economic value of tobacco to germinate and develop into a vigorous plant.

Practically every person remembers the school stories of the Puritans and the austerity and severity of their rules of conduct. Now there was developing the tobacco habit with the development of tobacco culture. The two could not help but meet. What was to happen when they met? On one side was a crop bringing necessities and wealth, and on the other the use of the crop which tinged of "worldly iniquities."

Economic Value Predominates

Again it was to be expected. The economic value of tobacco production was too great to prohibit its culture. They needed the wealth the crop produced. Consequently, the culture of tobacco was encouraged and its use legislated against. The compromise, an artful dodge, was characteristic of the early New England business ingenuity.

In 1801 the Connecticut Valley produced approximately 20,000 pounds of tobacco. Fifty-eight years later (1859) the production in Massachusetts and Connecticut amounted to 9,233,331 pounds, while in 1919, one hundred and eighteen years later, the total production was 56,475,785 pounds for these two states. For this great increase in tobacco production there is evidently some powerful and fundamental reason. Tobacco is not a food necessary for the sustenance of the body. If not a necessity in the sense of maintenance of life, it is then the economic value of the crop which accounts for the great increases in production. Profit and wealth are very powerful in the promotion of the culture of a crop.

Early Recognized as Cigar Material

Contributing largely to the rapid increase of tobacco acreage after 1800 there were two facts of importance. Both are closely identified with the economic value of tobacco production in Massachusetts and Connecticut. In the early days of tobacco culture it was recognized that the tobacco produced in the Connecticut Valley was materially different from Virginia tobacco. It was thought "peculiarly fitted for the manufacture of cigars." In the two preceding sentences there is contained the reason of tobacco production in Massachusetts and Connecticut.

Maker of First Cigars in America

Coincident with this observation, Professor Samuel H. De Vault in Bulletin No. 193 of the Massachusetts Experiment Station, recites the fact that Mrs. Prout of South Windsor, Conn., was the first person in America to make cigars as we know them. It is to Mrs. Prout "that the men of this country are indebted for the first cigars in America." This was in 1801.

Tobacco thought to be good for cigar manufacture and the development of the cigar industry by Mrs. Prout are vital facts back of the economic value of tobacco in Massachusetts and Connecticut. In 1864

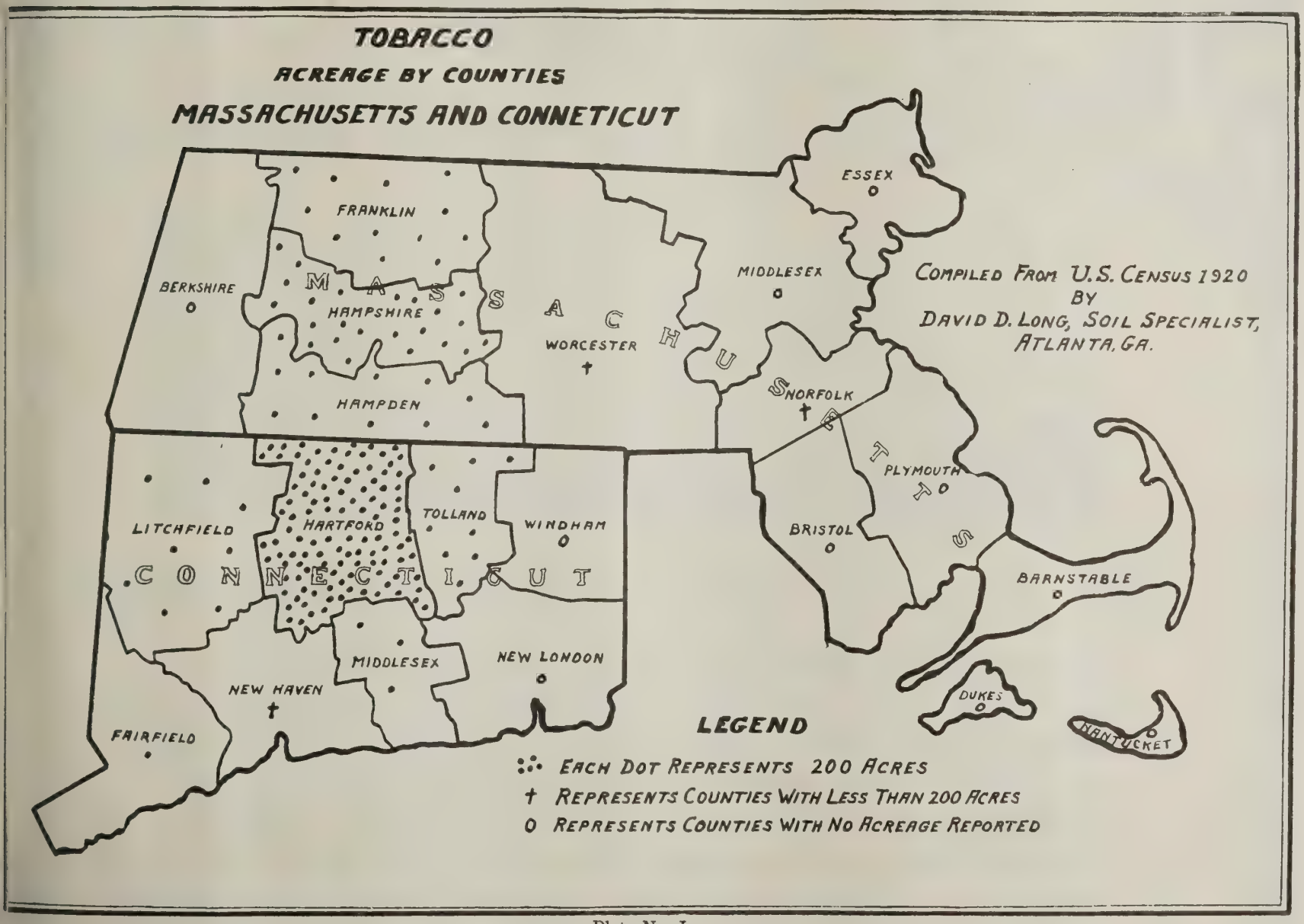


Plate No. I



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IN THE FERTLIZING BUSINESS FOR 44 YEARS

were nearly 493,000,000 cigars manu-
red in the United States. In 1917 there
nearly 7,560,000,000. Hence the de-
for Connecticut Valley wrappers.

enont and New Hampshire Produce Small Percentage

e greater part of the Connecticut Valley
co region is found within the states of
achusetts and Connecticut. Vermont
New Hampshire contribute but a small
ntage of acreage. Consequently a dis-
on of the economic value of tobacco for
alley embraces a joint study of the crop
mpared to other crops of the states of
chusetts and Connecticut.

these states 36,039 acres are utilized in
roduction of 56,475,785 pounds of to-
which had a value of $19,902,806. This
ording to the Census of 1920.

nnecticut the New England Leader

st of the tobacco, however, is produced
nnecticut. According to the same au-
ies this state in 1919 had 26,938 acres
production of 42,193,196 pounds, which
orted as having a value of $15,189,551.
figures represent an increase of 67.9
nt in acreage, 50.1 per cent in produce
44.6 per cent increase in value over the
ling Census of 1910.

ssachusetts had an acreage of 9,019
a production of 14,282,589 pounds val-
t $4,713,255. These figures represent an
se over the preceding census of 65 per
acreage, 49.6 per cent increase in produc-
d 286.9 per cent increase in value.

re are 4,484 farms in these two states
ich tobacco is produced. In Connecti-
191 or 14.1 per cent of all farms of the
report tobacco acreage. In Massachu-
farms producing tobacco number 1,293
er cent of the 32,000 farms in the state.

Acreage By Counties

Plate I shows the distribution of the tobacco acreage by counties in these states. Of all counties Hartford in Connecticut exceeds in acreage that of other counties combined. Plate II shows the average yields for these counties.

In the following table there is given the acreage, production and yield per acre for counties having 200 or more acres as reported by the Census of 1920.

Table 1—Acreage, Production and Yield Per Acre of Tobacco in Massachusetts and Connecticut

(Counties with 200 or more acres)

			Yield Per
Massachusetts—	Acreage	Production	Acre
Franklin County ...	2,349	3,410,258	1,450
Hampden County ..	2,137	3,819,864	1,708
Hampshire County .	4,610	7,031,089	1,526
Connecticut—			
Fairfield County ...	298	400,953	1,344
Hartford County ..	22,559	35,479,206	1,574
Litchfield County...	1,640	1,900,964	1,158
Middlesex County..	566	826,586	1,459
Tolland County ...	1,862	3,578,757	1,919

The high quality and value of the tobacco produced in the Connecticut Valley gives this crop a tremendous wealth-producing power per acre. The average value of tobacco per acre exceeds that of rye, oats, wheat, timothy and clover, alfalfa, corn and potatoes all combined. There is then left over and above the combined value of all these crops a value which exceeds an additional acre value of rye.

Crop Value Per Acre

The tobacco crop, which alone can produce such a tremendous value, brings to these two states an average of $553 for each acre devoted to the crop. In Massachusetts the average value of tobacco per acre is $517.50, while in Connecticut it averages $564.

The wealth-producing power as above outlined is graphically presented in Plate III. Table No. 2 presents the data on which the great value of tobacco is based. The statement given above showing the purchasing power of an acre of tobacco as compared to other crops may on the surface appear extravagant, but a study of the figures as obtained from the census is convincing.

Table No. 2—Crop Acreage, Crop Value, and Average Crop Value Per Acre Tobacco Compared to Other Crops—Total for Massachusetts and Connecticut

From U. S. Census, 1920.

Crops	*Acreage*	*Value*	*Value per Acre*
Rye	8,507	$247,457	$29.00
Oats	20,422	612,079	29.85
All Hay & Forage	787,806	32,726,012	41.60
Wheat	4,652	194,225	41.70
Timothy & Clover*	249,261	10,845,940	43.50
Alfalfa*	2,163	180,686	83.40
Corn	71,439	6,695,889	92.80
Potatoes	39,858	7,982,355	200.00
Tobacco	36,039	19,902,806	553.00

* Included with total of Hay & Forage Crops.

Data for the two states individually is given in Table No. 3.

Crop		*Acreage*	*Value*	*Value Per Acre*
Rye	Mass. ..	3,062	$ 87,896	$28.60
	Conn. ..	5,446	159,561	29.30

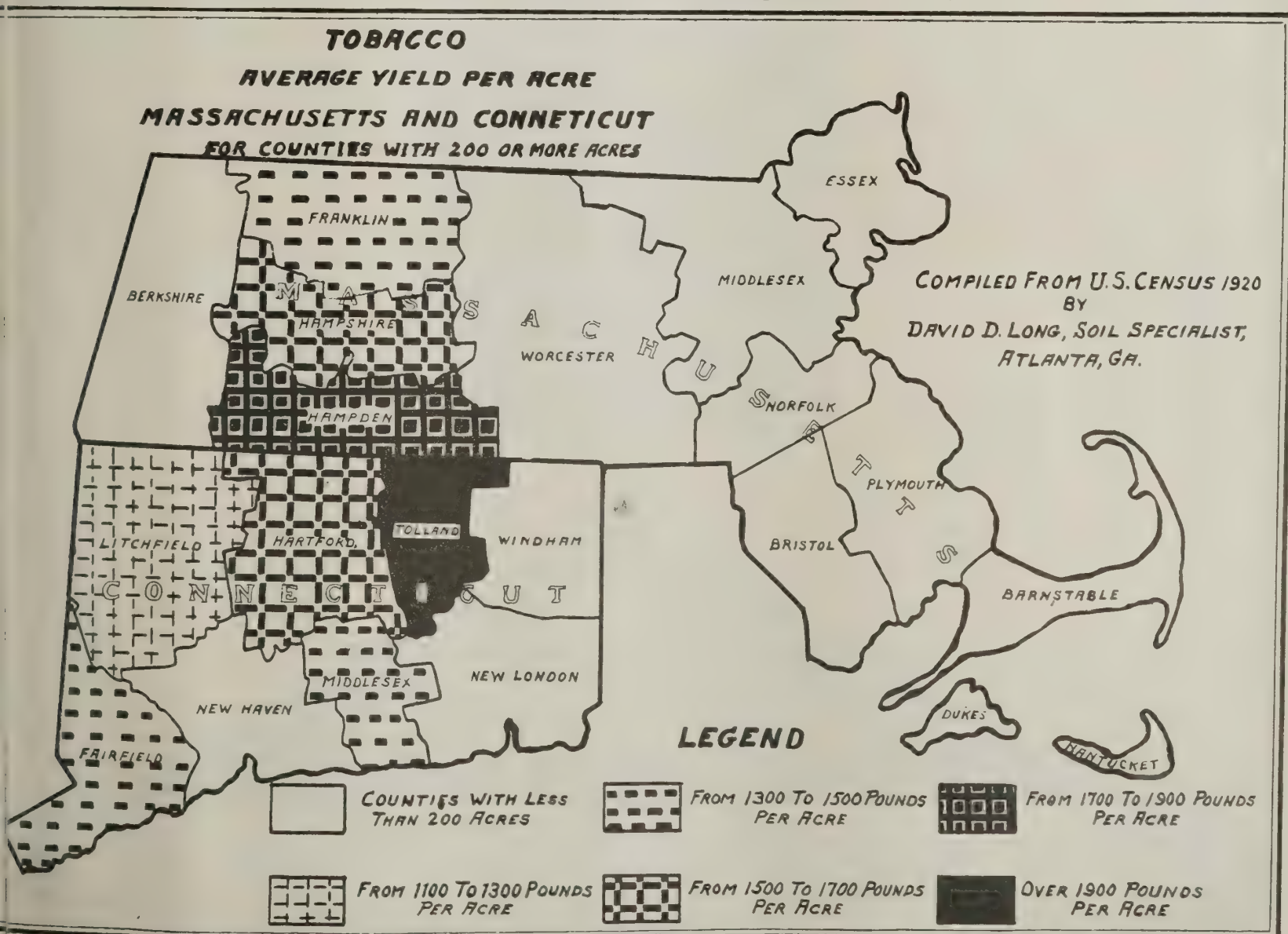
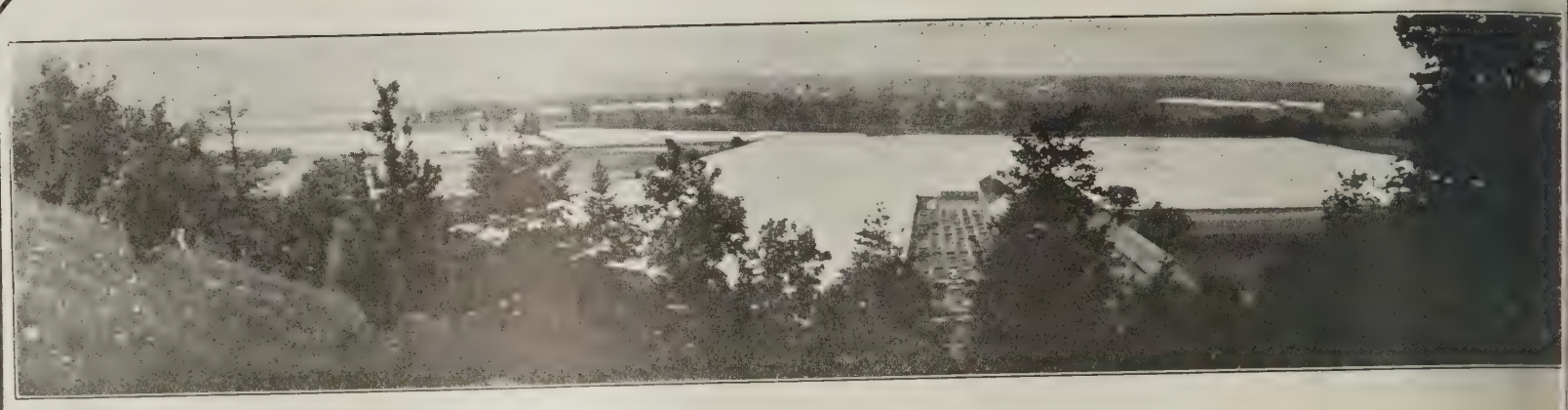


Plate No. II

P

W. S. PINNEY & CO.

P





UP TO A STANDARD NOT DOWN TO A PRICE

PINNEY'S
CONNECTICUT SHADE

QUALITY TO BURN

P Suffield Connecticut P

at	Mass. ..	9,533	302,276	31.80
	Conn. ..	10,889	309,803	28.42
ll Hay Forage ros	Mass. ..	449,064	19,439,785	43.25
	Conn. ..	338,742	13,286,227	39.20
hut	Mass. ..	1,876	76,484	40.68
	Conn. ..	2,776	117,741	42.48
rthy Clver*	Mass. ..	159,212	7,084,128	44.45
	Conn. ..	90,049	3,761,812	41.80
lfa	Mass. ..	1,163	93,744	80.40
	Conn. ..	1,000	86,942	86.94
	Mass. ..	28,953	2,880,274	99.50
	Conn. ..	42,486	3,815,615	89.80
toes	Mass. ..	21,558	4,619,855	214.00
	Conn. ..	18,300	3,362,500	184.00
cco	Mass. ..	9,109	4,713,255	517.50
	Conn. ..	26,930	15,189,551	564.00

ncluded with total of Hay & Forage Crops.

Visualizing Wealth-Producing Power

e wealth-producing power of tobacco in sachusetts and Connecticut considered as a y might be more fully appreciated when it erved that it would require 675,500 acres r to produce the total value of the tobacco pn these two states. The rye crop occupies 3.6 per cent of the acreage of tobacco and us only 1.2 per cent of the value of the to- crop. It requires 19 acres of rye to pro- ce value equal to that which one acre of to- produces.

Potatoes Second to Tobacco

The potato crop of these two states is second tobacco in its wealth-producing power. The potato acreage exceeds that of tobacco to a l extent, yet produces only 40 per cent of tal value of the tobacco crop. It would ue two and one-half times the potato acre- , 99,500 acres, to produce a value equal to oduced on the acreage of tobacco. There quired 2.8 acres of potatoes to equal the of one acre of tobacco.

bacco Has Twice the Value of Corn Crop

corn crop in Massachusetts and Connecti- ls a very high acreage value compared to states. The corn acreage of these two e is about twice that of tobacco, yet the eturned for the crop is but a third of that bacco. It requires 6 acres of corn to pro- e qual to that of one acre of tobacco and it l require in these two states 214,150 acres, ctically three times the present acreage of o produce a total value equal to that of o.

One Hundred to One Percentage

h wheat acreage of these two states com- ds 12.9 per cent of that of tobacco, yet it r less than 1 per cent of the tobacco crop e There are required 13.2 acres of wheat ul the value of one acre of tobacco, which n that if it were desired to produce suffi- heat in the states of Massachusetts and ticut to equal the total crop value of to- here would be required 476,000 acres, or hndred and three times as many acres as rted by the 1920 Census.

Compared With Oats

ould require 66 per cent of the land de- o crops, exclusive of fruits and nuts, in wo states to produce oats to equal the f the tobacco crop as reported for 1919. n fact, are grown on 57 per cent as much tobacco but return only 3.1 per cent of ue of the tobacco crop. According to the alue of oats per acre for Massachusetts Connecticut, there would be required 18.5 produce the value which one acre of produced for the same year.

pared in Value to Forage Crops

great hay crop for the states, as repre- by timothy and clover, has an acreage almost seven times as great as that which tobacco had, yet the timothy and clover returned to the states only 54.5 per cent of the value which tobacco returned. According to the Census of 1920, 12.7 acres of timothy and clover are necessary to equal the value of an acre of tobacco, and it would require 458,000 acres, or nearly double the acreage reported by the census, to produce a value as great as that produced by tobacco.

Alfalfa, a forage crop of merit, would require 239,200 acres to produce a value equal to that produced on 36,000 acres of tobacco. This acreage of alfalfa required is practically one hundred and ten times the present acreage of alfalfa found in these two states. It requires 6.6 acres of alfalfa to produce a value of one acre of tobacco, according to the Census of 1920.

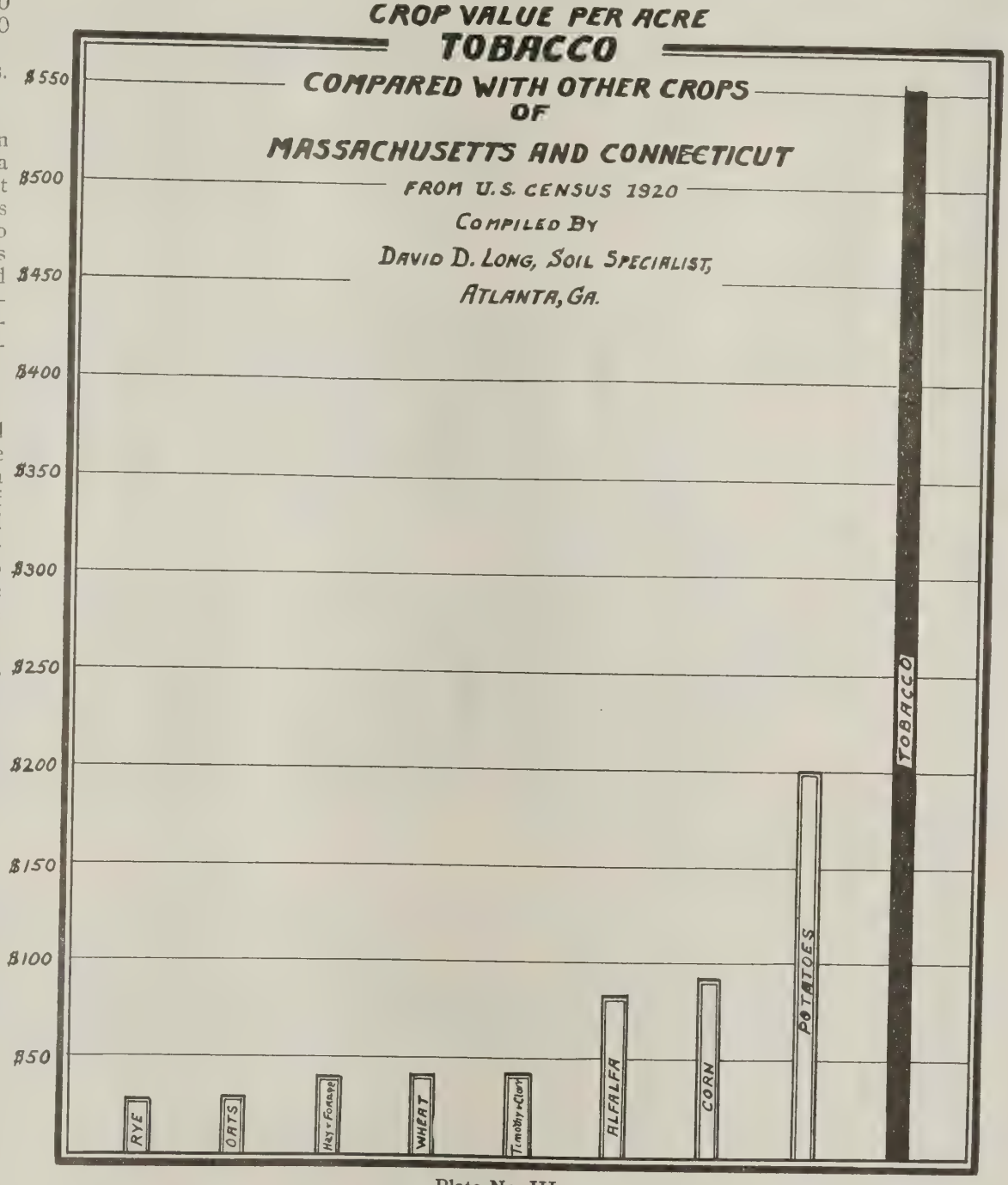


Plate No. III

Production Involves Large Expenditures

A crop with a great wealth-producing power, or a high average acreage value return, will also be found to bear a possible high acreage profit. This should naturally follow, particularly in respect to tobacco production in Massachusetts and Connecticut, because of the high degree of specialization which the tobacco in these two states demand. The cost of production per acre involves a large expenditure and with a large expenditure the hazards experienced by growers also becomes greater. This is especially true since the acreage of shade-grown tobacco has been greatly increased. It is only, therefore, reasonable to expect of the tobacco crop to return a large profit per acre. In the profit per acre there is found the real economic value of this crop to the farmers and the states as a whole.

Cost of Sun-Grown Tobacco

According to Bulletin No. 193 of the Massachusetts Experiment Station, average cost accounts for the production of sun-grown tobacco in the Connecticut Valley show that the cost per pound in 1917 was 24 cents for the landowner and 26 cents for a tenant farmer. These accounts were given as they represented the average. The cost per pound for production is the net cost, as all labor, land rent, interest, taxes and depreciation were included in the total cost.

Taking these cost prices as an average and assuming an average yield of 1,570 pounds per acre, which is the average for the two states, it would only require an average price of 30 cents to the land owner, and 32 cents to the tenant farmer, to produce a net profit which would exceed the gross value of an acre of corn, or 2.2 acres of wheat.

Tobacco Acreage Small, Compared to Other Crops

The tobacco acreage of Massachusetts and Connecticut is but 3.6 per cent of the total crop acreage of these two states, excluding the acreage of fruits and nuts. However, on this small per cent of acreage there is produced 25.5 per cent of the crop value of these two states. In computing the percentage of the value returned

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CONNECTICUT TOBACCO

SOUTH WINDSOR CONNECTICUT BROADLEAF

And Exclusive Handlers of

F. R. and R. M. Goodrich's Plantations of Primed Connecticut Tobacco

obacco, the value of all crops reported with- acreage, fruits and nuts are excluded. There us returned for each per cent of acreage ted to tobacco 7 per cent of value.

ll hay and forage crops occupy 78.7 per r of the acreage of these states, but in com- ison to tobacco these crops return only 41.8 cent of the value of all crops. Plate IV esents graphically how the crop acreage for e otal of the two states is divided and in con- a to the division of the acreage there is also n the division of the value which these s return. In Table No. 4 there is given the on which Plate IV was graphed. A study is table will reveal to a greater extent than ls can tell the economic crop value of to- o in the agricultural system in these two s.

Table No. 4—Relative Percentage Crop Acreage, and Crop Value—Tobacco Compared With Other Crops in Massachusetts and Connecticut

Crop	*Acreage*	*Value*	*For 1% of Acreage*
Tobacco	3.6%	25.5%	7.08%
Corn	7.1%	8.6%	1.21%
Oats	2.0%	.8%	.4 %
Wheat	.4%	.2%	.50%
Rye	.8%	.3%	.37%
Hay & Forage Crop	78.7%	41.8%	52%
Potatoes	3.9%	10.1%	2.59%
Other Crops	3.5%	12.7%	....

According to the Census of 1920, the value of all crops, excluding fruits and nuts, for Massachusetts and Connecticut, totaled 78,100,540. How much of that wealth was brought into these states by the 36,039 acres of tobacco might be realized to a fuller extent if tobacco were omitted and the acreage utilized for corn. Allowing the average value of corn per acre, the combined value of all crops of the two states would then be only $61,542,063, or 78.8 per cent of the actual value reported.

But the greater part of the tobacco acreage is in Connecticut. Converting the tobacco acreage in this state to corn and omitting the tobacco crop altogether the value of all the crops would then be only 66.6 per cent of the actual reported value. The average value of all crops per acre would decrease from $83.50 to $55.70 per acre. Thus can the economic value of tobacco in the Connecticut Valley be realized.

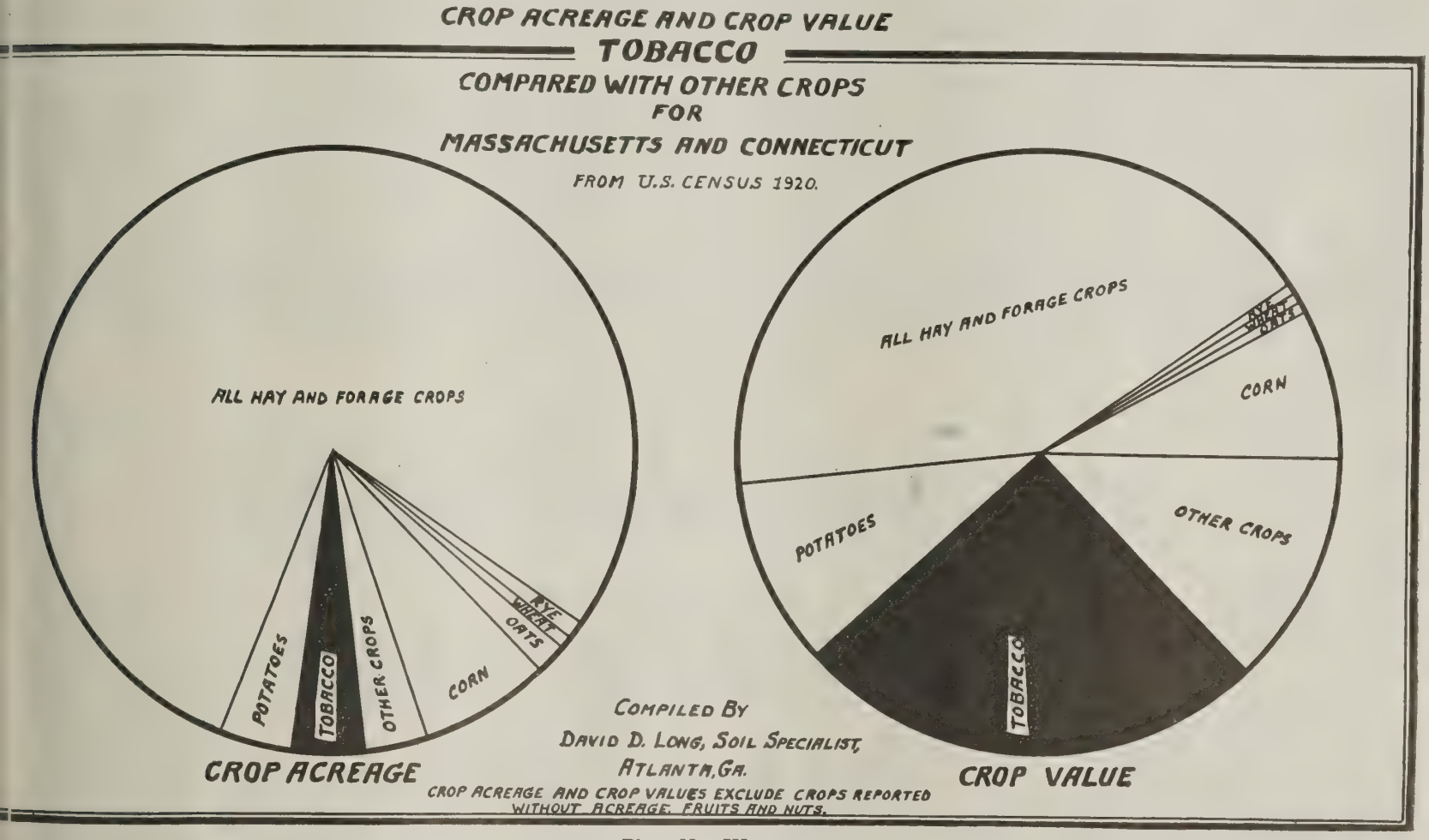


Plate No. IV

mportance of Fertilizers in Growing Connecticut Shade Tobacco

Rotation of Crops Not Sufficient to Maintain Fertility of Soil — Impracticable to Carry Out—Fertilizers Must Be Applied to Promote Productivity — Underfeeding of Plants Is Unprofitable—The Mixtures for Securing Best Results.

By EVERETT P. BREWER
Associated with Olds & Whipple

RICH tobacco lands in the Connecticut river valley have been regularly tilled since 1640. During the last half-century extensive and valuable crops of tobacco have been taken off of them. Naturally the feeding of crops takes the nutriment out of the soils unless the soils are quickly replenished it ll be impossible to keep the high standard ntained for Connecticut tobacco. Rotation ops might help in restoring soil fertility; his cannot be extensively nor generally prac- owing to the comparatively limited extent e good tobacco lands, the densely settled ng population, the smallness of the farms, ther restrictions. The farmers understand cognize the importance of rotating crops to keep the land in good working condition o free fertilizing materials for the use of quent crops. But they find it impracticable to carry out. They must, therefore, promote the productivity of the soil by the application of artificial and commercial fertilizers.

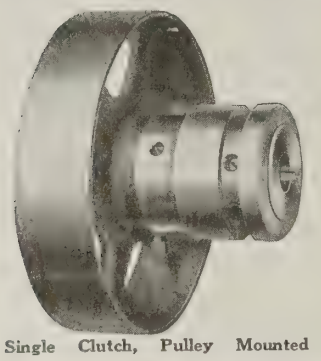
Stable manure always has been and is still used quite extensively on our fields, but as the horse is being rapidly displaced by the automobile truck, this material is getting scarce and correspondingly high in price, and we have been forced in later years to turn more and more to commercial fertilizers to feed the crop. That the weight we now produce per acre is less than it was in earlier years, we believe to be true, but it is also true that our growers are aiming to produce an entirely different type of leaf than that of fifty years ago.

Early Experiences

According to an account of five crops of tobacco raised on one Connecticut valley farm between 1866 and 1873 show that they total 83,031 pounds raised on 32 acres and 148 square rods. This is equivalent to an average of more than 2,500 pounds per acre. A crop of from 1,500 to 1,600 pounds per acre would be considered good weight today. The five crops referred to were not consecutive crops. The intervening crops averaged about the present crop weights.

Peruvian guano was introduced as a commercial fertilizer in 1843. The tobacco growers of Cuba were the first to experiment with it. Their results being satisfactory in a general way caused American planters to try the new fertilizer. The Cuban growers, however, attempted to force the growth and increase the size of their tobacco plant by using an abundance of guano. It had the desired effect but the fine burning quality and flavor were sacrificed. This gave Connecticut growers their opportunity. The wrappers grown in the Valley proved competent

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also

PRIMED HAVANA

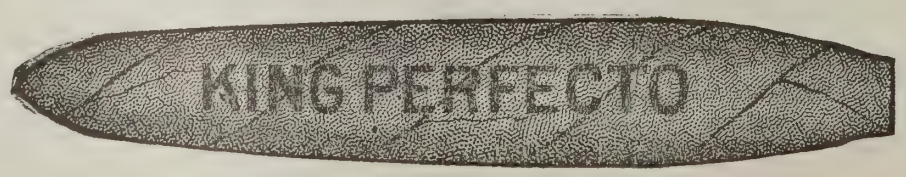
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ompetition with the guano-forced Cuban rpers.

Introduction of Guano

Guano was introduced into the Connecticut elds shortly after the value was proved in Cuba. ut it was used more judiciously. At that time sor pomace, fish scrop and guano were about eonly commercial fertilizers used by the to-co farmer. A heavy dark leaf was consid-e desirable by the smoker, and the above ma-rials used in liberal quantities, tended to pro-ce that sort of leaf; dark in color and heavy xture. The demand was so persistent for t tobacco that the leaf was often colored by t cial means, after it had left the farmer's ds. This artificial coloring of the leaf had raps considerable to do with the gradual ge in taste, that began to be apparent after me among the smokers, and for at least ty-five years the demand has been for light still more light tobacco, both in color and ire.

o one familiar with the growing and curing bacco, this demand for extreme lights seems sistent, as at least every tobacco farmer rs that the tobacco plant properly fed which s healthy and thrifty and when cured shows city and grain, is not of the lightest color, this same leaf, when properly fermented and , certainly makes a most wholesome and ant smoke.

rly recognized, this changing of taste ng smokers as evidenced by the demand of uyers of leaf, Olds & Whipple, Inc., began making experiments on their own farm; carefully watching the effects of the different fertilizer materials on the growth of the plant, also in the curing shed and finally in their own warehouses on the finished and fermented leaf.

About this time, 1892 to 1896, the Connecticut Agricultural Experiment Station conducted a very exhaustive five-year test of the effect of different fertilizer materials on the tobacco crop. Their findings and conclusions were published in detail in their report for the year 1896.

It was demonstrated that excessive amounts of potash do not increase the yield or the quality of the leaf, and when the proper amount of potash has been applied (as indicated by these experiments about 150 pounds actual per acre) greater amounts produce no larger or better crops. In these tests the potash was applied in the form of cotton hull ash, a popular form of potash and phosphoric acid at that time, and deservedly so. This material has since almost entirely passed out of the market. It was also brought out that the leaf containing comparatively large percentages of magnesia, as shown by the analysis of the ash, was among the best tobaccos as regards quality. It was further shown that the plot fertilized with stable manure at the rate of ten or twelve cords per acre and a small amount of fertilizer, produced considerably less weight and a very much smaller percentage of wrappers as compared with crops grown on fertilizers or tobacco stems.

Rapid and Continuous Growth the Best

The tobacco plant grows very rapidly under favorable conditions and is ready to harvest in seventy to eighty days after transplanting, and it has been found that the crop that makes continuous and rapid growth produces the largest percentage of high-grade leaf. To insure this rapid growth, large applications of a balanced fertilizer are necessary. When commercial fertilizer only is used, the amount applied is usually one and one-half to two tons per acre, of a formula carrying five to six per cent of ammonia, a like amount of potash, with phosphoric acid content somewhat less. Underfeeding is poor business; it always results in light weight and poor quality.

The experiments showed the amount of nitrogen or ammonia, available phosphoric acid and potash, necessary under favorable weather conditions, to bring the tobacco crop to full maturity, and that certain materials, when used in their proper proportions, tend to produce a larger percentage of light colored, open grained and free burning leaf, while other materials are distinctively detrimental in this respect.

Connecticut tobacco farmers as a class are discriminating buyers of fertilizer and close observers of results obtained from its use. Our Connecticut Agricultural Experiment Station has done and is doing much to educate them along this line, as well as in the treatment of diseases that affect tobacco, and we are confident that our Agricultural College and Experiment Station, the fertilizer manufacturers and the farmers, working together in the future as they have in the past, will be able to solve the problems that arise in the culture of this crop.

he Connecticut Valley's Tobacco Industry from Seed-Bed to Market

New England Tobacco Growers Recognized as Most Up-to-Date in World—Cultural Methods Closely Followed by Growers in Other States and Countries—Utility and Beauty of Connecticut Shade Grown Wrappers—Results of Daring Enterprise

By Dr. ARTHUR SELWYN BROWN

TOBACCO cultural methods in raising crops of the various cigar-leaf types grown in the principal tobacco producing countries, follow the same general principles. They are modified in a few details in each ty on account of factors controlled by ntic, soil or other influences. The tobacco owers in the Connecticut Valley are recog-ed as the most up-to-date in the world, and ei cultural methods are closely followed by owers in the other states and in many foreign ntries. They are scientific, progressive and rful, as the wonderful successes of their ations have demonstrated. Starting in a a way, they have developed an active, ex-sive and profitable tobacco-growing industry ducated the taste of America cigar smokers the excellence, utility and beauty of Connecti-hade-grown wrappers, and taught them that wrapper gives the cigar a unique and pleas-roma, a suavity of flavor and other likable ties which rapidly win friends.

Cigar Leaf Tobacco Groups

The cigar-leaf tobaccos grown in the United ts are divided into three broad groups, wn as Broadleaf, or seedleaf; the Havana ed and the Cuban Seed groups. The Con-ctut seedleaf, grown extensively in the lly, is a typical Broadleaf. Strains of this ty have been found so hardy that they are ly grown in all the northern cigar-leaf states Canada for the production of filler leaf and rs. The Pennsylvania and Ohio Broadleaf os are closely akin to the Connecticut dleaf.

The Connecticut-Havana leaf is also largely wn in the Valley for wrapper and binder ses.

There are usually six or seven varieties of n raised from seeds imported from Cuba. A considerable acreage of selected Cuban seed-tobacco is raised under shade cloths in the Connecticut Valley for the production of the highest type of cigar wrapper.

The Connecticut Valley and areas around Decatur County, Ga., and Gadsden County, Fla., are the leading American wrapper leaf sections, just as Wisconsin is the great binder-leaf state.

Wrapper-Growing Soil

The principal wrapper-growing soils in Connecticut and Florida are sandy, sandy loams and fine clay-sand gravels with low clay contents. The subsoils are variable and carry small quantities of clay. The drainage of both the soil and subsoil is rendered good by reason of the absence of low percentage of clay in them.

The Connecticut-Havana seed is sown in a cold-frame or hot bed until it is strong enough to be planted out. These seed-beds are usually about 6 feet in width and of a length suited to the supply of the required number of plants. About 180 square feet of seed-bed will produce plants sufficient for an acre of field land. A cold-frame with a southerly exposure gives the best results; but when the weather is damp and the seedlings require forcing it is advisable to sow the seed in a hot-bed.

Preparing Seed-Beds

The seed-bed material is carefully prepared in the Fall months. A loose loam of high fertility is chosen. It is well drained and treated with 40 pounds of lime and 200 pounds of stable manure for each 100 square feet of bed area plowed under. Then in the Spring, about two or three weeks before seed-sowing begins, additional fertilizers are scattered over the seed areas. A common practice is to make up a mixture of 20 pounds of cottonseed meal or castor pomace, one pound of acid phosphate and half a pound of carbonate or sulphate of potassium. This is scattered over 100 square feet of the seed area. The ground is then carefully turned over and broken up by a spade. The leading growers sterilize the land by treating it to a good steaming, with the object of destroying the spores of fungi and the seeds of weeds and other noxious plants.

Sowing-time is between the middle of March and the middle of April. Weather conditions may modify it a little so as to make it a little earlier or later—usually later.

Experience has shown that it is rarely advisable to transplant the seedlings from the seed-beds to the open field before the middle of May. Hot-beds produce transplantable plants in from a month to six weeks, while cold-frames take from 6 to 8 weeks to yield similar plants. When the seed-beds are covered with cloth, instead of glass, a longer germinating and growing period is required which may extend to three months in some cases.

Controlling Growth of Seedlings

The rate of seedling growth must be controlled. A rapid growth is liable to result in weak or diseased plants. The same conditions are likely to occur when the seed has been sown too close together in the bed. The best practice is sowing at the rate of a teaspoonful of dry seed to each 100 square feet of bed. When the seed is mixed with some land plaster, finely sifted wood ashes or bone meal, an effective spacing of the seedlings will be easily attained. The fine seeds require a very light covering. The covering should be distributed through a sieve. When the seed mixture has been scattered over the bed, this is usually done twice or thrice, to ensure a good distribution, and the covering has been thrown over the bed, the surface is packed with a plank or rolled.

There is a good deal of attention required in the care of the seed frame. It has to be watched

SOL KOHN & CO.



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everal times a day. The bed must be moist, ut not too moist. The temperature must be ept at a moderate height but a high temperaure would either burn the plants or make them in and wirelike. There must be ample light nd ventilation to promote chemical reactions n the growing plants. It is a good plan to over the glass seed-frames at night with cheeseloth to check radiation and maintain an even emperature in the bed. Weeds must not be alowed to feed upon the tobacco seedling food nd great care must be exercised that no inects are allowed within the seed-frame. Some aterpillars and bugs are capable of playing reat havoc in a seed-frame in a short time if ney are permitted to banquet upon the rich ubstance of the carefully nurtured tobacco lants.

When Ready for Transplanting

When the plants attain a height of about 6 ches and have developed between four and six aves, they are ready for transplanting. The lass cover of the seed-bed frame should be reoved to harden the plants and enable them face the wind and the suns rays. This hardning process takes about a week and when it completed the plants are ready for transrence to the field.

The preparation of the field is as important as e development of the seed-bed. The best tilge methods are employed in breaking up the il, in levelling it, working in the humus, anure and other fertilizing materials. Carel growers aim to foster a rapid, uninterpted plant growth so as to obtain the best xture of leaf and largest weight of crop. The uss of fertilizer used, the state of division and rdness and the method used in applying it are oblems to be handled in the light of chemical howledge and agricultural skill. A soil analysis required to tell the farmer what substances are esent and what are needed to be added to ve the right amount of food in an easily assimilable manner to the tobacco plants. Stable dairy manure is worked into the land in the ll, and before the seedlings are transplanted a ecial mixture of chemical fertilizers is devised r each particular class of soil. This mixture n be prepared only when a careful analysis of e soil has been made.

Fertilizer Mixtures

A common practice in the Connecticut Val- is to mix materials yielding about 5 per cent phosphoric acid, 5 per cent of nitrogen and per cent of potassium with other materials as rriers. Cotton-seed, or similar matter, will pply the nitrogen. Crushed bone or superosphates will give the necessary phosphoric d in the proper way and correct proportions. ood ashes, dried sea-weed or carbonate of tash supply sources of potassium.

The soil generally requires a good deal of lim-. Lime not only counteracts the acidity of e soil, but it destroys weeds and other para-c plants and supplies salts to the plant stems.

Important Functions of Fertilizers

An important function of manures and fertizers is the physical condition into which they ng the soil. In order that the tobacco plant, ich is as delicate and nervous as a young imal, can be properly fed each day, its roots st be enabled to ramble about within their stricted areas as freely as possible. They st be in contact with soils moisture which s extracted the various elements of the plant's od from the soil, the manure, the lime and the rious fertilizers which have been used. The od materials carried by the moisture in the il are drawn into the roots and up into the ant stems by the heat and sunlight acting on leaves. Then the internal mechanism of the ant juices and cells convert the food into plant bstances and then promote plant growth. hen the food materials are in ample supply, soil conditions are good and the surface facs of light, heat and moisture are satisfactory, healthy plant growth will be assured and a heavy crop-yield may be expected. But anything which retards the proper functioning of one of the above-described factors will have a bad effect upon the crops harvested.

Transplanting

The plants are set in rows about 3 feet 6 inches apart. The distance between the plants in the rows is about 17 inches. A little wider distance often leads to hardier growths than can be obtained by setting the plants on the rows closer together.

The seed-bed must be dampened before the seedlings are lifted for transplanting and the field must likewise be watered so that the soil may be puddled and pressed tightly around the fine and delicate roots of the transplanted seedlings, keeping them moist and well fed until they become adjusted to their new environment.

Cloudy and rainy days are the best to select for transplanting operations. There is likely to be far less wilting of the transplanted seedlings then as compared with a bright warm day. No matter how carefully transplanting has been done, the plants all receive shocks which affect them more or less. It takes a week or ten days for them to recover their health again. In the meanwhile, constant care must be given to them. They must be kept moist and the frailer plants must be nursed back to strength. It is an excellent plan to treat the plants to a good dose of fertilizer solution or liquid manure just as they have recovered from the transplanting shocks. This treatment has it's rewards in far hardier plants and in a better grade of leaves than plants which are not so treated are liable to have. At this time, the cut-worm, another enemy, may be expected to announce himself on the farm. Should he start banqueting on the plants within three weeks or a month of transplanting, new seedlings must be set out in the places of all the plants damaged by the pests. A sufficient number of plants are usually held back for this purpose.

Erecting Shade Tents

When transplanting is accomplished, the busy grower begins thinking about his tent frames, wires and stays. The tents must be ready for erection as soon as as the plants begin shooting upwards. The tents improve the plant in many respects and play many important roles in cultural practice. Therefore, considerable attention is given to them. When a model farm, like one of the many owned and operated by the American Sumatra Tobacco Co., the Griffin Co., the Granby Tobacco Corporation, W. S. Pinney & Co., and other leading growers, is visited, we are impressed with the enormous sizes of the tents, the large acreage covered, the fine workmanship that is employed in tent erecting and the effective practical work done by the tents. The making of tents is so well understood, as the result of the overcoming of many difficulties in the early days of tobacco growing in the Connecticut Valley, that weather conditions are not so much feared by the tobacco grower today. The tents are built to stand up well in the worst storms that may be expected to sweep down the Valley in the growing months. Experience and the wisdom based upon it have fortified the modern expert farmer against the fears and dangers which caused the pioneer farmers so much trouble.

Topping the Plants

Topping begins when about half the field plants have developed seed heads. It is done by breaking off the top or crown of the plants at about the third branch below the seed-head. This forces the plant to develop the lower leaves. The vitality of each plant is checked in upward extension and is directed into lateral expansion. Topping causes suckers to develop in the axils of the leaves. These must be quickly removed because they are liable to destroy the vitality of the leaves. The field has to be worked over several times when topping and suckering operations are undertaken. This work must be systematically done to assure the maturing of the whole field crop at one time.

The vigilant tobacco grower has had little rest since he began preparing his seed-beds. Night and day, he has been called upon to give more or less careful attention to his planting work. As this work proceeds, his cares increase, and then harvesting time draws near. This is always an important period of the year looked forward to by all farmers with mingled sentiments of fear and hopefulness. The weather should be clear and warm at harvesting time, because rain would cause a rapid deterioration of the leaves in the curing barns.

Harvesting

Two harvesting methods are followed. In one, the practice is to cut the whole plant when the middle leaves become ripe and the middle leaves have thickened and turned to a lighter shade of green. The plant stalks are cut close to the ground with a hatchet or long handled shears. The cut plant is carefully laid out on the ground until it has wilted and become pliant so that it may be handled without being cracked or damaged. Then each plant is hung on a hurdle or lath 4 or 5 feet in length by piercing the stalk and sliding the stalk along the hurdle. About six plants can be slung at equidistant points along each hurdle. A less effective method is to hang the stalk on nails driven into a lath. The hurdles or laths carrying plants are suspended between racks and placed in the curing barn. The tiers are spaced about a foot apart so that the circulation of air within the barn shall not be impeded by the leaves.

Picking the Leaves

The other method of harvesting shade grown leaves is to pick the leaves as rapidly as they ripen. This is the older method and, probably, the most effective. About half-a-dozen pickings are required because care must be given to see that picking is done only when the leaves have attained the correct degree of ripeness determined by local experience. The leaves taken from the plant in this picking process, usually the bottom leaves are the first picked, they are packed in baskets and carried to the curing barn. A wooden spike or needle pierces each leaf and a string is fed through the hole. One end of the string is tied to the end of a 4-foot lath and other leaves are threaded on. When the requisite number, properly spaced, have been put on, the laths are hung precisely as the sticks were hung in practicing the first-described method.

Growing and Handling of Broadleaf

Connecticut broad-leaf varieties of leaf are treated in the same way as the Havana seed-grown leaf. The seedling and the leaves for curing, on account of the great size of plants and leaves, have to be more spacious. But the same seeding, sowing, tillage, fertilizing, transplanting, harvesting and curing methods are followed. Special details occasionally call for modifications. For example: the greater growth and vigor of the broad-leaf plants call for the application of about 20 to 25 per cent increase in the fertilizers used and deeper planting and machine cultivation.

Harvesting Difficulties

When the leaves are too green at harvesting, difficulties are met with in curing. They are hard to sweat. If they are permitted to become overripe, the tobacco will become spotted and the texture will deteriorate. Many harvesting courses are preferred to a few; because frequent leaf pickings are likely to result in the tobacco being "just right" for curing rather than green and damp. The curer can quickly tell whether the leaves have been harvested properly or not. He has little trouble with properly harvested leaves, but bad harvesting causes him to at least fret and fume. It must be remembered, however, that each picking adds to the production costs and the increased handling causes greater

B. RAPAPORT

Packer of

Connecticut Leaf Tobacco

245-247 State St. Hartford Conn.

SCHINASI BROS.

NATURAL

The *Original* Egyptian

CIGARETTE



losses from breakage of the largest and finest leaves.

Leaf-curing is a chemical process promoted by heating and moisture and fermentation. It, consequently, calls for the exercise of knowledge and skill. Color, body, texture, aroma, grain conglomeration, burning ability, luster and other desirable qualities are determined by the skill shown in conducting the curing operations. There must be a constant, careful adjustment of humidity and temperature conditions all the time the leaf is undergoing the curing treatment which occupies between 20 and 40 days for primed tobacco and from 30 to 45 days for tobacco which was stalk cut.

The Fermentation

The fermentation is carried out by piling the leaves in layers, shingle-wise, up to a bulk of about 6,000 pounds. This causes the temperature to rise from 100 to over 140 degrees Fahrenheit. Fermentation gives finish to the leaf, sets the color and gives the tobacco its keeping qualities. Frequent turning of the bulked heap, and shaking of the leaves, must be done during fermentation so that a copious supply of oxygen can be furnished. The mounds are relaid, shingle-wise after every turning.

The bulk-room air must be kept humid when fermentation is proceeding. A high humidity favors good curing and evaporation retards and weakens it.

When curing has proceeded far enough, the leaf is re-moistened and warmed for about 45 or 50 hours to make it pliable and give it a good luster and appearance. Then the leaves are sorted for length and character and packed for a light finish sweatening during a fortnight or more. Then they are finished and ready for the markets. They are then usually packed into bales weighing about 176 pounds and marked with the growers initials or brand.

All these tender operations, calling for such constant vigilance and agricultural skill occupy about a year and keep the tobacco-grower busy every day on the calendar.

Dr. Loew Fermentation System

The theory of fermentation which is now generally accepted by tobacco growers and curers has been clearly described by Dr. Oscar Loew.

His observations indicate that fermenting tobacco containing from 18 to 25 per cent of moisture is germicidal in its action and few if any bacteria are found on freshly fermented leaves. Contrary therefore to previously accepted views of the agency of the bacteria in the process, he attributes fermentation to the action of the soluble ferments or enzymes formed in the growing plant and perhaps also while wilting after harvest. The enzymes are not living organisms like microbes, but chemical bodies which under proper conditions cause extensive chemical changes. A familiar example is the diastase of barley which converts many hundred times its weight of starch into sugar.

In tobacco fermentation the main changes are caused by two oxidizing enzymes, by the action of which the oxygen of the air is made to unite with various compounds in the leaf. To this action chiefly is due the color and aroma of fermented tobacco.

By the method of fermentation or "sweating" formerly universal in Connecticut, 300 pounds or more of the sorted leaf tied in "hands" of 13 to 18 leaves was tightly and smoothly packed into a case or box which is fairly tight on the sides but with one-half inch spaces between the end boards. The leaf was packed with the tops toward the center and butts at the ends of the case. The cases were piled in an unheated storehouse as they were packed, turned once or twice, and after lying over one summer were sampled and ready for sale to manufacturers. Sorting and packing was begun in January, or as soon as the cured leaf can be taken from the barn, and finished in three or four months.

In 1899 four cases were packed in February and almost daily readings of the temperature in the center of each case were made by a telephone thermometer. One case lay for nine weeks before the temperature of the tobacco rose even to temperate heat, 70 degrees Fahr. Another full month passed before it rose to 80 degrees. In no one of the four cases did the temperature go above 83 degrees.

Tobacco often damages (mold, "canker") in the cases between the time of packing and the first of May. The greatest danger to cased tobacco from mold and mustiness is when it lies cold, damp and unfermented, waiting for the turning of the seasons to warm it and start the fermentation.

Fermentation is slow, slower than desirable because of the tight packing which nearly excludes air. Fermentation being in part a process of oxidation, requires air and the leaf can be so tightly packed as almost to prevent fermentation.

"Forced Sweating" has been tried in order to get tobacco into market quickly or to "finish" tobacco which has not fermented enough. By this method the tobacco, packed in cases, is left for about six weeks in a room kept at 100 degrees to 130 degrees with moist air. As a method of handling a large quantity of normally cured leaf it is not recommended. It is an emergency method for treating sick tobacco, a "get cured quick" affair.

A third method of fermenting wrapper leaf is known as fermenting in "bulk." In principle, it consists in carefully laying the leaf loose or tied in hands in rectangular piles which contain a ton or more of leaf. Each pile is covered with blankets to check cooling and to control but not prevent evaporation.

A sweat room should be maintained at a temperature of 80 degrees to 90 degrees Fahr., and the humidity should be high enough to keep the leaf soft at all times. Under these conditions the "bulk" immediately heats and fermentation proceeds rapidly. As soon as the thermometer inside the bulk shows a temperature of 110 degrees to 130 degrees the bulk is pulled down, the leaf lightly shaken out and immediately bulked again putting that leaf which was on the outside of the former bulk on the inside of the new one. In the new bulk the rise of temperature is slower. This operation of rebulking is continued until the leaf is finished.

In Connecticut, the first tobacco to be fermented by the bulk method was that used in tests made by the Connecticut Agricultural Experiment Station in co-operation with the United States Department of Agriculture in 1898. The tobacco utilized was Connecticut Havana and the results of the experiments were "perfectly satisfactory." In 1899, the experiments were repeated and developed on a larger scale with the assistance of Marcus L. Floyd, then in the employ of the Division of Soils, U. S. Department of Agriculture. Again the results were satisfactory, and general attention was called to the method. Ere long it was "universally" used for fermenting shade-grown tobacco. It is used to a considerable extent on Connecticut Havana.

Eternal Vigilance

Thus, in brief, is the Connecticut Valley's great tobacco crop sown, cultured, harvested, cured and sent to the world's markets to supply the leading cigar makers with one of the most pleasing wrappers obtainable. The reader will be surprised with the extraordinary skill, patience, unremitted attention and devotion required of every grower every day in the year. Eternal vigilance is the growers only means of success. It pays to be vigilant and highly organized. The growers in the Connecticut Valley learned this long ago and none excel them in these virtues. They have magnificent farms which are tilled in the most effective ways and yield results which astonish the world's tobacco experts. Well may American smokers bestow praise on the men who have developed this magnificent industry for the United States against many discouraging obstacles and placed in the hands of our smokers a delightful leaf suited to the manufacture of our finest cigars.

American Sumatra Tobacco Co., Inc.

First and foremost in the production of choice Connecticut shade-grown tobacco comes the American Sumatra Tobacco Co., Inc., of 131 Water street, New York, the largest growers of shade-grown in the world.

The corporation has plantations at South Windsor, Silver Lane, East Granby, Tariffville, Windsor Locks, Simsbury, West Suffield, Pequonock and Granby, Connecticut, and Westfield, Mass., and at the present time has more than 25,000 acres of tobacco under shade, and also an enormous acreage devoted to Havana Seed and Broadleaf.

The officers of the American Sumatra Tobacco Co., Inc., are: William A. Tucker, Senior Vice-President and Acting President; F. M. Arguimbau and Louis Leopold, Vice-Presidents; A. Hardenbergh, Secretary and Treasurer; P. Polumbaum, Assistant Secretary, and E. Traub, Assistant Treasurer.

The Connecticut offices of the American Sumatra Tobacco Co., Inc., are at East Hartford, while numerous warehouses are located in many sections of Connecticut and Massachusetts.

E. Rosenwald & Bro.

The world-renowned firm of E. Rosenwald & Bro., leaf dealers, packers and importers, of 145 Water street, New York, specialize in South Windsor Connecticut Broadleaf, and are exclusive handlers of F. R. & R. M. Goodrich's plantations of primed Connecticut tobacco.

At one time, E. Rosenwald & Bro. were also among the leading packers of Connecticut tobacco, but this branch of their activities was discontinued temporarily. However, whenever favorable conditions arise, E. Rosenwald & Bro. will doubtless resume their packing business.

As is widely known, the members of the firm of E. Rosenwald & Bro. are Beno Rosenwald, Sam Bijur, and Nathan Bijur.

E. L. Kohlberg & Son

Early records of the tobacco industry show that Jacob Kohlberg established his leaf tobacco business in 1864, and was a packer of Connecticut Broadleaf tobacco in East Hartford, Conn. One of his sons, Eugene L. Kohlberg, in 1885 associated himself with his brother in the general leaf tobacco business in San Francisco, Cal., with a branch in Portland, Oregon, continuing in this business until 1910, when he returned East to make his home in New York.

In 1915 he again entered the leaf tobacco business (associated with his oldest son, Jerome) in the exclusive packing of Connecticut tobaccos, comprising Shadegrown, Broadleaf, Havana Seed and Primed. Meredith Kohlberg, who served his apprenticeship on a celebrated Shadegrown tobacco plantation, was later taken into the firm.

Packing only the finest types of Connecticut tobacco, as they do, they count among their customers many of the finest and largest cigar concerns in the country. Their business extends all over the United States and into Canada and they are considered one of the representative Connecticut leaf firms.

Their sales staff includes two salesmen besides the younger members of the firm and their offices are located at 144 Water street, in the building which they own, while their warehouses are situated in the tobacco growing sections of Connecticut, where the members of the firm spend a great deal of their time.

Quality Tobacco helpful service and straightforward dealing are our guiding principles



A. N. SHEPARD & SON

Growers and Packers of

CONNECTICUT SHADE AND ROUND TIP

Packers of Connecticut Tobacco

53 Mechanic St. Hartford, Conn.

Plantations: Poquonock, Conn. Windsor, Conn. West Suffield, Conn. Ellington, Conn.

Warehouses: Hartford, Conn. Portland, Conn.

Meyer & Mendelsohn

Known most favorably throughout the United States on account of the excellent shadegrown tobacco they produce, Meyer & Mendelsohn have built up a high reputation. Under shade this year they have upwards of 103 acres of tobacco that promises to be unusually good. Of sun grown tobacco, they will harvest a crop of 1,000 acres, and 50 acres of Round Tip. Their farms comprise some of the most desirable tobacco land in the Connecticut Valley.

On the Meyer & Mendelsohn plantations are shown, unmistakably, what can be accomplished by scientific farming. The M. & M. farms all show expert management and they produce results in the form of tobacco that cigar manufacturers are most eager to get.

The Meyer & Mendelsohn packing house at 61 Windsor street, Hartford, is unsurpassed. For completeness of facilities and in correctness of methods, no tobacco warehouse in Connecticut can make a better showing. Special care, scrupulous cleanliness, up-to-dateness in equipment and procedure, unstinted expenditure to make sure that the tobacco will be exactly "right," every aid that experience can suggest—that science provide, beyond question, is there. Meyer growers and packers uphold their reputation more proudly.

When Samuel Mendelsohn, who started this great business, landed in Hartford in 1876, his worldly wealth was represented by $300 and a revolver. What became of the firearm, history does not say. But it is in evidence that the $300 financed the beginning of an enterprise that was incorporated for $1,250,000.

The Meyer & Mendelsohn company gives employment to 2,000 people eight months in the year.

Of the company, A. I. Mendelsohn is president and secretary. He is one of the most particular men in the leaf tobacco business. I. M. Koby, vice-president and treasurer, is another dependable tobacco expert. Carl Green, who has been a buyer for Meyer & Mendelsohn for 25 years, needs no introduction anywhere in the Connecticut Valley.

Sol Kohn & Co.

An enterprising firm that is becoming widely known is that of Sol Kohn & Co., of 241 State street, Hartford. Sol and Jerome Kohn formed the firm, which has been in existence since 1916. Being alert, energetic, resourceful and possessed of good judgment, they don't overlook any opportunities to increase and make stronger the good will of their customers.

Case Manufacturing Co.

Selection of material and the manufacturing processes necessary to produce a desired quality of paper requires no less skill than the selection of leaf and the operations needed to make a fine cigar. Haphazard buying and slipshod workmanship will produce neither a high grade cigar nor a high grade paper for the tobacco packer. Careful choice of material and skilled workmanship assure a finished article that is a credit to its maker. The Case Manufacturing Co., of Unionville, Conn., offers to the discriminating packer a tobacco paper, sold either sheets or rolls, that is designed to meet his needs, to have the strength and toughness to withstand wear and tear, and to be sold at a moderate price.

Louis King Cigar Co.

Among tobacco men who are good judges of cigars, the King Perfecto has long been popular, especially in Hartford, and the Connecticut Valley. It was, and is, a cigar that bespeaks quality. It is made in two styles, either Broadleaf or Havana wrapper. And, invariably, the filler is the "real stuff." Smokers who know the merit of the brand insist on getting King Perfectos.

The brand is manufactured by the Louis King Cigar Co., of 284 Asylum street, Hartford. The business was reorganized in 1919. G. M. Kahn, J. Margolies and A. M. Davis are the principals in the enterprise.

Though the Louis King Cigar Co. maintains a factory in Philadelphia, a factory that is noted for its scrupulous cleanliness, all deliveries to the trade are made from the Hartford Office of the company.

The following salesmen represent the Louis King Cigar Co., in New England: Joseph J. Levine and D. J. Creamer, Hartford territory, and W. T. Cobey, Springfield district.

Fred B. Griffin

One of the most prominent growers of Connecticut tobacco is Fred B. Griffin. His principal offices and warehouse are at East Windsor Hill and his plantations are at East Windsor, South Windsor and Granby.

Associated with Mr. Griffin are Wm. F. Murray, Marcus F. Floyd and Eric Thompson, all capable tobacco men of long experience.

Mr. Griffin purchased the plantation of the Farnham Tobacco Co., at East Windsor Hill. The tobacco looks fine now, promising a fine crop.

Steane, Hartman & Co., Inc.

Among the best known and largest independent growers of Shadegrown tobacco, engaged in extensive Havana seed, and Broadleaf packing, is Steane, Hartman & Co., Inc., of Hartford, Conn. This corporation specializes in shadegrown tobacco.

Its seven plantations in the select Connecticut Valley tobacco district, are located in Poquonock, Bloomfield, Windsor, East Windsor, Hazardville and Ellington. The managers of these plantations have had years of experience and are well versed in the growing and careful harvesting of Shadegrown.

The main offices and principal packing house are in Hartford, where the warehouse space has been greatly increased and the sorting and packing centralized. The growing, warehousing and selling operations are under the supervision of Gustave Hartman, president and general manager, and E. M. Hartman, treasurer, both of whom were brought up in the tobacco business and are well known to the Connecticut leaf trade.

M. J. Gans

For more than thirty-one years, Moses J. Gans has been to the fore in the tobacco industry. After a long experience in New York, he moved to Hartford in 1915, and specialized in Broadleaf and Havana seed.

The headquarters of M. J. Gans are 219 State street, Hartford, Conn.

B. Rappaport

B. Rappaport, of 253 State street, Hartford, started in the Connecticut tobacco business in a small way in 1908. Commencing with a capital of scarcely more than $100, he began by buying from growers odd lots, small quantities of the cheapest grade of tobacco. Industriously he kept on, devoting strict attention to each little transaction, he paved the way for putting through larger deals.

His trade developed enabling him to purchase the building he now occupies. Popularly known as "Barney," he has become one of the important dealers of tobacco on "Tobacco Row" in Hartford. He is at the present time making an extended trip to Europe.

Although he handles all kinds of Connecticut tobacco, his specialties are Broadleaf and Havana seed. Some of the largest dealers in the country are his customers.

W. S. Pinney & Co., Inc.

The experience of three generations in the tobacco business and twenty-one years in the shadegrown industry are behind W. S. Pinney & Co., Inc., one of the largest growers and packers of shadegrown tobacco in Connecticut.

Until 1899, Mr. Pinney grew tobacco alone. From 1899, until 1820, he grew it in partnership with Olds & Whipple of Hartford, the well known growers and fertilizer manufacturers. In 1920, the business was incorporated under its present name. W. S. Pinney is president and F. B. Pease, treasurer.

W. S. Pinney & Co. has always taken pride in the quality of its tobacco ever since the first year of shadegrown, back in 1901. Grading and handling methods have always been kept high, and the slogan adopted this year: "Up to a standard, not down to a price," typifies the Pinney methods of doing business.

One price to all, honesty in packing, and efficient service have brought results in the continued good purchases by customers, increased demand for the product, and the consequent increased acreage to meet the demands of the trade.

Fassler & Silberman, Inc.

The firm of Fassler & Silberman, Inc., was organized March 1, 1919, the firm consisting of Samuel A. Fassler, who has been connected with the tobacco business dating back almost twenty years, and Alfred M. Silberman, whose connection with the tobacco business has also been over a period of many years.

The first year's operation consisted of the raising of 131 acres of Shade tobacco as well as a quantity of Primed Havana Seed. In addition thereto, they packed considerable of both Havana Seed and Connecticut Broadleaf. In the short life of this firm they have become one of the factors in the Shade industry, having set out this year for the 1923 crop the following acreage:

	Acres
Chicopee, Mass.	201
Southwick, Mass.	91
Tariffville, Conn.	50
East Granby, Conn.	46
Buckland, Conn.	77
Ellington, Conn.	65
Vernon, Conn.	82
Total	612

The plantations are under the entire charge of Alfred M. Silberman, whose experience in that direction covers a period of many years. He is ably assisted by S. A. Fassler.

The methods employed in the packing of tobacco by this firm have met with a great deal of satisfaction from all sources to whom their tobacco has been sold. They are not sparing of moneys in the correct fertilizing and make liberal expenditures of funds in the proper packing of their tobacco for the market.

In addition to their 612 acres of tobacco, which they are raising, they are still continuing to pack both Havana Seed and Broadleaf.

Their warehouses are located at Tariffville and in Hartford, Conn.

L. Gerschel's Son, Inc.

Founded by Leopold Gerschel in 1856, the organization now widely known as L. Gerschel's Son, Inc., has deservedly gained a very high reputation as growers of shade and packers of high-grade Connecticut tobacco.

At present, L. Gerschel's Son, Inc., has approximately 100 acres of tobacco under shade, and also controls about 70 acres of Broadleaf tobacco, all of which is in fine condition.

The Connecticut offices and warehouses of the corporation are located at Silver Lane, East Hartford, and the New York headquarters at 171 Water street.

Prize Winning Connecticut Tobacco

Connecticut Shade Grown



Connecticut Havana Seed

ROUND TIP

Connecticut Broadleaf



Connecticut Primed

MEYER & MENDELSOHN, Inc.

Packers and Growers

Connecticut Office: 651 Windsor Street, - - Hartford, Conn.
New York Office: 169 Water Street, - - - New York

A. N. Shepard & Son

Andrew N. Shepard, senior partner of A. N. Shepard & Son, has been engaged in the tobacco industry for more than forty years, although the firm of A. N. Shepard & Son was not formed until 1919.

As a young man he grew tobacco on his father's farm and planted what was then considered a very large acreage. At the age of twenty-one he began packing the tobacco he had grown himself and also purchasing the crop of neighbors. Ever since that Summer, well over forty years ago, he has been packing Connecticut tobacco.

Mr. Shepard has always been actively interested in state politics and has held a number of responsible positions in the State government, taking part as well in National politics. At present he is president of the Freestone Savings Bank, of Portland, Conn., and a director of the First National Bank of the same town.

Nelson A. Shepard, son of the founder, on leaving college in 1919, entered the business. He takes an active part in growing and warehousing the crops. The third member of the firm is Gordon W. Stewart, who devotes his attention to warehousing, selling and business management.

The firm's headquarters are at 53 Mechanic street, Hartford, Conn. One warehouse is at this address and another is in Portland, Conn. The plantations are in Ellington, West Suffield and Poquonock.

At present, most of the acreage is devoted to shadegrown. The same painstaking care is given to the handling and assorting of all tobaccos grown and packed by this concern, maintaining a high reputation earned in more than forty years.

L. B. Haas & Co.

Experience and success in the leaf tobacco business for nearly three-quarters of a century is the enviable record of L. B. Haas & Co., of 146-152 State street, Hartford. Of important tobacco packers and leaf merchants, this strong, splendidly reputed concern probably is the oldest in Connecticut.

Originally a cigar manufacturer, Louis B. Haas, the founder of the firm, became the associate of Oswin Welles, a notably dependable packer of Broadleaf, in 1852. Oswin Welles retired in 1865 and the firm of C. Welles & Co. was formed by Cassius Welles and Louis B. Haas.

After Cassius Welles died in 1884, the firm name was changed to Louis B. Haas & Co. Benjamin L. Hass and William P. Haas, nephews of Louis B. Haas, are the present partners in the firm.

The Haas packing house in Hartford is strictly up-to-date and arranged throughout in the most approved manner. In addition to the Hartford warehouse, L. B. Haas & Co. have warehouses in East Hartford and Hazardville.

L. B. Haas & Co. are accounted among the larger producers of shadegrown tobacco. Their plantations in Hazardville and Windsor are included in the list of the best in the Connecticut Valley.

The firm of L. B. Haas & Co. is the possessor of a medal, awarded in 1899 at the Paris Exposition at which place they made an exhibit of Connecticut leaf tobacco. They were given this medal on account of having the finest display of Connecticut leaf tobacco that was exhibited. In Buffalo likewise they were awarded a medal for their exhibit of leaf tobacco of all varieties.

William P. Haas is in charge of the sales department, and Benjamin L. Haas looks after the buying of the tobacco, with the assistance of a number of competent men, some of whom have been with the firm for more than thirty years.

Since the day it was established, the House of Haas has been the possessor of an enviable reputation. In the cigar leaf tobacco trade of the United States, the name of Haas is synonymous with truthworthiness.

Brewer Bros. of Hockanum

Notably known and careful packers of tobacco are Brewer Bros., of Hockanum, Conn. The farms of Brewer Bros. are classed among the best in Connecticut, and in very high repute, as tobacco experts, are V. C. Brewer and N. H. Brewer, who compose the firm.

Each year, tobacco, grown and packed by Brewer Bros., is eagerly demanded by cigar manufacturers who want the higher grades. It has happened, numerous times, that Brewer Bros.' packings have brought more than the top prices usually reported.

Operating their own farms and directing the work in their own packing houses, Brewer Bros. are able to get much better than the average results.

Hatheway & Steane

No firm in the Connecticut Valley is more highly respected than Hatheway & Steane. Year after year the same buyers look to them for their supply, knowing that their tobacco gives the greatest satisfaction.

Some of the standard and most popular cigars in the United States owe considerable of their success to the fine tobacco supplied by the House of Hatheway & Steane. Nothing can be said more favorable of a firm than this—that once supplied by them, the business develops into a continuous chain.

The firm started operations in 1911, and now own plantations at West Suffield, Poquonock, South Windsor and East Windsor. The members of the firm are E. A. Hatheway and J. H. Steane.

This year Hatheway & Steane are growing more than 500 acres of Shade and 100 acres of Round Tip.

Huntting Brothers

Huntting Bros. are reliable and strongly established packers of and dealers in Connecticut tobaccos of all types, with offices and warehouses at 34 Burnside avenue, near Main street, East Hartford, and plantations at East Hartford, South Windsor and Hazardville.

William S. Huntting and Henry J. Huntting, who constitute this firm, which was established in 1878, are the second generation in the management of the business.

They were trained in a rigorous school and have had a broad experience in providing cigar leaf for their customers, and the quality and dependableness of the Huntting packings of Connecticut Shadegrown and Broadleaf, in which types they specialize, are well known to the trade.

John E. Luddy

Some six years ago, John E. Luddy had charge of the Employment Bureau for the tobacco industry, with an office in Hartford. He fulfilled his mission well and made a host of friends during his term of office.

Two years ago, he founded the Windsor Paper & Waste Co., at Windsor, and has since been supplying the tobacco men with most of their requirements.

He is the largest handler of cheese cloth in the world, being agent for the Cannon Mfg. Co. He attributed his success to the tobacco men of the Connecticut Valley.

The Uses of Advertisements

The clever advertiser turns all happenings to good account. For example, take the proprietor of a small book and cigar stand in one of the lower Broadway office buildings. During the heat wave he tacked up over his counter front pages from several newspapers of December, 1917, telling about the cold wave of that time, deaths from freezing, slipping on icy pavements, etc. The unusual—at this time—scare heads attract almost every passer-by to the stand. Incidentally, the stand proprietor may claim to be something of a public benefactor for the cold news has a slightly chilling effect on even the most perspiring reader.—*Wall Street Journal.*

Tobacco at Massachusetts Experiment Station

(*Continued from page 23*)

Years of Persistent Effort Required

In all of this work attempt will be made to measure the prevalence of soil and plant diseases, especially as they seem to be correlated with the cropping system. It will be some years, of course, before the results will become of any great value. On the other hand, most tobacco growers will recognize that had this work been started ten or fifteen years ago, our industry would today have been on a much sounder basis than it is, and information which we sorely need would be available. For this reason we have the courage to start on these long-time experiments.

The work is so laid out that as new conditions develop changes can be made to find answers to a number of questions, as, the influence of lime, the effect of certain fertilizers, economy in the use of fertilizers, the real function of animal manures, and the like.

Insecticides

Prof. E. J. Kinney, of the Kentucky agricultural experiment station, says:

Although Paris green is still the most extensively used insecticide for dusting tobacco, arsenate of lead has come into favor very rapidly in recent years and in some sections is used almost exclusively. Both poisons if properly applied are effective in killing worms. Paris green, however, may cause serious damage to the leaves of tobacco at times, especially if applied unevenly or in too large quantities. Many people dread to apply it, because it is extremely irritating to the skin. Arsenate of lead is practically "fool proof" as far as injury to plants is concerned, as it may be applied in very large quantities with practically no danger of burning tobacco.

Arsenate of lead is not irritating to the skin as is paris green. It sticks tighter to the leaves of plants and is therefore effective longer than paris green and it also will continue to kill worms on plants after rains have washed off practically all paris green and it also will continue to kill worms on plants more than paris green, but most men who have given it a thorough trial are convinced that its greater safety more than compensates for the additional cost. As a great many people will continue to use paris green for many years yet, however, some suggestions for the application are given for it as well as for arsenate of lead.

There are two important considerations in applying either paris green or arsenate of lead to tobacco. The first is to secure an even distribution of the poison all over the plants and the second is to use the proper quantities. An even distribution is necessary in order that all the worms will be killed promptly, and in the case of paris green, to avoid danger of burning the leaves. Only a limited quantity of paris green can be used with safety on tobacco, but arsenate of lead can be safely used in large quantities and enough should be used to kill all worms.

The amount of paris green that can be applied safely varies from one to three pounds an acre, depending, of course, upon the size of the plants and the number of plants an acre. Burley tobacco, because set closely, requires more than dark tobacco. It is rather difficult to distribute paris green regularly and in the right amounts because the dust cannot be seen on the leaves.

First and Foremost in the Production of



One field of the many that the American Sumatra Tobacco Co. devotes to shad



The company has plantations at South Windsor, Silver Lane, East Granby, Tariffville



Under the great tent here depicted, is a c

The American Sumatra Tobacco

ce Connecticut Shade Grown Tobacco



o production. The company is the world's largest producer of shade grown.



, Simsbury, West Suffield, Pequonock and Granby, Connecticut, and Westfield, Mass.



n tobacco that challenges comparison.

131 Water Street, New York City

Cannon Manufacturing Co.

For 22 Years the Largest Manufacturer of

TOBACCO SHADE CLOTH

IN THE WORLD

John E. Luddy

Sales Agent

WINDSOR, CONNECTICUT

Supplies for the Tobacco Industry

Tobacco Shade Cloth

NEW and SECOND HAND

TWINE—MATS—CHARCOAL—STEMS

Windsor Paper & Waste Co.

John E. Luddy, Proprietor

WINDSOR, CONNECTICUT

SHEETS TOBACCO PAPER

We make paper to supply the needs of a definite market

We select material for the manufacture of tobacco paper that will give best results to the packer

IT has the wear and tear So essential

IF Special paper ~ We make it



The Case Manufacturing Co.
Unionville, Conn.

NUSSBAUM, NEWFIELD & CO.

We are growing and packing our own

Connecticut Broad Leaf

Specialists in Broad Leaf Binders and Wrappers

Hartford Office
233 State St.

New York Office
168 Water St.

CONNECTICUT LEAF TOBACCO CO.

Connecticut Leaf Tobacco

241 STATE STREET HARTFORD, CONN.

EVERYBODY LIKES

RED TOP SNUFF

A Universal Favorite for 35 Years.

MANUFACTURED BY

BYFIELD SNUFF CO.

BYFIELD, MASS.

nnecticut Tobacco Sheds Destroyed by Storm

aehouse Point Seriously Injured—Sheds Swept Away and Crops Damaged by Wind and Hail—Windsor Locks and Suffield Hit—Shade Tents Suffer—No Rain in Some Sections.

TFORD, Conn., June 25.—Through s parts of the state yesterday af- n there swept one of the most se- electrical storms seen in many Accompanying the rain and the ng was a powerful gale, which aside everything in its path. And added to these elements, there nuge hail stones, which did con- le damage to the tents covering grown tobacco, and also no little e to the tobacco itself.

storm seemed to reach its height arehouse Point, where seven to- sheds were blown to the ground, ne and electric light wires were own and trees uprooted.

storm was of a somewhat freak- ture, visiting with severe force towns and avoiding almost en- other towns in the immediate y. It was practically impossible ure telephone communication with towns of the state last night. damage done, it was said, will thousands of dollars.

storm did not strike Hartford hile the rain fell in torrents in nding towns, the city sweltered mperature of 90 degrees.

Severe at Warehouse Point

report from Warehouse Point day to the Hartford *Courant,*

of the most disastrous wind, hail ain storms that has visited this in the memory of any of the resi- hit here about 6 o'clock tonight, ng in the destruction of several o sheds, all of five acres capacity, holding six and one-half acres. stones as big as eggs fell, cutting ies and limbs off trees and in places cutting electric and tele- wires. At the farm of Robert J. pley, three sheds were lifted from foundations and practically to kindling wood by the force of ind, each of the sheds at this place g six and one-half acres, and in ied was a large quantity of milk used in the milk business by Trombley, most of which were ed. The concussion from the fall- ied near the milk bottling depart- can be judged when a large case to-inch planking was ripped apart wept a distance of fifty feet out of ied.

the farm of Isaac Trombley, r of Robert J., a shed of five capacity was blown over, being from its moorings and hurled the roadway leading from this to Scantic, completely blocking affic. A large tree nearby was up- and also crashed across the road. d owned by John Moon near R. J. bley's place was leveled to the d, this being a 5 acre shed. At arm of T. J. Coleman, a five shed was demolished, while er similar capacity shed at the of John Titus was also swept A peculiar thing about the de- ion of the sheds was the fact that one blown over faced east and while other sheds in the vicinity north and south were not d. At each of the places tobacco lready been set and and is under and it will require an outlay of 0 or more to replace the destroyed Electric light service had not restored in the village at a late this evening.

Damage at Windsor Locks

report from Windsor Locks last says:

disastrous hail and rain storm this section shortly after 6 this g, during which hail stones larger good sized eggs fell in abundance ally all over the town, lasting early five minutes and covering round with the stones. One stone which was picked up after the storm weighed three-quarters of a pound, and the stones in many cases were not melted an hour after the storm. Trees were blown over, streets gutted with the rain and telephone and electric light service put out of commission.

Tobacco Damaged at Suffield

The report from Suffield yesterday evening to the *Courant,* says:

Hail stones as large as hen's eggs fell here late this afternoon, during a heavy electric storm, damaging the tobacco crop and gardens. Limbs were torn from trees and windows were demolished. The tobacco plants are small but the damage was considerable. Several persons who had not found shelter when the storm came were cut and bruised by the large hail stones.

Connecticut Association Elects Officers

HARTFORD, Conn., June 23.—The recently elected Board of Directors of the Connecticut Valley Tobacco Association, Inc., held its first annual meeting Tuesday.

Reports covering the first fractional year's business showed that during the ten months of the existence of the association important work had been done in organizing the association, getting it on a working basis, negotiating loans for advances to growers, selling and billing over $5,000,000 worth of the 1922 New England crop.



Fred B. Griffin

Resolutions of thanks and commendation were adopted as follows:

General Manager Griffin's Work Appreciated

The resolution of appreciation of Mr. Griffin's work was:

"RESOLVED, That the members of this board hereby express their hearty appreciation of the services rendered by General Manager Fred B. Griffin during the past year. We feel that he showed great ability in the organization of about 100 warehouses for handling and packing the crops, and the excellent judgment in establishing cordial relations with the tobacco trade, and the sale of the Havana Seed tobacco."

President Alsop Receives Thanks and Praise

"Believing, That the formation of the Connecticut Valley Tobacco Association, Inc., was largely due to the hard work and personal popularity of our president, and appreciating the very important work done by him in financing the Association, and his other accomplishments of the past year, Be it,

"RESOLVED, That the Directors of the Connecticut Valley Tobacco Association, Inc., in its first annual meeting assembled, do hereby extend a vote of thanks to our president, Joseph W. Alsop, for his untiring efforts and the valuable service rendered during the past year."

Judge Hickey Highly Commended

The resolution adopted relating to Mr. Hickey was:

"RESOLVED, That the members of the board hereby express their appreciation of the valuable services rendered the Association by Vice-President Judge L. P. M. Hickey during the past year. His untiring efforts in the field and office have had important influence in maintaining a good morale among our members."

All the Directors with one exception were re-elected.

Officers Chosen

The following officers were elected for the ensuing year:

Joseph W. Alsop of Avon, Conn., re-elected as president;

S. F. Brown of Windsor, Conn., vice-president for Connecticut;

T. L. Warner of Sunderland, Mass., vice-president for Massachusetts;

W. F. Whitmore of Hartford, re-elected as secretary;

E. E. King of East Hartford, re-elected as treasurer.

A. E. Nelson of Hartford, as assistant treasurer;

W. S. Fuller of Suffield, as assistant secretary

The executive committee is composed of Alsop, Brown, Warner, Bidwell, of Glastenbury; L. W. Newberry of South Windsor, and N. D Prince of Hartford.

The directors at large elected were: N. D. Prince, H. M. Alcorn of Suffield, and E. C. Hills of Southwick, Mass.

Fred B. Griffin will undoubtedly continue as general manager, a position which he has so ably and efficiently filled

Judge Hickey, the prime mover in the formation of the association, is to have charge of the Field department of the association, was relieved of the duties of vice-president.

By the re-election of the old board of directors by the growers, and the re-election of the officers following it, clearly indicates that the growers are well satisfied with the work of all during the past year, and feel satisfied that the formation of the association had been worked out by able people. They seem to believe that there are "brighter days" ahead for the tobacco growers of New England.

The association will have a field day at Riverside Park, Agawam, Mass., July 25. A business meeting is to take place at 10 a. m. An address will be made by President Alsop at 11:30 a. m., after which a basket lunch will be indulged in.

Co-operative Members Sue for Annulment

(*Special Telegram to* TOBACCO)

WILSON, N. C., June 26.— Charging that the membership contracts secured by the Tobacco Growers' Co-operative Association were secured under false pretense and fraud, sixty-seven Pitt County farmers have each individually commenced an action against the association to have their contracts annulled. The actions are brought under five counts.

The summonses are returnable before the next court sitting in Pitt County, thereby giving the farmers the opportunity of having the cases tried in their own county, and before jury composed of their own county men.

Indications point to a number of suits being immediately brought by other individual farmers in other counties of North Carolina.

Skiner and Whedbee, Senator F. C. Harding, and F. G. Jones and Son, attorneys at law, have been retained to represent the complaining tobacco growers.—MCFARLAND.

Offer to Sell Warehouse Withdrawn

GREENEVILLE, Tenn., June 23.—W. W. Bernard has wired to the Burley Tobacco Growers' Co-operative Association at Lexington, Ky., that the offer to sell them the Bernard Warehouse in this city had automatically become null and void, and that no further consideration need be given the proposition.

Mr. Bernard was anxious to withdraw his offer made to the pool a year ago, in order to get them to stay away from Greene County for a year, and when he saw the first opportunity to get out without breaking his word, he immediately took advantage of it.

This news was received with enthusiasm throughout Greene County, as it is generally conceded that without this property the pool will make no attempt to sign up this territory this year, and the fight between the pool and anti-pool interests, which would have been waged in the event that they came here, will not take place, and Greene County can go peacefully on, and market the most tremendous crop ever raised in this locality without interference.

Objected to Proposition

Col. Bernard and J. S. Bernard, Jr., were bitterly opposed to the idea of selling the warehouse from the first, W. W. Bernard being the only one who believed in the alleged benefits of pooling the crop. Col. Bernard made a statement concerning the outcome, in which he says:

"Good tidings to the Tobacco Growers of East Tenn:

"Richard is himself again. The agony that has been hovering over the Bernard family regarding the entry of the pool into our prosperous community, we feel has passed. One year ago the co-ops tried to get in our territory, and in inducing them to let us alone and go home, W. W. Bernard agreed to make a price on our warehouse property to hold good until this June, which he was in honor bound to stand by. When the committee came back, it looked as if the property was gone. But the co-ops having deferred action until now, W. W. Bernard found an honorable way out, so he wired that as their finance committee deferred action and insisted that he bring a committee of good farmers to Lexington, he declined to wait further on the matter, and wired that he considered the deal off, which brings great relief to us all.

"We now, after years of labor and sacrifice, have one of the best markets in the United States and are getting higher prices, which we confidently expect to maintain.

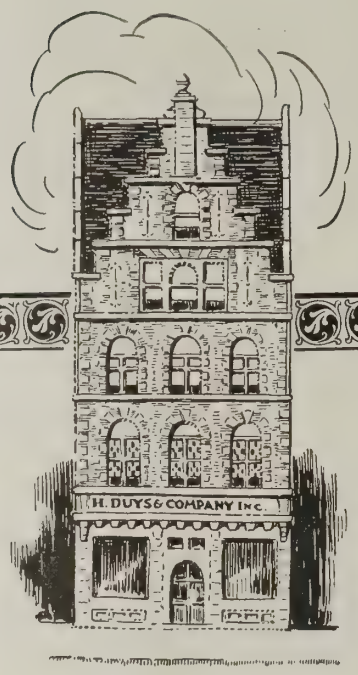
"Your friend,
"J. S. BERNARD."

No Bids for the Upmann Cigar Factories

HAVANA, Cuba, June 16.—The liquidating board of the Upmann Bank had advertised for bids for purchase of the Upmann & Co. cigar factories but up to the present time it is said no bids have been received. It is not decided whether or not to advertise for bids again or to depend on the chance of making a private sale which might be carried out with better results. The value of these factories amount to a considerable sum, but without the right to use the Upmann trade mark bidders are said to be holdin off.

Denmark Stops Production

WASHINGTON, D. C., June 27.—The production of tobacco in Denmark has been discontinued, according to a report received by the Department of Commerce from Assistant Trade Commissioner H. Soranson, at Copenhagen. It was only during the war that it did amount to much. It is reported that the considerable stocks of tobacco which, owing to the lack of demand, have remained unsold for several years, have now been disposed of to Germany, Holland and Finland, at an average price of 19 to 20 ore per kilogram, which at the rate of current exchange is 1½ cents per pound.—LAMM.



Manufacturers buying

Sumatra or Java Tobacco

without looking over our line, do themselves an injustice.

Our stock comprises such enormous quantities and of such varied selections, that we are bound to suit the most fastidious buyer.

Our purchases of the 1922 crop of Sumatra are upward of 10,000 bales.

H. DUYS & CO., Inc.

142 WATER STREET NEW YORK

American Headquarters for Sumatra and Java Tobaccos

sconsin Tobacco Is Held Back by Dry Weather

h Heat Is Daily Breaking Records—Landscape Only Streaked With Straggling Thunder Showers—"Infant Mortality" Among Recently Set Plants May Become Serious.

ERTON, Wis., June 23.—The weather ily breaking records in hot tem- ures. The heat wave is one of the protracted and serious ones ever n in Wisconsin. A few straggling er showers have streaked across ed sections of the landscape, but eater section, by far, of the tobacco is dangerously dry for the new

Much Resetting Anticipated

ne growers estimate that ninety per of all planting in their neighbor- will have to be reset. And if a oes not come while reserve plants beds are still suitable for trans- ng, it will not be planted. There is ubt that the parched young plants a very serious situation, and the er man predicts continued dry and eather.

No Signs of Robust Life

h almost seventy-five per cent of op in the field, and the rest being y transplanted by the dogged grow- e next ten days will determine the mortality of the '23 crop. In sev- f the fields of the first plantings inspected, it was only a meager, thin streak of life on each plant that had a hold in the soil, and the outer leaves were withered. But the weed is a tough plant, and can be relied on to battle the drouth for ten days more, anyway.

The pool reports twelve good sized crews of assorters now in full blast for them, and are now satisfied with the progress of their packing, says the *Wisconsin Tobacco Reporter.*

The General announces the shut down for the season of their Edgerton and Portage warehouses.

Elevator Burned

The Eckart Elevator in Viroqua burned to the ground. It was a whopping big blaze, and the fire department was unable to cope with it. Bekkedal is understood to have had a few hundred cases stored there. Two of Bekkedal's warehouses would have gone up in smoke, too, if a strong wind had not been blowing in the right direction. Even as it was, the facades of each were badly blistered and caught afire, in spite of the wind, but constant streams of water saved them.—BADGER.

y Cigar Output Shows Good Gain Over April

SHINGTON, D. C., June 26.—The following comparative data of tax-paid cts indicated by monthly sales of stamps are obtained from the statement of al Revenue collections for the month of May, 1923, as compared with May (Figures for May, 1923, are subject to revision until published in the annual):

ax-Paid Products Withdrawn During the Month of May in the U. S.

	Withdrawals May, 1922 Number	Withdrawals May, 1923 Number	Number	Per Cent
s, large, Class A	213,076,123	203,881,015–	9,195,108–	4.31%
s, large, Class B	135,391,527	140,377,005*	4,985,478*	3.68%
s, large, Class C	208,933,719	218,814,867*	9,881,148*	4.72%
s, large, Class D	9,189,913	10,218,782*	1,028,869*	11.19%
s, large, Class E	2,617,442	2,624,182*	6,740*	.25%
otal	569,208,724	575,915,851*	6,707,127*	1.17%
s, small, ...	56,503,200	45,550,027–	10,953,173–	19.38%
ttes, large	1,393,124	1,504,243*	111,119*	7.98%
ttes, small	4,601,372,883	5,554,990,050*	953,617,167*	20.72%
manufactured	3,335,636	3,364,281*	28,645*	.85%
co, manufactured ...	32,510,797	32,996,629*	485,832*	1.49%

Tax-Paid Products from Porto Rico for the Month of May

	Withdrawals May, 1922 Number	Withdrawals May, 1923 Number	Number	Per Cent
s, large, Class A	6,028,275	6,886,500*	858,225*	14.23%
s, large, Class B	410,325	1,460,025*	1,049,700*	255.82%
s, large, Class C	3,598,810	8,072,490*	4,473,680*	124.31%
s, large, Class D	3,375	2,125–	1,250–	37.03%
otal	10,040,785	16,421,140*	6,380,355*	63.54%
s, small	800,000	2,000,000*	1,200,000*	150.00%
ttes, large	.....	49,500*	49,500	.....
ttes, small	40,000	83,500*	43,500*	108.75%

x-Paid Products from the Philippine Islands for the Month of May

	Withdrawals May, 1922 Number	Withdrawals May, 1923 Number	Number	Per Cent
s, large, Class A	13,658,975	15,658,078*	1,999,103*	14.63%
s, large, Class B	391,150	277,925–	113,225–	28.94%
s, large, Class C	37,879	122,899*	85,020*	224.45%
s, large, Class D	200	525*	325*	162.50%
s, large, Class E, ...	0	35–	105–	63.90%
otal	14,088,344	16,059,462*	1,971,118*	13.99%
ttes, large, No.	600	....–	600–	100.00%
ttes, small, No.	33,520	66,530*	33,010*	98.47%
co, manufactured ...	172	62–	110–	63.95%

crease – Decrease.

ar Company to Expand

LAS, Texas, June 22.—C. C. Nep- ice-president and general manager Southwest Cigar Co., wholesale o dealers, reports that the company ove into new quarters about Octo- the company having taken a ten- ease on the three-story and base- building at 2111 Commerce street.

Glasser Tobacco Co., Inc.

DUBUQUE, Iowa, June 19.—Articles of incorporation for the H. W. Glasser Tobacco Products Co., were filed with the county recorder recently. The capital stock is $10,000 divided into shares of $10 each. Oscar Jaeger is president, Frederick J. Kunnert, vice-president, and A. A. Meyer, secretary and treasurer.

Porto Rican Cigars

Long Fillers

In Packages of 25

At $20.00 to $35.00

Sizes 4½—4¾—5—5½ and 6 inches

Jobbers Only

Porto Rican Scraps of the New Crop

Samples can be seen

MANUEL MADERA

130 Pearl St., New York

Patterson Bros. Tobacco Corporation

Richmond, Va.

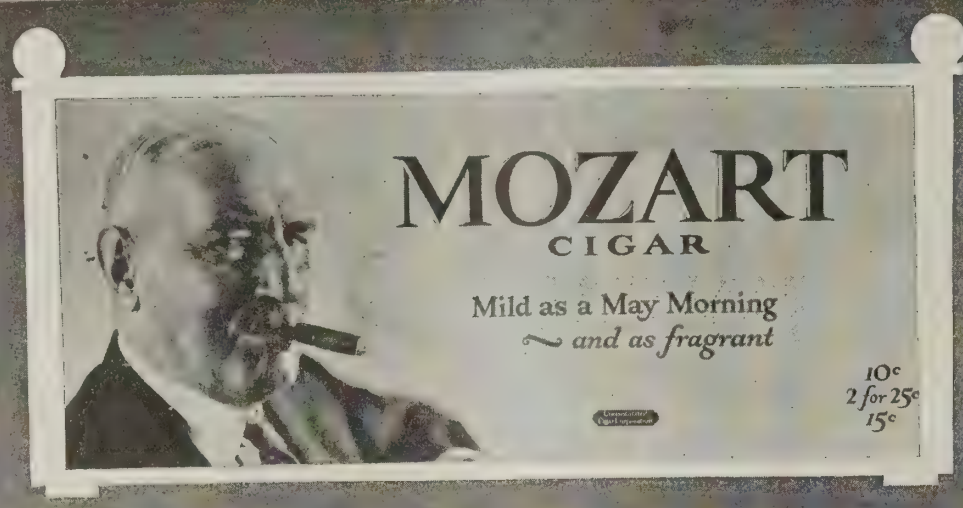


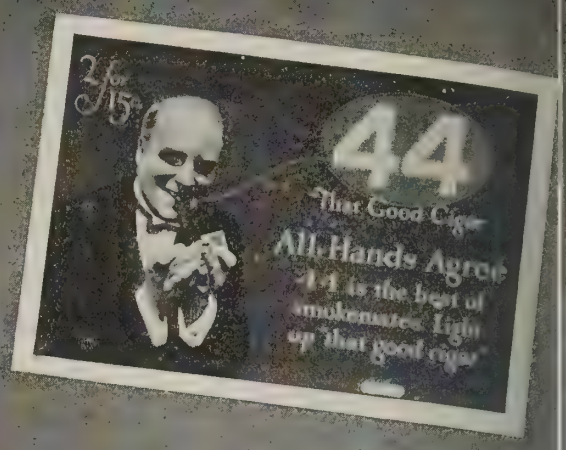
MATOAKA

CIGARETTES

Retail 20c. for 20

A Superior Cigarette











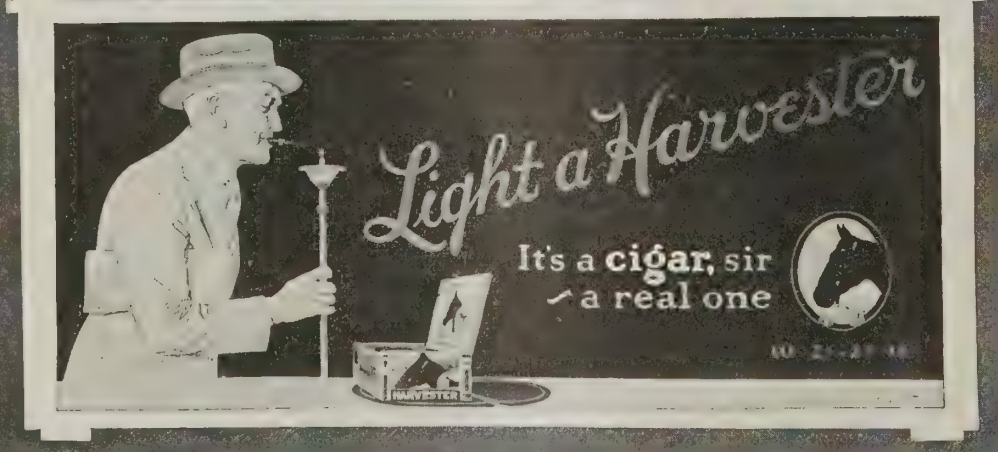
In Outdoor Months

—the man who runs or rides will also read of smoking pleasure.

"Consolidated" posters will tell the story of Consolidated brands in picture and print.

Look for them wherever you go. They too are helping to make

Better Cigars—
Better Known



CONSOLIDATED
CIGAR CORPORATION
Hechscher Bldg 5th Ave. at 57th St.
NEW YORK

Manila Cigar Trade Seriously Menaced

By VINCENTE VILLAMIN

In Daily Financial America

avy machinery has been set in mo- engineered by certain tobacco inter- ed by the National Cigar Leaf To- Association, to destroy the Manila trade in America. As a starter a tion was approved importuning ress to put a limit on the number gars that could be imported from Philippines. A decision was reached age a nation-wide campaign upon asis of no let-up and no giving-in. representative of the association in ington has *carte blanche* instruc- to agitate the question all he can son and out of it.

e supporting bill of particulars are Manila cigars are of so excellent y that they are crowding the five- field, that the Filipino cigar-makers nfortunately industrious and skill- hat they foolishly accept low wages that Manila factories can get raw ials at less prices.

w, that Manila cigars are what they ibe them to be is conceded with be- ng modesty, but as to their being ders let figures speak for themselves. major part of the Manila cigars in market is found in class "A", com- g the lowest grade. While the im- tion of Manila cigars increased from 0,000 in 1921 to 172,000,000 in 1922 roduction in America of class "A" s increased 29 per cent during the l, being 2,285,333,690 in the fiscal 1922. In this particular class Ma- cigars represent only 7½ per cent. 21, judged by comparative internal ue collections in America, 1 per cent ll the amount contributed by Manila e total consumption of all classes. re is the "menace" that the unselfish co association is fighting beak and

at cigar-makers in Manila are pro- t should not be against humanity here even if humanity includes also embers of the National Cigar Leaf cco Association. That little thought- of penalizing skill and intelligence be away somewhere as it always ns when its services are needed by y-worshipping men. Manila cigar- ng has more than a century of his- back of it. In 1812 Filipinos who t in the United States Navy against nd were handing out finely-elab- d, aroma-scent Manila cigars to fellow gobs. The acquisition of iency cannot therefore be helped if that benediction is resisted to the moguls of the unselfish Na- l Cigar Leaf Tobacco Association.

to the low wages, here is a signal nce where the association and the la cigar-makers can combine in an ly alliance. But the Manila factory- r can read the riot act to the asso- n here advising them to meet the nds of their employes first. The is, Manila cigar factories are not ng as high dividends as the fac- s in this country. There were strikes borers for more pay which em- rs wanted to concede but couldn't se the balance sheet did not warrant Perhaps the reasons for this condi- are: The higher efficiency in Ameri- factories in all departments, better bution facilities, mass production reduces the unit cost, closer coordi- n in merchandising and advertising stronger and more determined finan- support.

th respect to the comparative price w materials, taken all in all, Manila ries are not a whit better off. It t generally known outside of the that the United States export leaf co to the Philippines which are used e cigars imported to this country. 21 of the $544,972 worth of leaf to- imported $285,440, in 1920 of the 66 worth the United Stats contrib- $663,618 worth of tobacco. There- the proportion of the tobacco im- on which duty was paid is not big.

this connection, it is not amiss to that the correction of the apparent ight of Congress to let the duty on mmed wrapper tobacco in the Philippines remain at $1.85 a pound while it was increased to $2.10 in the United States—which gave that much of manufacturing advantage to Manila cigars—will not meet with any opposition lest special reasons not now obvious are adduced. That advantage which is being unduly played up by the association amounted only to some $25,000 in 1921, or less than the total expenses of its members in attending the convention in New York which produced the now famous resolution.

Transport Charges High

Going back to the raw material prices, it may surprise the tobacco association to know that in many instances the cost of transporting the filler tobacco from the northern part of Luzon to Manila is as much as the freight on it if shipped from Manila to the United States. And of course it is obvious that the transportation cost of cigars in boxes lodged in especially prepared compartments in the hold of the ship is higher than if the leaf and not the cigar is sent.

Besides all these, interest or capital in Manila is higher than it is here, the banks are not "cashy" and the conditions of trading, transportation and general economic matters are such that there is a necessary surplusage of intermediaries. These things are enumerated here to combat the allegations of the tobacco association. They should not discourage the prospective tobacco merchant in the Philippines, for if he has sufficient capital, American methods and an efficient organization in America he will have a bright future before him, which no one can begrudge him.

The foregoing dissolves the association's bill of particulars supporting the complaint. Now for the rebuttal upon the argument in chief. There is free trade between this country and the Philippines. If the arrangement is altered as to America as proposed by the association, a reciprocal alteration as to the Philippines is in order as a matter of fairness. Which of the American products imported into that country free should make up for the tobacco concession? Let the association answer that question if they please. Will it be the cigar's half-brother, the cigarette, or its first cousin, the plug tobacco, or its servant, the smoking tobacco? In 1921 the value of Manila cigars imported into the United States was $1,980,256 (this is, by the way, the "menace" to the fifth industry in the United States in importance—shades of the Sword of old Damocles!!) The total import during that year of all kinds of tobacco from the United States was valued at $1,852,223, which shows give and take even right there. The question of maintaining the reciprocity *status quo* should be sufficient to act as a soporific to the designs of the association.

But if that question is a soporific the following is bucolic. Porto Rican cigars are imported here under the same terms as the Manila cigars. The value of the former is over $3,000,000 yearly more than that of the latter. That self-same bill of particulars can be served on Porto Rico with one amendment—that the freight cost on Porto Rican cigars is less because the Philippines is 10,000 miles further away. Now why don't the association place the strictures they want placed on Manila on Porto Rico? The answer is, many of them either are interested in Porto Rican tobacco plantations or cigar factories or are representatives of Porto Rican houses. So like the suitor who enters a court of equity, they must come with clean hands.

After all these, can we still offer the hand of co-operation? America imports $75,000,000 worth of leaf tobacco of all kinds from abroad, paying $2.10 a pound for the unstemmed and $2.75 for the stemmed. The Philippines have vast idle acreage suitable to tobacco growing inundated by a mighty stream periodically which leaves fresh rich sediment. Why not look into that field, produce to-

Patterson Bros. Tobacco Corporation

OF RICHMOND, VA.



15c 15c

MATOAKA

Blue Ribbon

SMOKING TOBACCO

The best Patterson ever made

Exclusive Distributors Accepted in Open Territory on Liberal Plan

A Full House

John Ruskin BUILT BY HAND CIGAR

Best and Biggest

8 cents each

2 for 15¢

Five winning cards for any dealer to hold

COBS



5 for 15¢

THE ROUGH LOOKING CIGAR

WITH THE SMOOTH TASTE

FLOR DE MELBA

The Cigar Supreme

12 Sizes 10¢ and up

METROPOLITAN

10¢

1 Size

1 Quality

1 Price

Sumatra Wrapper Mild Havana

S. SEIDENBERG & CO'S

After Dinner Cigar now 5¢

With these five winners up his sleeve, any dealer can assure himself of a full house—morning—noon—and night.

Made by

I. LEWIS CIGAR MFG. CO.

Largest Independent Cigar Factory in the World

NEWARK NEW JERSEY

Display Blue Boar

English Blend

Cigarettes on your show case and get a crisp $ BILL

$150,000.00 GIVEN TO THE RETAIL TRADE WITHIN SIX MONTHS' TIME

TO THE RETAIL DEALER:

Display a carton of BLUE BOAR Cigarettes on your showcase because—

1. You sell these cigarettes for 25¢ a package and make more profit than on cheaper brands.
2. The American Tobacco Company's Division Manager calls every day on retail dealers in this territory, and wherever he finds a retail merchant has a carton display of BLUE BOAR Cigarettes **on his showcase** at the time he calls, **he will present to the retail dealer a crisp $1.00 bill.**

GET YOUR SHARE OF THE DOLLAR BILLS. MAKE MORE PROFIT BY SELLING MORE PROFITABLE MERCHANDISE.

Very truly yours,

This offer will be discontinued October 31, 1923.

GET YOUR SHARE!

Guaranteed by The American Tobacco Co.

bacco there and liberate America from expensive dependence on foreign countries? For many good reasons America and the Philippines should stand together.

How to Pronounce "Matoaka"

The reports of Patterson Bros. Tobacco Corporation show that Matoaka Blue Ribbon Smoking Tobacco and Matoaka cigarettes have been used for the past eight weeks in all of the Schulte, Liggett's Drug Stores, the Union News Stands, the Exchange Buffets, and many of the United Cigar Stores and the Metropolitan Tobacco Co. dealers. The list of independent dealers in New York jumped, during the period of four weeks, from 1,500 to over 5,000 stores, according to the report.

It is generally admitted that the Matoaka smoking tobacco has become one of the most popular brands, and is rapidly increasing in sales. It is further admitted that Patterson Bros. did not do anything to create an artificial demand. All calls have been due to the advertising campaign of the company, and in this connection something should be said about the dealers and the attitude toward new brands.

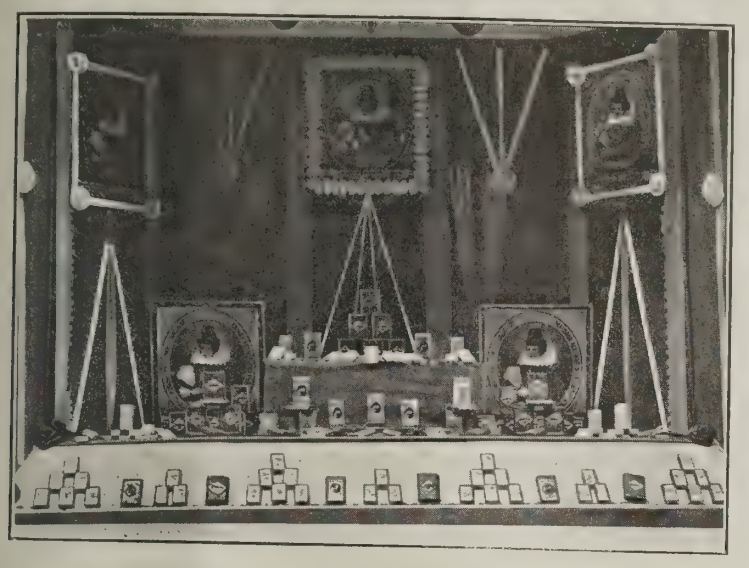
After the many disappointments with new brands, it became so unapproachable that there was a belief that it is impossible to address the customer in anything new, but if this theory proved wrong, it was certainly the case with Matoaka. The company was fortunate enough to come out with the advertising campaign at the same time when E. P. Gaston started his search for the bones of Matoaka Pocahontas in England, so that not only the public in America but all over Europe and in English-speaking countries have been continually kept interested in some news about the Virginia heroine.

One of the tobacco trade papers, and all the advertising papers admit that probably never before in the history of the tobacco industry has a brand been so widely advertised as Matoaka.

It is not the public, but the retail tobacconist, and the dealer, and the clerk in the retail stores who make introduction of anything new hard, and one of the arguments spread about in the case of Matoaka is the statement that the name is difficult to pronounce, or at least some dealers don't know how to pronounce it.

There are many Indian names known in America, and one of them is the nickname of Matoaka, *Pocahontas*. There is no logical argument in favor of the theory that Pocahontas should be easier to pronounce than Matoaka, but to satisfy the curious ones, and to remove the obstacle the company decided to start a campaign to educate the people how to pronounce the name so there will be no more question about it.

The name Matoaka should be pronounced Ma-tow-ka, and as in the case of many other brands, there is a preference for shortening, as Sweet Caporals are



An attractive Matoaka Blue Ribbon tobacco and Matoaka cigarette display window in Boston, which is typical of many throughout New England

UNITED STATES TOBACCO IMPORTS DURING MARCH

Figures Compiled by Department of Commerce. Values Stated in Dollars.

RTICLES, AND COUNTRIES FROM WHICH IMPORTED.	UNIT OF QUANTITY.	MARCH—				NINE MONTHS ENDING MARCH—			
		1922		1923		1922		1923	
		Quantity.	*Value.*	*Quantity.*	*Value.*	*Quantity.*	*Value.*	*Quantity.*	*Value.*
obacco (total)			6,310,438		5,117,732		45,621,182		60,199,491
Unmanufactured—									
Product of the Philippine Islands	free	Pound			169,803	19,712	319,954	35,786	1,186,494	127,397
Leaf, suitable for cigar wrappers	dut	do	130,169	247,721	582,258	1,524,675	3,476,037	7,023,029	5,800,814	11,910,499
All other	dut	do	7,084,639	5,437,977			43,020,148	34,054,459	[2] 10,129,471	[2] 8,192,729
Cigar leaf—										
Unstemmed	dut	do			1,202,800	915,228			[1] 7,680,186	[1] 6,023,682
Stemmed	dut	do			993,828	1,097,536			[1] 6,480,426	[1] 6,704,283
Cigarette leaf	dut	do			1,258,582	709,534			[1] 28,461,411	[1] 19,882,901
Scrap and other unmanufactured	dut	do			272,397	75,580			[1] 1,393,587	[1] 423,107
Manufactures of tobacco—										
Cigars and cheroots	free	do	137,208	254,824	424,606	513,365	1,090,592	1,982,203	2,827,453	3,963,153
	dut	do	44,134	344,349	29,445	231,554	266,600	2,326,602	355,242	2,659,050
Cigarettes and paper cigars	free	do			210	557	1,480	1,552	2,735	5,640
	dut	do	476	1,668	852	4,859	4,568	21,860	9,385	62,503
All other	dut	do	14,966	23,899	18,360	25,132	199,722	175,691	217,231	244,547

[1] Beginning Sept. 22.

[2] July 1 to Sept. 21.

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

Mill-Factory and Main Office
NEW HAVEN, CONN.

-Salesrooms-

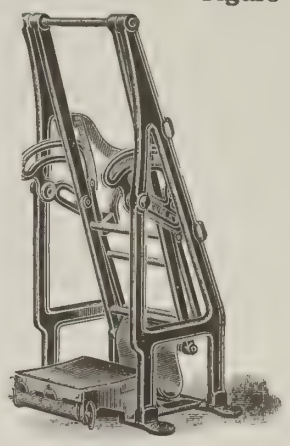
NEW YORK
25 W. 43rd St.

PHILADELPHIA
1215 Filbert St.

BOSTON
99 Chauncy St.

THE STANDARD BUNCH MACHINE

Will Cut Your Cost and Make Better Cigars



Patented

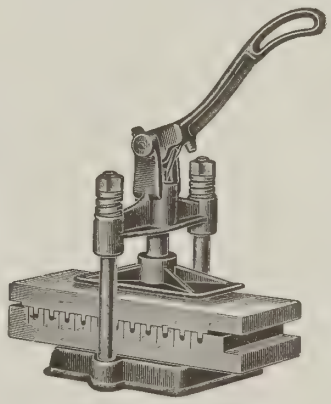
6,000,000 Cigars Daily

are made in the United States on the **Standard Bunch Machine.** Why not make yours on the machine that is used by the makers of the best and largest selling brands in the country. Put your cigars in the same class by using the **Standard Bunch Machine** which produces workmanship superior to hand work and makes a saving of 40% on Binders and 10% on Fillers.

Price $35.00 F. O. B. Detroit

Write us for particulars and free trial offer

THE
STANDARD SHORT MOLD LEVER PRESS



Patented

Features No Other Press Has

When pressure is released, the handle will remain up and can be operated with one hand. With our specially hardened springs, this Press will give all molds a positively uniform pressing, taking care of variations of thickness of the molds, and pressing the entire length of the mold, insuring an even pressure to all the bunches. Our Press weighs but fifteen pounds and occupies less space than any other press on the market.

One Mold Size, Price $5.00 each
Two Mold Size, Price $6.50 each
Net F. O. B. Detroit.

Worthy of its name—STANDARD. Almost indestructible. Different in construction. The most pressing power with the least effort. Adjustable in a few seconds.

STANDARD BUNCH MACHINE CO.

3960 Chene Street
Detroit, Mich.

Class "A" Cigars

Anyone Can Sell "Gold Dollars" for Ninety Cents. A Real Salesman Turns Ninety Cents Into a Gold Dollar!

In Which Class Do You Belong?

CIGAR SMOKERS

Are demanding a high grade five cent cigar. Are you prepared to meet this demand at a profit to yourself?

PROGRESSIVE MANUFACTURERS

Are meeting the problem by using automatic machinery. Low production costs mean returning prosperity for the cigar manufacturer.

BE UP WITH THE LEADERS

Are you keeping abreast of the times? "Machine Made" means "Clean Made." Your cigars will look better, smoke better and cost less than your competitor's.

INSTALL CIGAR MACHINES NOW

Make a "real smoke" for five cents and show a profit for your company.

INTERNATIONAL CIGAR MACHINERY CO.
5520 2nd Avenue, Brooklyn, N. Y.

Experts on all Types of Tobacco Machinery, "Fresh Work" Cigar Machines, "Mold Rolling" Machines

called "Sweet Caps" for short. If the dealers believe that it is so difficult to pronounce Matoaka, they can call the cigarette and smoking tobacco "Mat" for short, but certainly everybody will know how to find Patterson's Matoaka Blue Ribbon Smoking Tobacco.

Mr. Hoover Urges Full Co-operation

Charles Dushkind, counsel and managing director of the Tobacco Merchants' Association, is sending to the trade the following announcement:

"We have been requested by the Hon. Herbert Hoover, Secretary of the Department of Commerce, to secure the co-operation of our members with the railroads of the United States to reduce as much as possible the traffic congestion and the resulting poor service that might come in the fall and winter months due to lack of railroad equipment.

"These congestions always occur during this season of the year because of the unusually heavy demands on the carriers for the movement of coal, grain and farm products and the Secretary feels that we will be furnishing this co-operation and in this way help ourselves individually by the following means:

"1. The advance storage of your winter coal during the light consuming season—that is, from now until September 1, including the early movement of lake traffic.

"2. The loading of all cars to full capacity, their prompt loading and discharge.

"3. Reduction of reconsignment shipments and restriction of to-order bills of lading.

"4. Demands for no more cars from the railways than can be promptly used.

"Our rail carriers have been successfully meeting the greatest traffic demands ever made upon them during recent months, and have been greatly increasing their equipment by the addition of an unusually large number of cars and locomotives and by expediting the repairs of all other cars and locomotives.

"Let us hope that our members will aid in this situation."

May Employment Statistics

WASHINGTON, D. C., June 26.—The Bureau of Labor Statistics of the Department of Labor, has just compiled its employment figures for May.

The Bureau received 29 replies from smoking and chewing tobacco plants comparing the employment in April and May. In these 29 plants, the employment in April was 3,530, increasing in May to 3,741 or an increase of 6 per cent. The payrolls in these plants increased from $53,217 in April to $56,041 in May or an increase of 5.3 per cent.

The Bureau also received replies from 180 cigar, cigarette and tobacco factories showing their employment in April to have been 31,368 decreasing in May to 31,108, or a decrease of .8 per cent. The payrolls in these establishments decreased from $553,675 in April to $542,494 in May or a decrease of 2 per cent.

The Bureau also received replies from 70 cigar, cigarette and tobacco factories comparing the employment in May of this year with the same month of last year. In May, 1922, the 70 factories employed 14,794 persons, decreasing slightly in May of this year to 14,629, or a decrease of 1.1 per cent. The payrolls also in these plants decreased from $265,575 in May of last year to $263,580 in May of this year a decrease of .8 per cent.—LAMM.

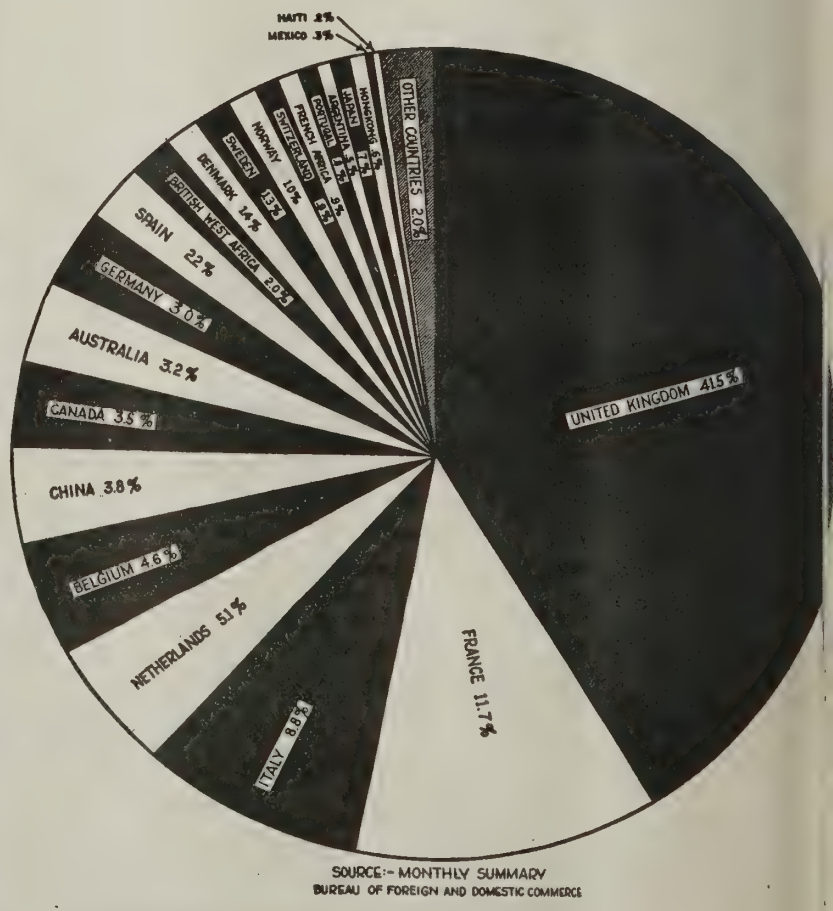
Visiting Connecticut

Louis Leopold, vice-president of the American Sumatra Tobacco Co., Inc., is visiting Hartford, Conn., this week, in the interests of his organization.

Three Interesting Chart

Through the courtesy of the Tobacco Merchants' Association, we publish on this and the following page three unusually interesting charts, which were reproduced from graphs originally prepared by the Tobacco Division of the Bureau of Foreign and Domestic Commerce of the Department of Commerce containing statistical information in respect to exports of leaf tobacco and the countries exported to, as well as production of tobacco products from 1903 to 1922.

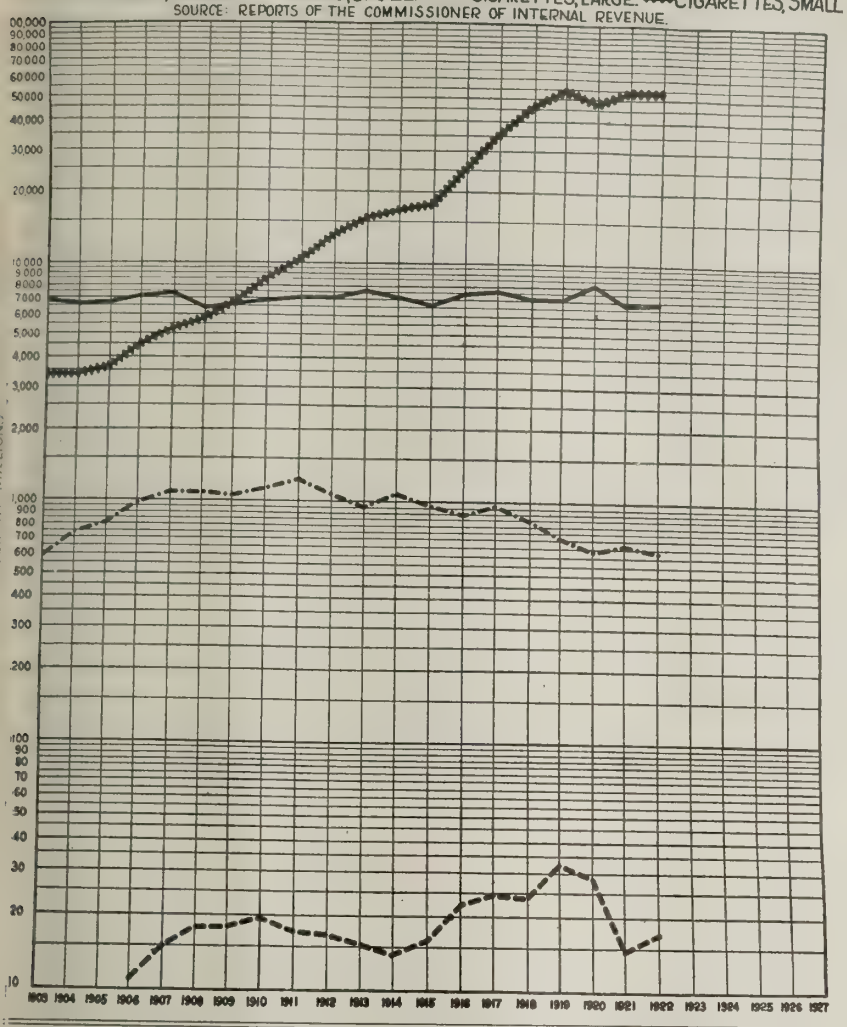
AVERAGE ANNUAL DOMESTIC EXPORTS OF LEAF TOBACCO FOR 5 YEARS FROM THE U 1918-1922



SOURCE:- MONTHLY SUMMARY
BUREAU OF FOREIGN AND DOMESTIC COMMERCE

Total Average (5 years) Domestic Exports 516,741,441 Pounds

PRODUCTION OF CIGARS AND CIGARETTES IN THE UNITED STATES.



Drive Against Selling "Fags" to Children

JACKSONVILLE, Fla., June 23.—Two hundred and eighteen dealers in cigarettes will be arrested and tried, and have been tried and bound over to criminal court of record as a result of the first days of Probation Officer J. C. Lanier's campaign to wipe out the sale of cigarettes to children in Duval county. The cases in which evidence has been obtained and warrants for arrest issued are divided as follows:

Judge J. C. Madison's district, 87.
Judge J. S. Geiger's district, 28.
Judge M. B. Craig's district, 40.
Judge R. E. McDowell's district, 33.
Judge J. A. Gavagan's district, 30.

Several of those arrested and bound over to criminal court of record are women.

Bound Over

The list of those already tried and bound over is as follows:

By Judge Madison—L. E. Joy, 147 E. Eighth street; Paul Curson, barber shop, Eighth street; K. Poulos, E. Forsyth street, cold drink stand; W. L. Hinton, Main and Duval; O. L. Durrell, Main and Church; Robert Toombs, Main and Ashley, and A. T. Brown, Main and Laurth, drug stores; T. E. Edwards, Union store, Main and Forsyth.

By Judge Geiger—J. D. Barlow, Lancer's store, Lackawanna; Lloyd Austin, Scarorough's store, Lackawanna; M. Pennington, Ortega; Ethel Evans, Ly and Reynolds; W. F. Grand, S. A. L. shops; E. L. Coleman, 500 McDuff; Dr. Lathrum, Lackawanna and McDuff; J. W. Kellum, 1902 Lackawanna; R. V. Saucer, Seaboard shops; Grace Dent, Warrington avenue, Seaboard shops; W. S. Bates, Ortega; D. S. Watson, Ortega, Morgan's Curve; Mrs. Della Dodge, end of bridge, Ortega, and E. T. Moore, Moore Bros., Fishweir bridge.

Fifteen others have been tried in Pablo Beach and bound over.

"Just how widespread the practice of selling to minors has been," said Mr. Lanier, "is seen in the fact that there is hardly a single store of any importance in the city against which we have not obtained evidence."

Use Boys to Buy

Working with two assistants, Deputy Sheriffs H. M. Halsell and H. L. Lindsey, and with about 30 boys between the ages of 10 and 14 to make the actual purchases of cigarettes, Mr. Lanier has accomplished these results since Thursday.

"Already," he reported, "I am receiving word that the campaign is having its effect, and parents all over the city are telling me that their children can't get cigarettes any more.

"We have had boys up here in court with packs of 'smokes' on them. When we took them away, they would laugh and say they could get them anywhere. In this way we got much of our evidence. Mr. Halsell made the arrests and carried on the campaign in much of the city and in Pablo Beach, and I have been working on the 'big fellows' down town.

"A good many of these defendants are reputable merchants," said Mr. Lanier, "and some are kicking up quite a row over their arrest and trial. There is no other way I can see to end the practice of selling cigarettes to children, and the campaign will continue until these men stop selling them."

Eli Witt Co. in New Quarters

MIAMI, Fla., June 23.—The Eli Witt Cigar & Tobacco Co., formerly at 53 S. W. First St., has moved into its new quarters at 37-39 S. W. First St., which comprise a modern storeroom and office covering more than 7,500 square feet of floor space. The Witt Company has leased this property for 10 years, and expended $1,800 in improving it.

Its enormous increase in business during the last year caused the Witt company to seek larger quarters. It handles practically every brand of cigars, cigarettes and tobaccos. It employs four city and one county salesman. J. M. Carlisle, general manager, recently returned home from the Shriners' convention at Washington.

One of the features of the new location is an inside driveway for trucks which load at the front of the storeroom floor instead of alongside. The remodeled front of the building is of brown stucco.

Federal Crop Report

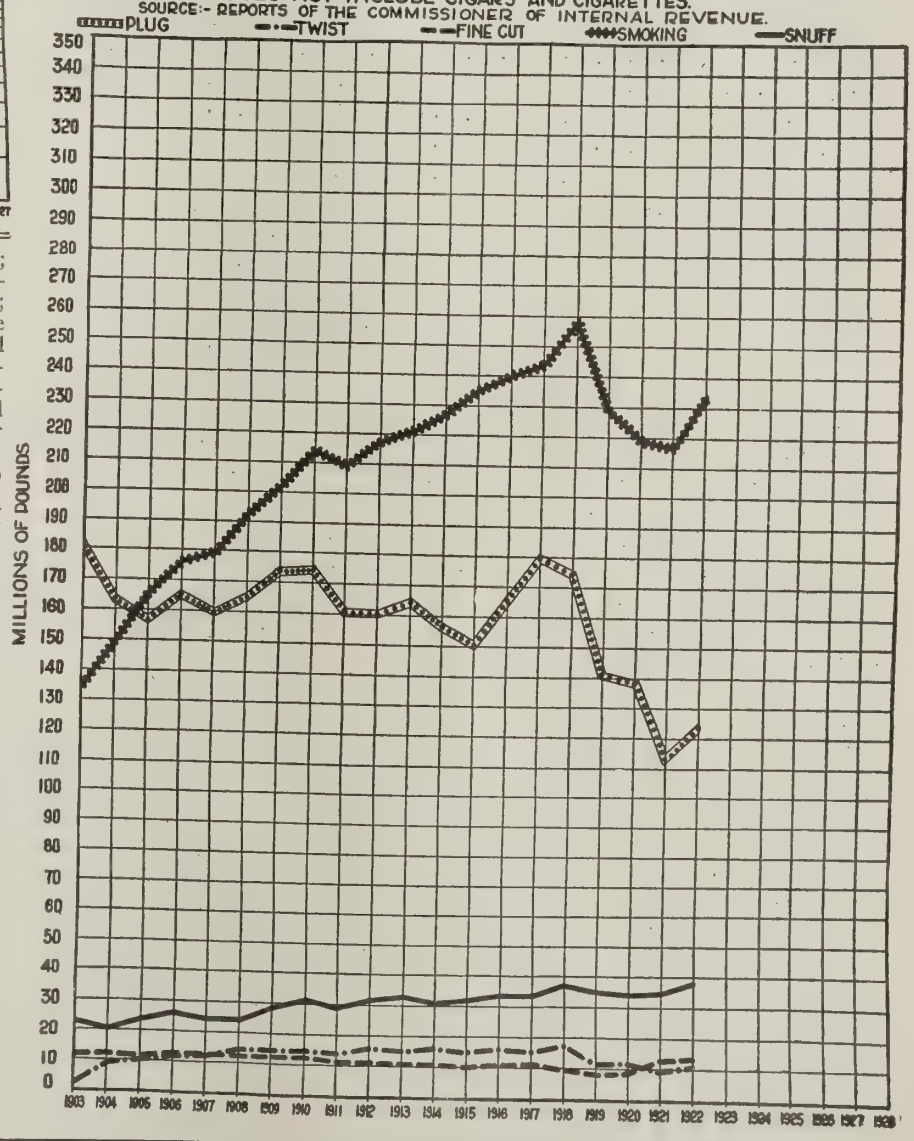
WASHINGTON, D. C., June 26.—Transplanting of tobacco is nearing a close, according to reports received by the Department of Agriculture from its field agents. Shortage and poor quality of plants is complained of in many sections, their reports state. The department's reports continue:

"In New England, New York and Pennsylvania the setting of tobacco plants is in full swing with conditions favorable, though more moisture would help. Transplanting has been hindered by dry weather in Maryland. It has made good progress of late in Virginia where the greater part of the crop is out. It is drawing to a close in Tennessee. A shortage of plants is said to exist in Virginia and North Carolina where dry weather killed them. The growth of the plant has been normal in South Carolina and Georgia although there has been too much rain to produce tobacco of the best quality. Clear weather for harvesting the crop is needed in Florida."—LAMM.

Returns from Porto Rico

Joseph Mendelsohn, of the Stern-Mendelsohn Co., has returned from Porto Rico, where he has been purchasing tobacco for his organization. While on the island, Mr. Mendelsohn had every opportunity of inspecting the record new crop.

PRODUCTION OF MANUFACTURED TOBACCO IN THE UNITED STATES.



LOUISIANA FARM BUREAU PERIQUE TOBACCO GROWERS' COOPERATIVE ASSOCIATION
SALES DEPARTMENT
600 Title Guarantee Building, New Orleans, La., U. S. A.
We handle only genuine celebrated St. James Parish Perique Tobacco. Quality guaranteed. Balance of stock 1922 crop now ready for shipment. Write to us for samples and quotations.

TOBACCO
ESTABLISHED 1886
PUBLISHED EVERY THURSDAY
by the
Tobacco Trade Journal Company
10 East 39th Street, New York
Telephone, 2380, 2381, 2382 Vanderbilt
Geo. S. Macdonald, President Nicholas Volk, Secretary
R. T. Tanner, Business Manager C. L. Franklin, Editor

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One Year $3.00
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Remittances may be made by New York draft, postal or express money order, or cash in registered letter.

Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, JUNE 28, 1923

TENTING IN CONNECTICUT

Cheesecloth stretched across a quarter of a century covers the rise and development of the shade-grown tobacco industry of the Connecticut Valley.

Historically, a little more than a score of years may be regarded as a brief period of time. To those who have progressed beyond middle life, 1900 doesn't seem to be so very far back. The beginning of shade-grown tobacco culture in Connecticut is not forgotten. The first experiments have not departed from memory. The difficulties, the disparagement and discouragement that beset the earlier growers frequently are recollected. Patience and courage, persistence and knowledge paved the way from failure to success. Diligent application and painstaking research accomplished much. Erstwhile ridicule was transmuted into honor. Faith was justified. Prestige came and wealth accumulated. Opposition was metamorphosed into approval. Those who, aforetime, mocked and derided, eventually became convinced. That Connecticut shade-grown tobacco makes the most beautiful cigar wrappers is a fact acknowledged by many manufacturers. Scientific farming goes on. Growers and packers acquire a better understanding of tobacco problems. Improvements take place all the while. The industry increases and asserts supremacy; however, the achievements of previous years are accounted as the things of yesterday.

Production of shade-grown tobacco of approved quality is not restricted to a single soil. Excellent shade-grown is obtainable in various places in the Connecticut Valley. From Hartford, Conn., to Deerfield, Mass., here and there may be found favorable land capable of yielding superior leaf. Included in the lands well adapted to shade-grown tobacco culture are sandy soils, silt, sand and gravel loams. Wrappers produced on these differing soils show no radical diversity. The differences are minor and known to the trade. Wrappers grown on the sandy soil of Massachusetts equal in color, texture, burn, appearance and all that pertains to quality, the wrappers produced on similar land are not quite the same in Connecticut. The sandy loam of East Windsor, long famous for Broadleaf, and the appreciated soils of Suffield and Windsor, noted for Havana seed, can and do produce shade-grown tobacco of equal merit.

Though the shade-grown acreage may be enlarged somewhat, the tobacco producing area of the Connecticut Valley is unlikely to be much increased.

Nature has limited the size of the Connecticut tobacco district. Man, as yet, is incapable of regulating the weather. But, allowing for seasons, it is possible to produce in the Valley, a higher percentage, a larger quantity of quality tobacco both shade-grown and sun-grown.

For the better grades there is an enduring demand at correspondingly high prices.

Grading of shade-grown tobacco is based on that almost indefinable something known as "quality." What constitutes quality?

Quality is affected by many things, undoubtedly. In the make-up of quality, each item is important. yet all are so interrelated that it is difficult indeed to obtain an actual balancing of values. Crop differences are one factor but more important is seasonal influence.

The type of plant generally grown throughout the Valley is notably uniform. The proportion of width to length varies but slightly and one can usually judge of the leafiness of a particular grade by its quoted length. Again, the harvesting of the leaves in several pickings automatically classifies the grades within certain limits. Where four pickings are made, the character of the first picking is always typical—being of open grain, porous texture, medium body and light color. The second picking, which yields the largest percentage of wrapper tobacco, is of smooth texture, thin body, light in color with the favored olive overcast. The third picking is similar to the second but of thicker body and heavier texture. And usually the colors have more red. The fourth picking, which includes the tops, is of heavy body, although frequently thin, brown colored leaves of red shades are secured which make acceptable wrappers. When not too thick good binders are obtained in this picking. The rest of the leaves, when properly handled, make a filler having a fullness and aroma unexcelled by any domestic filler. Such filler compares favorably with certain grades of Cuban and Porto Rican fillers.

In sorting, as many as 18 grades are sometimes made of one picking. However, these are made because of minor differences, and the following four color grades are basic: Light Yellowish Brown, Light Greenish Cast, Greenish Brown, Brown. They are subdivided into thin and heavier texture. Second grades of good quality are made of thin leaves, the colors of which are not complete. The leaves that are marked by spots or lack of desired texture, are put into the third or binder grades. The heavier leaves usually are classified with the tops.

There are important minor differences in the same grades secured from different pickings; for instance, a light wrapper from the first picking would be more porous and open grained, it would have less luster and smaller table yield than the same grade in the third picking.

Shade-grown tobacco is also graded by length of leaf. Beginning at ten inches there is a grade for each inch up to 20 inches, then a twelfth grade for 22 inches. This sizing automatically unifies the grades.

Though tastes differ and each cigar manufacturer can buy wrappers to his liking, provided he is able to pay the price, it is the cigar smokers of the country who really dictate to manufacturer and packer, dealer and grower. He who produces that which pleases the public is in a fair way to important success.

Whether their leaf is shade- or sun-grown, the most successful Connecticut tobacco growers are those who put stress on quality.

Farmers of proven ability to grow tobacco of superior quality are important men in their respective communities.

It has been said again and again that certain tobacco fields in the Connecticut Valley exemplify scientific farming par excellence.

Per acre, Connecticut shade-grown tobacco crops represent more toil, care and expenditure than any other agricultural product in the world. But no farm crop is more profitable. No other land, per acre, brings so much money to the farmer.

Success obtained by leading tobacco growers in the Connecticut Valley is a standing invitation, an exhortation, a compelling inducement for others to go and do likewise.

Producing shade-grown tobacco is not a poor man's game. In addition to the desired land, the grower must have adequate capital. He must invest extensively in fertilizers. He has to be able to hire all the help he wants when he wants it. He must be a capitalist of sorts as well as a painstaking and indefatigable worker.

Throughout the Valley the great white tents covering and inclosing carefully tended fields of growing tobacco are more than added ornaments to the landscape. Shading the field diminishes the sunlight, increases the soil moisture content decreases the velocity of the winds and maintains a slightly higher humidity and air temperature. The distinguishing characteristics of the shade grown leaf are due to this environment. The direct effect of shading, as compared with the same tobacco grown in the open (sun-grown), is a lighter body, a thinner texture, finer venation, grain and finish and more desirable colors, with higher table yield.

Wind is an enemy of the shade grower. In a heavy wind the tobacco is frequently blown over although the cloth may not be torn. A tall quick growing plant, in the shade, lacks the sturdiness of the sun-grown tobacco and is unable to withstand the high winds occurring in July and August. Leaves may be broken or stalks so badly bent that they can not be set upright. This may result, at picking time, in great destruction of the brittle green leaves. Should the cloth be torn greater damage may occur. In restretching the tent the tobacco is likely to be trampled down. The use of the better grades of heavier corded cloth and careful sewing are the main insurance against such tearing. If the tent is sewed with stout string in short stitches and the string is frequently tied around the wires the danger of torn cloth is minimized.

BOOTLEGGING IN UTAH

Utah is in the throes of a bootlegging orgy. Outlaws are doing dastardly deeds against the peace, dignity and good name of the state. The situation is one which calls for strong repressive measures. Officers of the law must perform stern duty or Utah will go to the bowwows!

In 1921 Utah made it a crime to smoke cigarettes. Severe penalties were provided for those who violated the law intended to put an eternal kibosh on this form of wickedness. And then it developed that the majority of people in Utah had criminal tendencies! Cigarette smoking became a popular crime.

For a long time the crime wave went unchecked. Nobody paid any particular attention to it. Finally, a sheriff elected on a reform platform appeared on the scene, and he began to clean up Sodom. Prominent citizens were caught in his unmerciful net. And the worst part of it was that he did this catching at inopportune moments. Outsiders who intended to invest capital in Utah saw it, and they went away to spend their money in less moral, or immoral lands.

Something had to be done. The law was "amended." Legislators decided that cigarette smoking was not exactly a crime, but it was their opinion that those who engaged in it ought to be taxed. Therefore, they imposed a duty of 1 mill a cigarette, and reputable dealers were licensed to handle them for the unregenerates who chose to pay the price.

But Utah had begun to like crime. The result is that cigarettes are sold throughout the state, and the 1-mill tax is not paid either, unless dealers wish to! There is wholesale bootlegging in cigarettes! Utah citizens, forced into outlawry, have become attached to it.

The situation in Utah teaches a lesson as old as the hills. It is that nobody under the sun can manufacture criminals with finer technique than overzealous reformers. Thousands of years ago Moses, at divine direction, gave the world the ten commandments as a code of conduct. Many "crimes" of our day are not included in the list Moses had. Millions of old-fashioned people still are guided by the ten commandments when it comes to defending crime.—*Richmond (Va.) Times-Dispatch.*

STRONGLY OPPOSES BOYCOTT

Out of Kentucky comes the most disturbing id disheartening piece of news that has come om the tobacco country since the dark period hen night riding flourished.

In two or three counties where the Burley ssociation is strong, members of the associa- on have organized a boycott against farmers ho are not members. These non-cooperating embers are to be put outside the pale of friend- ip and of business relations, and merchants, ankers and others in public business have been arned against doing business with them.

If this idea spreads, if this spirit takes posses- on of the members of the Burley Association, ie association is doomed—all its great prom- es dissipated into thin air, and the whole course rational farmer co-operation set back for any years.

No organization can pursue such a policy and ucceed. The policy of force and intolerance, a blind antagonism towards the men outside it will wreck any organization. It should reck any organization that adopts it. It is the ery antithesis of the principle of co-operation, ie utter denial of the fundamentals of Amer- anism.

We can not conceive that the Burley Tobacco ssociation as a whole will adopt any such olicy or tolerate any such practices. It is edged by its declaration of principles not to ollow such methods; the broad-minded men at ie head know that co-operation can not rest pon forced allegiance, or upon the desire to in- ire one's neighbor. But if even a small portion the membership countenances this boycott, or ven tolerates the spirit that lies back of the oycotter's program, there will be cast upon the sociation a suspicion and odium from which will suffer for years. And if this great and enomenally successful association should be oken down by the action of its own members, would take another generation for the co-op- ative movement to recover from the shock.

We had thought that tobacco growers had arned the futility of force and strife and un- eighborly division among farmers, and that ey had learned the value of the meaning of al co-operation—the willingness to work with ae's fellow farmers, and even to work for them hen they refuse to work for themselves. It ems that some few of them have not, and the ck of understanding on the part of these few en threaten the success of the whole co-opera- ve movement in the South. That is why the ccurrence is so disturbing and so disheartening.

This thing must not be allowed to continue. he officers of the Burley Association and the reat body of its members owe it to themselves nd to the co-operating farmers of the whole outh to register their prompt disapproval of ie policy of intimidation and the whole idea of ntagonism toward the persecution of non-co- perating farmers. By making plain the asso- iation's disapproval of this unfortunate and un- ise movement they can keep its record clean nd preserve for it the public confidence and ap- roval it has so well won.—*Southern Agricul- rist.*

NOT COERCIVE

The directors of the Burley Tobacco Growers' o-operative Association have passed a resolu- on in which unalterable and uncompromising pposition to violence and vandalism is declared tones that are clear enough. The next step to convince the membership that coercion in ny form is out of the line with the policies of ie association. A few misled individuals seem believe that progress can be hastened for the ssociation by the use of boycotting merchants nd others having dealings with "independent" rowers.

James C. Stone properly takes the position, as resident and general manager of the associa- on, that co-operative marketing is founded and ust be maintained on the principles of right and justice. Intimidation, vandalism, boycotting are not right or just. They tend to destroy any cause to which their aid is enlisted. The co-operative marketing plan is a business plan. It has proved to be worth millons to Kentucky farmers. Its success is assured. The great increase in the price of tobacco establishes the efficiency of the organization. The outsiders will come in when they see the obvious advantage which organization gives to the farmers.

The "independents" are within their legal rights and must be protected in their rights under the law. The job of the association is to convert the non-members.

The few who remain outside will not hurt any but themselves.

The boycott is, in effect, violence. It is harmful to any community. It will do great harm if it is permitted to spread. The management of the association sees these facts clearly. The membership for the most part is standing firmly for law and order. The radical tendency is being curbed and the sooner it is choked off, the better for the association and for the farmers in general.—*Louisville Times.*

GEORGIA'S TOBACCO CROP

It is predicted that Georgia's tobacco crop will total more than 12,000,000 pounds the season of 1923, according to the estimate made by the officials of the Atlanta, Birmingham and Atlantic Railroad. The crop will be sold through markets which will begin to operate in July.

G. W. Hutchins, who has a tobacco warehouse at Vidalia, estimates that more than a million pounds of tobacco will be marketed at that point alone this season. Drying and stemming plants have been erected at three points along the Atlanta, Birmingham and Atlantic Railroad involving an expenditure of $500,000.

The Georgia leaf commands a premium over the tobacco raised in any other state in the Union. The tobacco crop of North Carolina constitutes the backbone of the prosperity of the Tar Heel state, which just now is enjoying a period of wonderful prosperity. We would like to see Georgia about equally divided between tobacco and cotton, as is the case in North Carolina, where the farmers seem to be proof against panics and hard times.—*Augusta (Ga.) Herald.*

BROADCASTING BREAD ON WATERS

Considering the costs involved, it is curious that business concerns do not more frequently revise their mailing lists. Notwithstanding announcements were mailed to the houses in question, a Wall Street man who recently closed his New York office continues to receive market letters, quotation sheets and other "handouts" sent to the old address. When changes of address are sent to brokerage houses, the usual result is that matter is sent to both the old and the new addresses. But a hardware house wins the palm; a man who last did business with them in 1903 still receives Christmas cigars from each of them.—*Wall Street Journal.*

Yet, in the face of all this, some old mossbacks will hopelessly cling to the antiquated "mailing list," instead of using the modern and effective method of advertising—display space in the live trade journal.

STUDENT FARMERS

Golden dreams are doubtless cheering that remarkably fortunate schoolboy, in a tobacco growing state, who under the direction of the State Department of Education raised a tobacco crop that returned him $1,190 more cash than was expended.

To gain this he labored 300 hours, and thus received a return of nearly $4 per hour of work. Such an outcome is remarkable; and not less remarkable is the fact that all such students in the district report an average return of 73 cents per hour of work spent in producing and gathering their crops. A noteworthy feature, however, is the wide variation in the results. The best is noted above, and the worst was an actual loss of $24.50 on an acre of potatoes.—*Anderson (Ind.)Bulletin.*

THE WAR ON TOBACCO

It seems that professional agitators and so-called reformers are as inevitable as drouths and frosts and the myriad other evils that perplex and irritate mankind. It means little to them just what they "reform," so long as they reform something. Many of these people, of course, are professionals who draw salaries, some of them very large, for their agitations; others are merely idle people, for the most part women perhaps, who have nothing constructive to which to turn their attention.

The agitations of these reformers since the advent of the 18th amendment and the Volstead act, are being directed largely against tobacco. In all parts of the country, we are told, intensive drives are being launched against tobacco in every form. Jesse A. Bloch, president of the Tobacco Merchants' Association of the United States, told a recent convention of the association that it was the avowed purpose of these reformers to "bury tobacco in the same grave with John Barleycorn."

"Every attack upon tobacco brings forth an additional corps of scientific authority testifying to the harmlessness of tobacco," he said. "But while our victory in the recent anti-tobacco war has been almost complete," he added, "the menace has not yet passed and it is not likely to pass so long as professional agitators are able to pass their hats and collect the coin.

We cannot agree with Mr. Bloch that the agitation really constitutes a menace. We believe that the anti-tobacco war is doomed to an inevitable defeat, but it goes to show to what an extent the infringements upon personal liberty may be extended.

While the tobacco habit is perhaps not altogether harmless, it is now generally looked upon as being much less harmful than it was once considered to be, and it is certain that a great deal of satisfaction and enjoyment is derived from the use of tobacco. A large majority of the men of the United States use tobacco in some form.

Would it be for the minority to tell the majority what they should or should not do in a purely personal matter?

However, this is a matter in which minorities and majorities should play no part. If there were only one man in the United States who used tobacco, the other 110,000,000 men, women and children would have no moral right to tell him to discontinue the habit. It is a matter which concerns him and him alone and any effort to interfere on the part of others constitutes a patent infringement upon personal liberty.—*Kingsport (Tenn.) Times.*

MEN AND CIGARS ALIKE

Because of his solemn garb a cigar salesman was mistaken for a man of the cloth and invited to make a few remarks. He acceded to the request, and ascending the platform said:

"Men are like cigars. Often you cannot tell by the wrapper what the filling is. Sometimes a good old stogie is more popular than an important celebrity. Some men are all right in the showcase on display, but are great disappointments when you get them home. No matter how fine a man is, eventually he meets his match. A two-for often puts on as many airs as a 50-center. Some men never get to the front at all except during the campaigns. Some are selected for presents. Others have a rough exterior, but spread cheer and comfort about themselves because of what is inside. But all men as all cigars. good or bad, two-fors, stogies, rich or poor, come to ashes at last."

Chicago Strongly Features National Pipe Week

Dealers Made Great Preparation for Current Event—Many Went to Considerable Expense to Make Effective Window Displays—Credit Men Have Weekly Conferences.

CHICAGO, June 23.—Today marks the opening of National Pipe Week and to say that the Chicago dealers have outdone all past efforts in the way of window displays is putting it mildly. Beautiful showings of all the well known brands of pipes are made in the windows and special showcards have been made. The big Loop dealers have gone to much expense in getting up clever displays. The sale of pipes has increased on this the first day of National Pipe Week and all are of the same opinion, that from this date on, pipes will play a prominent part in their daily effort for results.

Pay Day, 5-cent cigars, have arrived from the Superior Cigar Co., and Iwan Ries & Co. have placed them with the trade.

Tobacco Division of Credit Men's Association

The members of the Cigar and Tobacco Trade Division of Chicago Credit Men's Association are: Nathan Elson Co., S. Bloom, Faber, Coe & Gregg, Nathan Fox & Co., Ettlinger Bros., General Cigar Co., Inc., Grommes & Elson, Clarence Hirschhorn Co., E. Hoffman Co., Newman Bros., Trans-Pacific Trading Co., J. & B. Moos, Randall-Landfield Co., Iwan Ries & Co., Ruhstrat-Christian Co., W. A. Vorhauer Co., Ryan & Raphall Cigar Co., P. J. Rubey & Co., Wm. J. Seidenberg Corp., Wohl & Comstock, San Alto Cigar Co., Henry J. Zegers, Sanders & Watson Cigar Co., Wengler & Mandell, Crocker-Asher Co., and Julius Fernbach Co. Evening meetings are held every other Thursday at headquarters in the First National Bank Building. At these meetings the credits of many dealers are discussed, and each representative states the business dealings on whoever may be up for discussion. Geo. Silberstorf of the General Cigar Co., Inc., is chairman of this division.

Dave Micheal, a former well-known cigar salesman, is now representing the candy house of Norris, located at Atlanta, Ga. David can be reached any time by addressing him at his Kansas City headquarters, 3525 Broadway.

New "Thin Fellows"

Havana Wafers, a flat 5-center in foil bundles of 5 for 25 cents, made by M. Bustillo & Merriam, of Tampa, are now on sale. Wengler & Mandell in the Hartford Building report a heavy call for this cigar brand.

Among the Leading Sellers

Walter Fleckles, the Deisel-Wemmer Co.'s sales star, writes in a few words that tell us a lot. Walter says the sales on San Felice and El Verso right here in Chicago show wonderful increases and that Steele-Wedeles Co. are using more of both brands than ever before. The billboard and window display campaign, and El Verso itself, have surely put this cigar up along with the leading sellers.

In New Location

The Recado Cigar Co. has moved into new headquarters at 4019 West North avenue. General Manager Alex. Gurow reports a steady demand for Recado and Franz Liszt cigars. Carlson Bros., north side jobbers, distribute Recado, El Verdona and Franz Liszt, with much success.

Business Expanding

E. P. Oakes has returned from a visit to the New York offices of the E. H. Gato Cigar Co. "Fred" says his business is bigger than ever.

A New Chain-Maker

J. P. Brill, who last Saturday opened the Blackwood Sweet Shop in the Blackwood Hotel, has just closed a 10-year lease for a cigar and drug store in the Sheridan-Plaza Hotel, which he will open shortly. Jack is starting in fast and says he will have a chain of stores here before the year is out. He is also connected with the Wm. J. Seidenberg Corp. as middle west road representative.

Running on High

Quarter page Clown cigarette ads. appear in the daily newspapers. Clown is "hittin' on all cylinders" and the fact that it bears the union label is making it a steady seller.

Featuring Special Brand

All the United Cigar Stores are showing big window displays of Ricoro, the vintage cigar. Ricoro is sold only in the United stores and is made in 10 sizes from 2 for 15 cents to 15 cents straight.

Dorothy Connor, who is connected with the Kimball Segar Shop, has gone to California for a two months' vacation.

Likely to Feature Gans Brands

Ralph Gans has sent an announcement to the Chicago trade that he has, as Gans Cigar Co., Inc., secured all the rights and titles to the old firm of Gans Bros. La Muna was sold out here by many dealers, who, no doubt, will again feature the brand.

Webster Filling Public Eye

The billboard campaign on Webster cigars has been started by the Webster Cigar Co. of Detroit, which has hundreds of 24-sheet posters showing all over the city. Steele Wedeles Co. is the local distributor and it has placed Webster cigars in thousands of stores.

New Cigarette Packing

A new packing of 100 Rameses cigarettes is now on sale. The tin is highly decorated in attractive colors and is bound to prove a good seller.

The Canton Drug Co., at 27 East Van Buren street, has gone into bankruptcy and many of the local cigar houses are "interested." S. S. Schlossberg was the owner.

El Verso Window

The Medinah Drug Store at Jackson and Wells streets shows one of the new El Verso window displays.

Max Bergman, a former North Side jobber, is now working this section of the city for the Ryan & Raphael Cigar Co.

In 41 Sizes

The Schermerhorn, Inc., stores find many repeat orders for La Esperanza made in bond cigars from the Havana American Co. They carry and feature this brand in 41 sizes.

A Sprightly Youth

Blackstone Juniors, in neat packages of 5 that sell for 25 cents, are displayed on the counters. This Five-Pack is, of course, made by Waitt Bond and is distributed here by Ettlinger Bros.

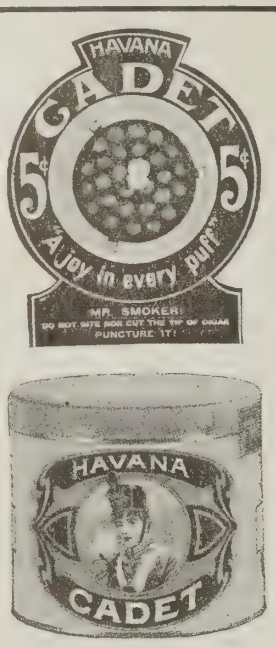
Absorbs Hoffman Name

The Congress Cigar Co. announces that it has purchased the E. Hoffman Co., wholesale house, located at 30 South Wells street, and that it will continue to distribute La Palina and Cinco cigars. The E. Hoffman Co. was the Chicago branch of the Congress Cigar Co. of Philadelphia and the change in name to the Congress Cigar Co. of Chicago took place a few days ago. The old sales staff and office force will be retained and Otto Schaeffer, who has been manager of E. Hoffman Co., remains in the same capacity.

L. & M. Gratis Offer

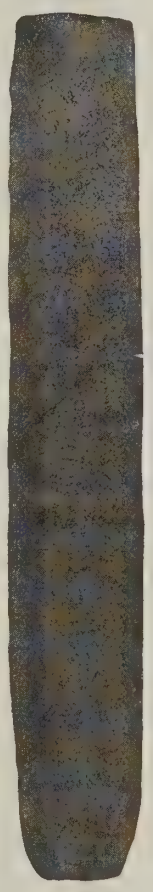
Liggett & Myers Tobacco Co. now offers a gratis of 5 packages of 12 Chesterfield or Piedmont cigarettes with each 200 Fatima, 200 Chesterfield 20's, 200 Piedmont 20's, two dozen Piedmont 12's and two dozen Chesterfield 12's.

(*Continued on page* 80)



"A Joy in Every Puff"

HAVANA
Cadet
CORONA
5 CENTS



Havana Cadet as seen in the Sky and on Earth



GUARANTEED HAVANA FILLED. *IT HAS NO EQUAL*

Manufactured by

MANCHESTER CIGAR CO.

YORK, PA.

R N. PARIS
Sales Manager

Cleveland Business Booms During Grotto Week

Over 60,000 Fezzed Prophets Poured Into the "Convention City" and Did Much Smoking to the Delight of Cigar Dealers—Hot Weather Comes and Wilts Buoyant Spirits.

CLEVELAND, Ohio, June 23.—One of the biggest things ever for the Fifth City trade came through last week when the annual conclave of the many grottos throughout the country was held here. Over 60,000 of the fezzed Prophets enjoyed the delights of a wonderful convention city. The Al Sirat Grotto had its hands full, but every visiting Prophet left the city with nothing but the pleasantest of memories of a fine time. The city was literally and also figuratively theirs to do with as they would—and they did. Meanwhile every available spot in the city that could be used therefor was pressed into use to house the city's guests. Hotels were filled and the hotel cigar stands reported a business that was fairly astounding. Retailers all over the city, too, found themselves quite busy catering to the many wants of the smoking visitors. All in all the week was one of the most fruitful of the season for all concerned. Conventions will always find ready supporters in the local trade contingent. And it looks, from the list of conventions that are still to come into town, that Cleveland's laurels as the "city of conventions" are safe enough for some time to come.

Much Too Hot

It does seem like one is never satisfied. When the weather is cool we are hoping for warm weather. It is true that warm weather helps in more than one way to speed things up for the business. Still nobody, I am sure, ever hoped or desired the terribly hot weather our friend the weatherman wished on us the past week. It seems it is almost too hot to even stir out of the house and dealers are now changing their wishes. They wish now for some cooler weather, just as if wishing would do any good. The hot weather has done a lot to erase the good effects of the big convention last week and the sooner things, "atmospherically" speaking, cool off a bit, the better dealers will like it.

Claim Ban On Union Cigars

The Cigarmakers' Union had a protest on file Saturday with the City Park Department against alleged discrimination against union-made cigars at concessions in city parks. Only one union-made cigar is being sold at the privately owned concessions at the city parks. Under the city's contract with J. V. Weiss, city concessionaire, the city cannot dictate what brands of cigars should be handled at the city park stands. Weiss says that as popular brands are being carried regardless of any other consideration and the issue still remains unsettled.

Harvey Vreeland Comes Through

Harvey Vreeland, Benson & Hedges star performer, came through the Fifth City way this week and stayed over long enough to corral lots of fine orders for the high-grade line. Harvey makes his stopovers quite frequently, always with the same unvarying good success.

A Visitor

Robert M. Flesher, representing the firm of Fernandez, La Rosa & Co., signed his name across the register of a local hotel this week. Bob called on the local trade and succeeded in landing many new accounts for the La Campanita, Manuel Fernandez, Matias La Rosa and others of the high-grade clear Havana line that this firm makes.

For Websters

Samuel Gates of the Webster Cigar Co., was one of the many prominent visitors to town this week. This fine selling cigar is keeping up the hot pace that it set for itself some time ago and the A. D. Goodman Co., local distributors, have their hands and both arms full keeping the Webster-hungry retailers fairly well supplied.

An Old Friend

An old friend showed himself in town this week in the person of good old Steve Hertz. Steve and the D. Emil Klein Co. are always proud of the local showing when it comes to Lawrence Barrets.

A Trade Caller

Jesse Powell, well known exponent of Medalist cigars for E. A. Kline & Co., spent a few days in town this week. Every store in town keeps a good supply of Medalists on hand all the time and Jesse never finds it very difficult to land many good orders for his good cigar.—HERB.

Maryland Growers Hold Open Air Rally

WASHINGTON, D. C., June 25.—Word has just reached here that upward of 800 tobacco growers from the Maryland counties of Ann Arundel, Calvert, Charles, St. Mary's and Prince Georges and a number from Montgomery and other points, attended a big open air rally on the fair grounds at Upper Marlboro on Saturday afternoon to mark the completion of the campaign of the Maryland Tobacco Growers Association to secure sufficient control of the tobacco crop of southern Maryland to insure a substantial price for the product.

The campaign which has been in progress since early in May, was declared to have been a success. Of an estimated total of 5,505 growers about 4,200 have signed membership contracts in the association, it was announced.

Governor Albert C. Ritchie, the principal speaker, stated that the state government as well as the federal government stood ready to help the farmer, provided he first helped himself. Organization is the principal means of securing this support, the governor declared.—LAMM.

Furthers Local Interests

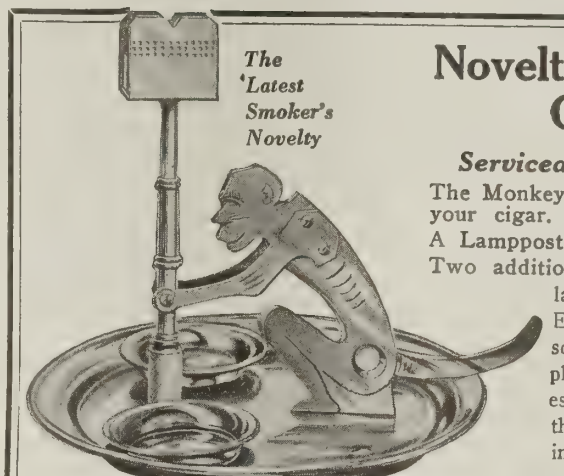
Harley Jefferson, head of the Jefferson Leaf Tobacco Co., Sparta, Wis., and vice-president of the Industrial Leaf Tobacco Co., New York, has arrived in Gotham, and intends to remain here for some time, to take care of his local interests.

To Return from Europe

Joseph Cullman, Sr., of Cullman Bros., who has been attending the inscriptions at Amsterdam and Rotterdam, is returning to New York on the Holland American liner, *Rotterdam,* sailing July 4.

CIGAR CANS

FIDELITY CAN CO.
600 S. CAROLINE ST.
BALTIMORE, MD.



The 'Latest Smoker's Novelty

Novelty Smoker's Outfits

Serviceable and Artistic

The Monkey's tail clips the end of your cigar.
A Lamppost holds the match box.
Two additional ash trays on the large tray.
Entire outfit made of solid spun brass, nickel plated or polished. Highest grade workmanship thruout. Also the same in mounted tray stands.

G. M. FIEDLER MFG. COMPANY
332 EAST 47th STREET NEW YORK CITY



MARIE ANTOINETTE
A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes
"Bought When Quality is Sought"
Descriptive Booklet and Samples Sent Upon Application
E. KLEINER & CO., Inc., Makers
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J. E. HARDEE
HARDEE TOBACCO COMPANY
Growers and Packers
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A. E. FRALEIGH TOBACCO CO.
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Schulte Retail Stores
United Cigar Stores
U. S. Tobacco
Universal Leaf Tob.
J. S. Young

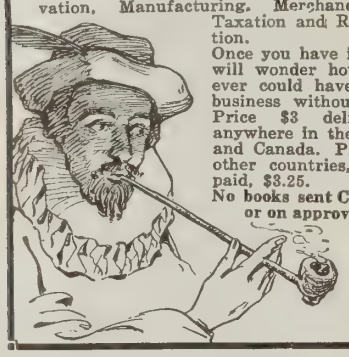
We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

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THE TOBACCO LEAF PUB. CO., 140 Front St., New York

Standard Com'l Dividends

The board of directors of the Standard Commercial Tobacco Co., Inc., at a meeting held at its office, 1 Pershing Square, New York City, declared dividends as follows: On its preferred stock a semi-annual dividend of three and one-half per cent (3½%). On its common stock a quarterly dividend of twenty-five cents ($.25) per share. All payable in cash on July 2, 1923, to stockholders of record at the close of business, June 25, 1923.

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.	78	81
American Cigar Co. Pfd.	*83	88½
American Mach. & Fdy.	140	..
Bayuk Bros. Com.	51	55
Bayuk Bros. 2nd Pfd.	115	120
Bayuk Bros. 1st Pfd (wi)	95	100
British-Amer. Tob. Co.	20	22
Eisenlohr & Bros., Com.	65	70
Eisenlohr & Bros., Pfd.	96	99
Geo. W. Helme, Com., new.	*55	58
Geo. W. Helme Pfd.	*111	113
Hav. Tobacco Com.	..	½
Hav. Tobacco Pfd.	..	1¼
Imperial Tobacco Co.	18	20
International Cigar Mach.	55	60
Johnson Foil	80	100
J. S. Young Com.	104	108
J. S. Young Pfd.	104	108
MacAndrews & Forbes Com.	128	131
MacAndrews & Forbes Pfd.	97	100
Mengel Co. Com.	30	33
Metropolitan Tobacco	70	95
Patterson Bros.	12	18
Philip Morris	16½	18½
Porto Rican A. T. Co.	77	82
Porto Rican A. T. Scrip.	75	85
R. J. Reynolds "A"	117	..
Schulte Retail Stores	88	89½
Schulte Retail Stores, Pfd.	*112	..
Tobacco Prod. Export	5½	5¾
United Cigar Stores	175	210
Universal Leaf Com.	104	107
Universal Leaf Pfd.	95	97
United Profit-Sharing	5¼	5¾
U. S. Tobacco Com.	50	55
U. S. Tobacco Pfd.	103	110

*Ex-Dividend.

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	133	136
American Snuff Pfd	92	97
American Sumatra	18	18½
American Sumatra Pfd.	47⅛	52½
American Tobacco	142	143
American Tobacco "B"	141¼	143½
American Tobacco Pfd.	102½	102¾
Consolidated Cigar	21¾	23
Consolidated Cigar Pfd.	67	77
General Cigar	81	84
General Cigar Deb. Pfd.	103¼	109
General Cigar Pfd.	105	108¼
Liggett & Myers	195	200
Liggett & Myers "B"	190	200
Liggett & Myers Pfd.	111¾	114
Lorillard, P.	148½	149½
Lorillard, P., Pfd.	110	113
Tobacco Products	49¼	49½
Tobacco Products Pfd.	108	109⅛
Tobacco Products "A"	78½	79
United Cigar Pfd.	105	114
United Retail Stores	74¼	75½

Tobacco Co. Stocks As Investments

25,817.—I beg to acknowledge with thanks your answer regarding tobacco stocks. In my inquiry I referred more particularly to the preferred issues of these companies. Do you consider the preferred issues as well as the common as a purely speculative proposition and not to be classed as investments?—H. S. B.

Preferred tobacco stocks may be put in the investment class, as the risk is less than in other classes of industrials, owing to the stability of the industry even in times of depression. All these companies, Lorillard, Liggett & Myers, American Tobacco and Reynolds have substantial surpluses and are in strong financial position and there is no reason, apparently, to question the safety of their dividends.

Net earnings of R. J. Reynolds Tobacco Co. of $20,479,234, after all taxes and charges in year ended December 31, last, equivalent, after preferred dividends, to $5.96 a share on the 3,200,000 shares of common and common "B," were not only the largest reported by this company, but the largest shown by any company in the history of the American tobacco industry. They compare with $16,258,323 in the preceding year, equivalent to $6.19 a share on 2,400,000 shares of common and common "B," then outstanding.

P. Lorillard Co., for year ended December 31, last, showed net, after taxes, of $8,133,000, which, after charges and preferred dividend, was equivalent to $20.11 a share on the 303,051 common shares, compared with $7,616,000, or $18.15 a share on the common in 1921. After payment of common dividends there remained $2,079,000 to be carried to surplus, which went chiefly to liquid assets.

Liggett & Myers, for year ended December 31, 1922, shows net income of $9,724,293, after taxes and charges, equivalent, after preferred dividends, to $24.38 a share earned on the $33,421,000 combined Class "B" and common stock, as compared with $9,854,157, or $25.23 a share, on $32,674,000 stock in 1921.

American Tobacco Co. report reveals last year as the biggest in its history, net income, after taxes and depreciation, but before interest, reaching new high of $20,380,870, aginst $20,068,774 in 1921, the next best year. Balance, after charges and preferred dividends, was equivalent to $17.49 a share on the $89,586,600 combined common and common "B" shares, compared with $16.84 in the preceding year.—*Wall Street Journal.*

Tobacco Products Expansion

A cablegram from London to the *Wall Street Journal* says:

"Coincident with the publication of information that the amount of common shares of Tobacco Products Corporation held by British investors was showing a steady increase, it developed that negotiations are pending here in connection with expansion plans of the Tobacco Product management. It is understood that the presence here of Harold Stanley, president of the Guaranty Co., and E. R. Tinker, president of the Chase Securities Corp., has a bearing on the situation. It is expected there will be an important conference here next week and will be attended by some of the leading financial interests of Great Britain."

Eisenlohr Dividend

PHILADELPHIA, June 23.—Otto Eisenlohr & Bros., Inc., declared regular quarterly dividend of 1¼ per cent on common stock, payable August 15, to stock of record August 1.

Weaver Cigar Co., Inc.

UHRICHSVILLE, Ohio, June 23.—The L. C. Weaver Cigar Co., of this place has been incorporated by R. H. Scott and L. E. Weaver. Capital stock, $10,000.

Here for Java Week

Harry R. Kinney, western representative of H. Duys & Co., is in town to assist in the Java week sales.

Cigarette Paper "EL PINO"

In Reels, Reams or Books
MIQUEL y COSTAS & MIQUEL
BARCELONA, SPAIN
United States Branch, 59 Pearl Street, New York City

COMPAÑIA GENERAL DE TABACOS DE FILIPINAS
35 South William Street, New York
Owners of
LA FLOR DE LA ISABELA
Factory at Manila, P. I.
San Francisco Office, J. B. Havre & Co., 916 Kohl Building

CIGARETTE PAPERS

IN BOBBINS, REAMS AND BOOKLETS
ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS
MAX SPIEGEL & SONS CO., Inc., 54 Lispenard St., New York

Cable "Boasel," Buffalo
KEISER & BOASBERG
Packers of Leaf Tobacco
and
Importers of Havana
Offices: 173-175 Elm St., Buffalo, N. Y.

CEDAR CAN LININGS

PRESERVE THE AROMA OF FINE CIGARS
We Specialize in Cedar Linings for Cigar Cans
THE CEDAR PRODUCTS COMPANY
Philip L. Hans & Son Proprietors
76 MAIN STREET LONG ISLAND CITY, N. Y.
Telephone 0543 Astoria

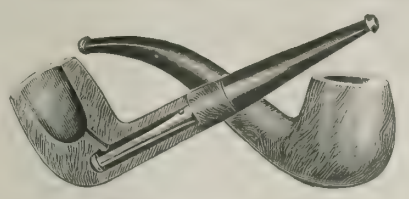
E. B. STRICKLER, Yorkana, Pa.

MANUFACTURER OF HIGH GRADE
CIGARS

"The House of Quality"
POLITANO
O M A R

The Pipe That Cleans Itself

MADE IN LONDON



It not only traps the nicotine, moisture, etc., but actually extracts it from the pipe by the simple operation of removing the mouthpiece.

Underboar

"Underboar" pipes are guaranteed. A new pipe will be given instantly should any fault be found or should the pipe crack or burn.

"Underboar" pipes are made from the finest old Bruyere Root, hand made Vulcanite mouthpieces; in all desirable shapes.

SAMUEL GORDON

95 Madison Avenue, New York

Sole American Distributor

Foreign Exchange Rates

n the subjoined table the quotation on ·ling represents dollars and decimals a dollar; all others represent cents and imals of a cent. Quotations preceded the decimal mark indicate a price asured in fractions of a cent.

Parity of exchange is given as reported the United States Mint, except in ntries with a silver standard, where ity fluctuates with the price of silver.

Closing Rates Tuesday

ERLING—Par $4.86⅝ per sovereign.
Demand... 4.60¾ Cables.... 4.61

FANCE—Par 19.3 cents per franc.
Demand... 6.12½ Cables.... 6.13

LY—Par 19.3 cents per lira.
Demand... 4.43½ Cables.... 4.44

ELGIUM—Par 19.3 cents per franc.
Demand... 5.22¼ Cables.... 5.22¾

RMANY—Par 23.8 cents per mark.
Demand.. .0007 Cables.... .0007

USTRIA—Par 20.3 cents per crown.
Demand.. .0014¼ Cables... .0014¾

ENMARK—Par 26.8 cents per krone.
Demand...17.71 Cables....17.74

REECE—Par 19.3 cents per drachma.
Demand... 3.30 Cables.... 3.33

OLLAND—Par 40.2 cents per florin.
Demand...39.18 Cables....39.22

UNGARY—Par 20.3 cents per crown.
Demand.. .0116 Cables... .0116

ORWAY—Par 26.8 cents per krone.
Demand...16.51 Cables....16.54

PAIN—Par 19.3 cents per peseta.
Demand...14.78 Cables....14.80

WEDEN—Par 26.8 cents per krona.
Demand...26.49 Cables....26.51

SWITZERLAND—Par 19.3 cents per franc.
Demand...17.83 Cables....17.85

CHINA—Cents per silver dollar for Hong kong; per tael for Shanghai and Peking.

Hongkong—
Demand...53.00 Cables....53.125

Peking—
Demand...75.00

Shanghai—
Demand...71.63 Cables....71.75

PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.
Demand...49.25 Cables....49.50

JAPAN—Par 49.8 cents per yen.
Demand...48.88 Cables....49.00

ARGENTINA—Par 42.44 cents per Argentine paper dollar.
Demand...35.55 Cables....35.65

BRAZIL—Par 32.45 cents per paper milreis.
Demand...10.80 Cables....10.85

MacAndrews & Forbes Extra

MacAndrews & Forbes Co. has declared an extra dividend of 1 per cent on the common in addition to regular quarterly 2½ per cent on the common and regular quarterly 1½ per cent on the preferred stock, all payable July 14 to stock of record June 30.

The Premier's Pipe

LONDON, June 23.—Stanley Baldwin, the British Prime Minister, has an idiosyncrasy—he smokes a big briar pipe, not only in the privacy of his Downing street home but at public dinners as well.

Hitherto reporters and cartoonists have been able to paint word-pictures and make drawings of the new Premier only as an honest man, who on the day of his selection for the most important post in the Government asked the newspaper men for their prayers rather than their congratulations, and also as a politician who loves country life better than London, and would rather scratch a pig's back with a stick than harangue Commons.

All this is interesting and makes a wide appeal to Mr. Baldwin's countrymen, but it cannot be used in the papers every day.

Last Saturday night another touch of the Premier's manly humanness developed at the annual Rhodes scholars' dinner at Oxford, which was largely attended by the American students there.

After the usual toast, "Gentlemen, the King," there was the customary flashing of gold and silver cigarette cases and reaching for the long green cigars which are the abomination of Americans. The Premier, however, dived into the pocket of his evening clothes and brought out a big, well-worn briar pipe, which he kept glowing the rest of the evening.



In Perfect Condition

BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.

MADE BY
RACINE PAPER GOODS CO., Racine, Wis.

For Gentlemen of Good Taste

SAN FELICE

2 for 15c

Two Good CIGARS

EL VERSO

10c — 2 for 25c — 15c

The Deisel-Wemmer Co., Mfrs. :: :: Lima, O.

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Importers of Sumatra Tobacco

138 WATER STREET NEW YORK

ROBERT SCHUBERT CO., Inc.

SUMATRA and HAVANA TOBACCO

124 Maiden Lane (Nr. Water St.), N. Y. Phone John 3147

GUM TRAGACANTH

Special Grades for Cigar Manufacturers

PERFECT CIGAR GUM (Powder)
RICHO POWDERED GUM (3 Grades)
GENUINE SPANISH LICORICE (Powder & Extract)
RICHO LABEL PASTE (Powdered)

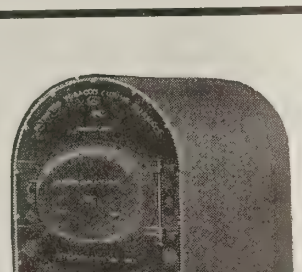
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MANUS, MULLER & CO., Inc.

152 WATER ST. (cor. Maiden Lane) NEW YORK

Importers of **SUMATRA and JAVA TOBACCO**

5 Guaranteed Years



Ventilate your barn properly, install a JOHNSON TOBACCO CURING FURNACE and assure yourself of at least five guaranteed years' extra good cures—five years of carefree, safe curing.

Some users consider it unnecessary to carry insurance on a Johnson-equipped barn.

Our illustrated catalog gives detailed information on the proper way to install these furnaces, also the best methods of ventilation.

Southern Iron & Steel Corp.
Winston-Salem, N. C.

ONE-MAN TRUCK



Saves
Labor
Tobacco
Hogsheads
Floors

Users Throughout the World.

Sold Only by
WATKINS & HARVEY
DANVILLE, VIRGINIA

RED EDGE WOVEN | STANDARD WOVEN | CABLE CORD VULCANIZED
CIGARETTE BELTS
Manufactured by
SOUTHERN ENDLESS BELT CO.
PETERSBURG, VA.

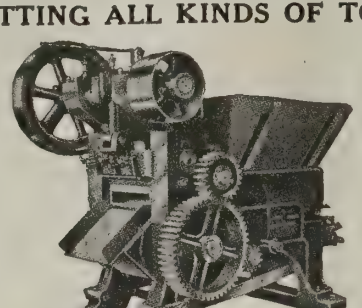
Supplying the trade for eighty-three years
LICORICE
EXTRACT POWDER ROOT
Laurel leaves, Deer Tongue, Lavender Flowers, Slippery Elm Bark, Star Anise, Orange Peel, Angelica Root, etc.
PEEK & VELSOR, INC.
76 William St. New York, N. Y.

Read Tobacco and Keep Up-to-Date

THE QUESTER CUTTER
FOR CUTTING ALL KINDS OF TOBACCO

CAPACITY 4,000 LBS. TO 10,000 LBS.

"THE ONLY MACHINE THAT WILL STAND UP AND DO THE WORK"



THE LEADING TOBACCO CUTTER

Write for Prices

BRIGGS-SHAFFNER COMPANY
FOUNDERS AND MACHINISTS
MACHINE WORK OF ALL KINDS WINSTON-SALEM, N. C.

Fish Swim Around Hook Up-State, But Won't Bi

So Some Jobbers Buyin' Nets to Land 'Em!—Retailers Use L Bait—Eddie Quebec Throws Line!—Swallow Bla stone Hook in Schenectady!—Fish Hearse? No!—I Penn and Paul Try Luck!—Upstreamers Swim, Oth Float—Ever Fish for Camels?—Put Peter-Pack in Fi Kit, Sure!

NEW YORK STATE CAPITOL DISTRICT, Fishin' Week, 1923.

"What's this here stuff in the bundle?" sniffed Sam Ash, walking around a bundle which might have been more Manila cigars, consigned to the wholesale and retail house of Stubb & Ash, Inc., tobacconists to fisherman. "Yuh ain't goin' fishin' also, are yuh?"

"Fishin', Sam, fishin'?" palavered Jim Stubb, kicking the package under the pipe counter. "Well, you see, Sam, I did think I might run over to Crooked Lake for a few days over the Fourth—providing you can get along here in the store alright, eh?"

"Sure, sure, that's right, run off at the busiest time o' year, y' unnerstan," yelled Sam Ash, putting some Fourth o' July bait in the window in the way of a corking good nickel cigar for eight cents. "An' mebbe I should also lock up the store, an' go home to dig it some worms in my own back yard, unnerstan me!"

Vermont Fishin' Looks Good!

"Well, I've been up in Vermont this week fishing—for business," mentioned Cap'n P. V. Doyle, first mate o' the Fatima crew in the Capitol District, as he rested his oars on the nearest case. "And it does look as though the northern New York and Vermont dealers are going to have more vacation fish in their nets this year than they have had before in some time.

"So that is well for the cigaret outlook. For it's a visible fact that city folks on outing simply transfer cigaret smoking from town to cou And one of the retailers who's goin get considerable business this seas W. G. Slingsby, o' Rouses Point. has a fine store, with an excellent s And he's right on the trail of the mer tourist."

And Eddie Casts His Line!

"So am I," admitted Eddie Qu operating Advance Car Number On the greatest cigar house on earth—I Quebec Cigar Co., Rutland, Vt. "I ists are my meat, this trip. Of co this is a regular date for my call but I really am giving a whole lot attention just now to the vacation p

"Both my leading brands, San I and El Verso, are in much better demand since we commenced to a tise hereabouts. Dealers now stock tically all my El Verso sizes in the here, besides handling the San Feli an increasingly larger scale with help of our Albany billboard or pa bulletin space."

Nibbling the Hook in Schenec

"Same thing with our brands, nodded Earl Goodrich, salesboss Dearstyne Brothers Tobacco Co., entered the Hot Chair Club's ic "They're selling extremely well whe our advertising goes.

"Why, over in Schenectady this —in fact, for two weeks—I've sold Blackstone cigars than I really th possible! And the Totem, also, is markable feature in Schenectady.

Glass Cigar Box Cover

Highest Quality - - Lowest Price

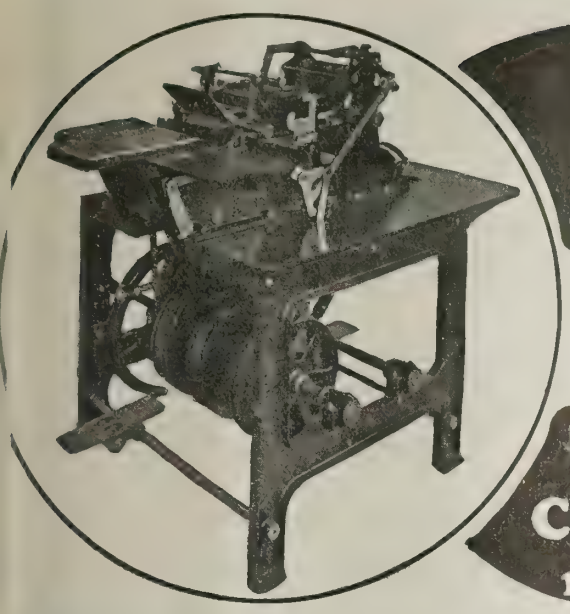
Our Style D Suits the Purpose

100 .....15 cents ea
250 .....14 " "
500 or more .....12 " "

Includes Printing on Glass or Metal.

Choice of Five Colors. Send for Samp

GEBHARD MFG. CO.
Manufacturers
9-11 E. FAIRMOUNT AVENUE NEWARK, N.



AUTOMATIC LONG FILLER
BUNCH MACHINE

Two inexperienced girls can soon learn to operate this machine. One feeds the filler, the other the binders and the machine does the rest.

Gives you uniform work with unskilled labor.
Greater production and attractive savings in cost.
Easily adjusted to make light or full bunches.
Substantial construction gives long life.
Easy and inexpensive to operate.

Catalogue and any particulars upon request.

COLWELL CIGAR MACHINE CO.
INCORPORATED
131 WASHINGTON ST. PROVIDENCE, R.I.

GREATER PRODUCTION AT LESS COST

des these two cigars, we likewise have me fine business in this section on Otnas. So it seems to me we have exllent distribution throughout the chenectady area on our goods."

No Fish Hearse, This!

"In Schenectady we are, naturally, ell set," remarked M. A. Schufeldt, La alina specialist for the firm of L. W. illeen, Schenectady, as he, too, got a diator seat in the now crowded Hot hair Club. "And here in Albany we e obtaining some very fair results on e La Palina.

"That new wagon out there is an incation, I think, of the way we look at ir La Palina business. For you'll noe that this new Star car has rather a nservative tone and dignity seldom und on cigar buses.

"It being the usual thing, you know, splurge the name of the brand and use in Barnum-Bailey type all over e car. But our idea, in catering to e better class trade which sells La dina, is to retain a quiet tone. So our tering is small, you'll observe, and the r might pass anywhere for a semiivate rig."

Fishing with William Penn!

"Mine might, too, if it wasn't so ge," Paul Wessell hinted, walking o the Hot Chair Club with a new mber, Bill Penn, o' the General Cigar mpany. "But what difference does car make, so long as we all get the siness?

"Now that we have discontinued the ples or ten cent size o' the Robert rns, we are concentrating upon White vls and this William Penn brand for cheaper merchandise. Perfecto rns, and the foil wrapped, still go to trade at the same price, and this nge in staples simply means that we not produce such goods at a reasonae profit to manufacturer and retailer this time."

ive Ones Always Swim Upstream!

That's our idea exactly in market- the Jose Hermanos," claimed D. J. ith, general representative and so on the Josephson Brothers, N'Yawk, as edged into the throng around the nmittee on Iced Drinks. "We want ryone pleased, so we allow for an ent margin on all our popular sizes this brand.

And the jobber and retailer distribuin this section being comparatively cquainted with our Hermanos, we now offering some very attractive ns to those dealers who want to m upstream with us to the better ling grounds."

Some Fishermen Fish for Fish!

Just come back from such a place," hed Sam Fulder, he of the Beaver et House o' Fulder, Albany, which n New York, around the corner from Hot Chair Club, and the Commit- on Trout. "Buffalo is the town, and e business isn't so bad, after all!

Yes, Irving, my son, has gone out week, too. So Jake is operating quarters almost alone. But we'll all be in town next week, over the Fourth, and I guess we'd better take a few more days off until this rotten hot weather blows over."

Hot Weather Makes 'Em Bite!

"'Tis hot, you bet," smiled Cecil Jordan, big boss o' the R. J. Reynolds Tobacco Company's Capitol District Camel, as he led it into the zoo o' the Hot Chair Club. "But business is good, just the same! In fact, it's better!

"But there seems to be some disappointment about the withdrawal of our drop shipments here in the local territory. Many jobbers and retailers almost depended entirely on these orders for their Camel and Prince Albert supplies, and I'm sorry they are now impossible of shipment. Though perhaps a way will be found for the jobbers to supply most of this material from their own stocks at prices satisfactory to all."

Put a Pack in the Fish Kit!

"Uh-huh, it's the price, not the goods," grouched Sam Ash, making a memo to give his kid a Fourth o' July gift of a piece o' punk—from the resage box. "Although this here firm o' G. W. Van Slyke & Horton now advertise in the newspapers, for the first time in years, unnerstan me, that it's the Peter Schuyler pocket-pack, not the price, that the vacationist needs in his outfit!"—THE SMOKER.

Duys "Java Week"

Most of the important manufacturers of Java wrapped cigars are in New York this week, to attend a special inspection and sale of Java tobacco, at the offices of H. Duys & Co.

The tobacco being offered by this famous house was personally selected by J. H. and H. M. Duys at Amsterdam and includes the finest leaf of the Java plantations, as H. Duys & Co. contracted last year with the leading growers for the first choice of their crops.

The tobacco was selected before the lots were placed for sale at the inscriptions. In addition to the new crop, about 1,000 bales of 1921 and earlier crops are to be offered.

Among the cigar manufacturers expected at the sale are: The Congress Cigar Co., represented by Sam Paley; H. Fendrich, Inc., represented by D. H. McCarthy and William Quanjer; The Webster Cigar Co., represented by Sam T. Gilbert; The Mi Lola Factory, represented by Cyrus Phillips, and many others.

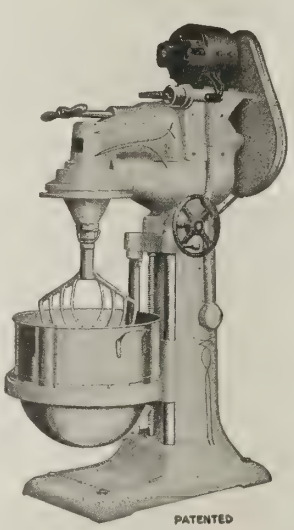
Off to the West

C. S. Sarluy, of Herzog & Sarluy, has departed from New York on an extended tour of the middle west territory.

Back from New England

George N. Beyea, of S. Ruppin, Inc., has returned from a successful New England trip.

READ *3-SPEED* PASTE MIXER



Read 3-Speed Mixer Type "D"

Gum Trag, mixed on a READ, requires no Straining at all as the thorough mixing action which the READ gives, takes all lumps out of the batch.

These machines are used by the Otto Eisenlohr & Bro. Co., for mixing all their cigarmaker's paste.

Write for further data

READ MACHINERY COMPANY
YORK, PA.

MIXING MACHINERY OF ALL KINDS



Made in two sizes.

To Cigar and Cigarro Manufacturers—
The only
SCRAP CUTTER
built for economical results and service

WHAT IT DOES
Cuts damp tobacco. Cuts 2500-3500 lbs. per day. Cuts uniform. Is adjustable to different sizes. Consumes little space and power.

WHAT IT DOES NOT DO
Does not choke up.
Does not tear or drag the leaf.
Does not make over 1-10% dust.

Himoff Tobacco Machine Co.
13th Street
LONG ISLAND CITY, N. Y.

Imported Cigars

Partagas
Castaneda
H. Upmann
Romeo y Julieta
Ramon Allones
Hoyo de Monterrey
Rey del Mundo
Por Larranaga
Belinda
Punch
Eden

From the INDEPENDENT MANUFACTURERS of Cuba

Best Values ~ Best Profits
Fresh shipments arriving weekly
Latest price list on request

Grosvenor Nicholas and Company
60 Broad St.
New York

HAVANA CIGARS

The Leader in All the World's Markets

ROMEO y JULIETA

U. S. REPRESENTATIVE
WM. T. TAYLOR, 50 E. 42nd St.

ROBERT E. LANE
Representing CIFUENTES, PEGO & CO., of Havana, Cuba
"PARTAGAS"
107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

HOYO de MONTERREY
The Aristocrat of
Imported Cigars
VALERIANO GUTIERREZ, Representative
351 West 121st Street New York

Joseph F. Cullman, Jr., President Milton Samuels, Joseph Mendelsohn, Vice-Pres.
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STERN-MENDELSOHN CO., Inc.
HAVANA & PORTO RICO TOBACCO
165 Front Street, New York
PACKING HOUSES: HAVANA, CUBA; CATANO, PORTO RICO

ERNEST ELLINGER & CO.
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

Telephone M. 2368. Manuel Fernandez Grau.
Cable "Fegrau." Antonio R. Fernandez Grau.
FERNANDEZ GRAU Y HERMANO
Leaf Tobacco Dealers
Monte 116, Havana, Cuba
Large Stripping Plant, 199 Manrique St. Telephone M. 7643. General Offices, 199 Manrique St.

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TORAÑO & CO.
HAVANA LEAF TOBACCO PACKERS AND DEALERS
SPECIALISTS IN PARTIDO
Cable: Toranoco 53 Estrella Street Habana

IT PAYS TO HAVE UP-TO-DATE INFORMATION. READ TOBACCO

San Francisco Trade Good as May Be Expecte

More Life Manifested Now Than at Same Period Last Year— Retail Dealers Feeling More or Less the Effect of Vacatic Period—Jobbers Getting Usual Average of Orders.

San Francisco, Cal., June 19.—It is always agreeable to find that trade is as good as might be expected. And as a matter of fact there is an almost universal recognition of the fact that there is more life now than at the same time last year. Vacation time is on, so, naturally, there is more or less of quiet, especially in the office buildings. Some of the smaller stands are also suffering a little from the fact that their line of customers, the class that go to the country each summer to work, are now out on the job. The jobbers have the best of the situation, especially those doing a general business over the state; for while they lose customers in one place they catch them in another; and as a rule catch more or less of the tourist trade from all over the world, now that increasing numbers are visiting the mountain resorts and the beaches.

But jobbing in the city is not so bad. The Joseph Rinaldo Co., which recently took on a general jobbing line, reports that trade has been growing by leaps and bounds. This house has put on another city man, and Mr. Rinaldo himself will make the rounds of customers to see that all are satisfied, and develop a liking for the Rinaldo brands.

The Bachman Co. reports that trade is sailing along very smoothly; the demand for more cigars is running very steady.

The Boquet Cohn stores are having a steady and even a rather rapid growth of trade. They handle only the Morgan Co. cigars, and have built up a splendid trade. They are an exceptional example of what can be done by making an exclusive specialty. Jack Herberts, who has been with Boquet Cohn for some seven months, says he did not dream that so many clear Havana cigars could be sold until he joined the Boquet Cohn forces. Besides the clear Havana, the Juan de Fuca, also has excellent sales of the Independente, the two-for-25-cents. the Nentia Blunts, two-for-fifteen, and the Segunda, the five-cent cigar. They are now putting in a new stand at t corner of Market and Sansome stre in front of the grill there. Another n installation will be that at 19th str and Broadway, in Oakland, in the nei borhood of the new opera house, wh will add another fine location to the they now have on Thirteenth street.

Henry Batt, the veteran cigar m in charge of the stand at the Goldb Bowen & Co. store, states that they business maintaining itself very w He expresses the feeling that the mar are being cut too close, especially on s goods.

The San Felice people started o great campaign Monday, and propos make it one of the big popular ci of San Francisco. Rinaldo & Co. doing their best to co-operate, and means much, as they have a spl sales organization.

The Dingman-Van Dyke Co., pu out the Val Leau, El Van, mild vanas, and the Lafayette cigars, their long building from Fifth s down Harrison well decorated these brands, and announcing also MacTavish mixtures and also the D Castle mixture. They report the m tacturing end of the job steadily proving.

Dan B. Dwyer, at the corne Seventh and Market streets, wh pushing the goods of the General Co., reports a little seasonal quiet. association of which he is secretary present marking time.

C. C. Greenman, as usual, is maki most of his display opportunities an a stand that fairly invites purc His fine line of customers are "ste and appreciate the welcome and a modation they are always sure t ceive. When they get ready for mer vacations they do not forge there is no other cigars as good ones they buy at Greenman's, a stock up for the trip. Mr. Gree as president of the association, r

AIXALA & CO.
Packers and Dealers of Havana Tobacco
ALSO PORTO RICAN TOBACCO
New York Office M. A. André 169 Front St.
Havana Office Corrales 6, 8 and

HINSDALE SMITH & CO.
Established 1840
Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane SPRINGFIELD, MASS. New Yo
Cable Address "Nargil" Telephone 901

Webster Cigars

STANDARD FOR OVER FIFTY YEARS

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

that there is no prospect of a change in the cigarette situation for several months to come; in fact there is little for the association to do until the summer vacations are over, for the cigar men themselves are no slouches when it comes to vacation time.

Kyne & Farrell, at the corner of Mason and Turk streets, report an excellent run on the Manila cigars, Fighting Bobs and La Insular taking the lead. Lucky Strike advertising has helped the calls for Lucky Strike cigarettes.

Henry Marx, who has been pushing La Insular, even as far as Spain, has returned to New York and will wind up a three months' trip about the middle of July.

Jack Martin is expected back from the Shriners' Convention via Lake Louise and the Northwest at almost any time, to look after the wants of his patrons in the Pacific Building.

More Leaf Tobacco Held

WASHINGTON, D. C., June 23.—Leaf tobacco held by manufacturers and dealers on April 1 aggregated 1,846,555,000 pounds, compared with 1,491,300,988 on January 1 this year, and 1,784,550,762 on April 1 last year, the Census Bureau announced.

Chewing, smoking, snuff and export types totaled 1,327,731,051 pounds, compared with 1,068,041,784 on January 1 this year, and 1,303,255,303 on April 1 last year.

Cigar types totaled 441,590,228 pounds, compared with 346,603,961 on January 1 this year, and 401,632,676 on April 1 last year.

Imported types totaled 77,233,766 pounds, compared with 76,655,243 on January 1 this year, and 79,662,693 on April 1 last year.

Visits Florida and Cuba

Ira Strouse, of Strouse & Holzman, after enjoying a most successful trip in Tampa and Key West, sailed for Havana last Monday, to inspect the new crop in Cuba and purchase high-grade leaf for his firm.

Trebor Pipe Going Strong

Grosvenor Nicholas & Co. report a steadily increasing demand for the high-grade Trebor pipe.

Elopes With Funds and New Lady President

HAVANA, Cuba, June 21.—A double elopement has been pulled off by the president of the cigar makers' union, for he has not only decamped with all the funds of the union, about $30,000, but with him he has taken Sra. Josefa Orozco, recently elected president of the strippers' union.

There had been charges that the election of Sra. Orozco was illegal and it had been stated that there were to be contests entered against that. On learning that the tobacco workers in the cigarette factories were to go on strike, José Bravo, the president, evidently made up his mind that he might just as well have that money as to see it squandered in supporting a strike, so grabbing the money in one hand and the president of the union in the other, he went away from there.

Havana Cigarette Workers Out on Strike

HAVANA, Cuba, June 21.—There is nothing doing in any of the cigarette factories in Havana today, except one. The Gener factory, which was not a member of the Union of cigarette factories, is not in the strike zone. The workmen of that factory were not in attendance at the strike meeting, and they are not participating in the movement.

It is believed that the disappearance of the treasurer of the tobacco strippers' union with all the funds of the union may have something to do with ending the strike.

Porto Rican Grower Here

Reinaldo Silva, the well-known grower of Porto Rico tobacco, of Rio Canas, Caguas, P. R., has arrived in New York, and will spend the next two months in studying conditions in the New York and Connecticut leaf markets. On his visit to Hartford he will be accompanied by Leo Hirsch.

Returning on Olympia

Sam Bijur, who has been attending the inscriptions for E. Rosenwald & Bro., sails for New York on the *S. S. Olympic*, July 11, and is due to arrive on July 18.

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Londres	10c		
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KEY WEST, FLORIDA

La Mas Fermosa—Comal—Magnetica

Key West Key Notes

KEY WEST, Fla., June 23.—Interest centers this week on the report of the contemplated sale of the Park & Tilford business to the Schulte company, because the Mi Favorita cigar factory in this city will be included in the sale, if made. But the contemplated change in the company will make no change in the local factory, is locally predicted, as it is expected under the Schulte company there will be an increased production, for the reason that this company has a greater outlet for its goods, which are carried in the chain of stores now scattered over the country.

At the Mi Favorita factory it was said that nothing definite had been announced in connection with the reported prospective change, but, in the event that the Park & Tilford interests were sold to the Schulte company, the local factory would be included in the deal.

Another reason for interest in connection with the proposed deal is that the founder of the Schulte company was at one time connected with the cigar business in Key West, and many of the best packers in this city were taught the trade under him.

Consolidated Cigar Orders Increase

The Consolidated reports that the orders for cigars from this factory are coming in heavier than at any time this year. That this week the orders received were larger than those received at any time this year.

The other factories here are working along the same lines as at last report. Orders are coming in and the same number of workmen are employed.

Of the recent decrease in the production of cigars in Key West, the *Citizen* of this city has this to say:

"That the cigar manufacturing business has struck a slight slump, which is only to be expected at this time of the year, is admitted, but nevertheless the trade is in much better shape as a whole than at this time a year ago, is the statement of the leading manufacturers of this city.

"In fact, most of them are so optimistic that they will hardly admit that there has been any perceptible slump during what are ordinarily termed the dull summer months.

"Production here is going on apace, with practically all of the older and larger factories expecting to hang up new records during the calendar year. Many of these companies have this year thus far considerably exceeded the production of last year.

"Although there has been a perceptible movement of tobacco workers to Tampa and Havana, this does not necessarily mean that production has decreased in proportion to the departure of workmen. At the height of last season hundreds, yes, probably thousands, of workmen came to Key West from Tampa and Havana. The demand for workmen here was automatically augmented by the illness of numerous local workers from la grippe or influenza. This seminepidemic was soon curbed, however, and throughout the winter there was ample work for the regular forces here as well as for those from other cities.

"With the slight slackening of demand for labor, incident to the summer season some of the surplus labor is drifting back to Tampa and the Cuban capital."

The story of the natural advantages offered by Key West will be broadcasted by radio from the radio station at Houston, Texas, was told by Major Dent Atkinson, of Iowa, who visited this city this week.

Major Atkinson served with distinction in the world war and was en route to Havana when he stopped over in the city to visit. The attractions of the city so pleased Major Atkinson that he announced that the station at Houston would broadcast the attractions and advantages of Key West at an early date. So, "listen in," if you wish to know something of the most southerly city in the U. S.

E. H. Gato and family were passengers leaving Thursday evening, over the Florida East Coast Railway, for points in the north, where they will spend the summer months.

Considering a New Factory Location

TRAVARES, Fla., June 23.—Jos. Hoffman, of Benton Harbor, Mich., is in Lake county seeking a location for a cigar factory. It was in November, 1921, that the Lake county commercial body first got in touch with Mr. Hoffman, and for the past two years have been insisting on him to come to Florida.

Florida's Quality Crop

QUINCY, Fla., June 23.—This week's issue of the *Gadsden County Times* says:

"Under weather conditions that have been perfect for the harvesting of tobacco, the work has progressed at a rapid rate during the past week; with a continuation of such weather it is predicted that within another week practically all the crop except the top leaves will be gathered. With showers almost daily, the leaf has contained sufficient moisture to permit of priming every day and from early morning until late in the evening the work is being carried on swiftly, except in some cases where there is a shortage of labor.

"As the season progresses the exceptionally fine quality of this season's crop becomes more pronounced, some growers saying that the tobacco as a whole is the best crop Gadsden county has ever produced. More conservative men, however, say that it is one of the finest.

SELGAS & COMPANY

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MILD—AROMATIC—SWEET

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What is said to be the first de-ry of sand leaves to reach a packing se was made Saturday by Fount to the warehouse of the May To-co Co. A number of other small veries have been made during the k, but the movement will not be-e general until about July 1.

The big question now is whether ide buyers will be in the market for ns that growers are not prepared to c, and since it has been announced Lorillard will not come into the ket this season, as has been cus-ary, there is considerable speculation ther other large buyers will appear the scene.

A few of the better crops have been to local buyers during the week at t are said to have been fancy rs."

Tampa Tidings

AMPA, Fla., June 23.—Geo. Shuey returned from Cincinnati, bringing him August F. L. Shuey, his her, who will remain in Tampa as-ng the local office of the Shuey acco Bug Exterminator Service in operations. Salvator V. M. Ybor, Havana, who is manager of the Shuey rice for the Islands of Cuba and o Rico, has returned to Cuba. He ntly opened a local agency in San h, P. R., and placed Jose Martinez a in charge.

Lady Diana Booming

r. Herzog, formerly manager of the r Diana Cigar Co., is "resticating" the Pacific Coast and, incidentally, g missionary work in the interests Lady Diana. Joe Ferina, formerly Arturo Fuentes Co., has been in-ed as the Lady Diana Cigar Co.'s ager. Mr. Ferina reports that their ness is substantially increasing, and H. Y. Vance of the H. Y. Vance r Co., Greenville, S. C., is general agent for the southern states. Mr. e is conducting a vigorous selling paign, and showing flattering results. is now in Atlanta assisting J. N. ch in putting Lady Diana on the

Luis Mistretta of the Big Four Cigar reports a steady increase in sales of Tampa Custom House line in Chi-and throughout the middle west.

L. Cuesta, Jr., and Adolph Wollf, southern representative of Cuesta, Rey & Co., are on a tour of his territory.

Jorge Leon has returned from a business and pleasure trip to Havana. His father, F. Marino Leon, arrived with him, and will make his home in Tampa.

Karl Cuesta, of the Havana Factory, is coming for a business and pleasure visit in Tampa.

Fred Davis, of the New York-Tampa Cigar Co., has returned to New York. They have moved their bonded factory to the West Tampa building, leaving the whole Ybor factory for the Recollection and Personality brands.

Harry Slavinski of the G. & M. Cigar Co., has gone to New York. An incipient strike in their factory lasted but one day

Joe Perez of Marcelino Perez & Co., makers of the famous "Tuval" cigars, has returned from Cuba.

In Full Swing

ORLANDO, Fla., June 23.—The Central Cigar Co., wholesale distributor of cigars, tobaccos and cigarettes, recently opened business at 14 Carolina Court, this city, and reports that business for the first two weeks has been far beyond its highest expectation.

This organization, under the management of A. W. Hinson, has the exclusive agency for the well-known Hav-a-Tampa and Tampa Nugget cigars, together with several other well-known brands.

With the acquisition of a telephone, No. 1378, this company is now under full, smooth operation. Its sales staff, full of pep and hustle, is on the job and never takes "no" for an answer.

Chinese Tobacco Production

WASHINGTON, D. C., June 23.—Estimates of annual production of tobacco in China vary from 200,000,000 pounds to 900,000,000 pounds. Chinese Ministry of Agriculture and Commerce estimates total production in 1915 as 300,000,000 pounds and in 1916 as 900,000,000 pounds. Tobacco is produced in marketable quantities in nearly every province and figures in exports of 40 out of 48 customs stations. Importation of leaf tobacco is approximately balanced by exports, Department of Agriculture report says, but there is a net annual importation of 8,000,000,000 cigarettes and 30,000,000 to 50,000,000 cigars.



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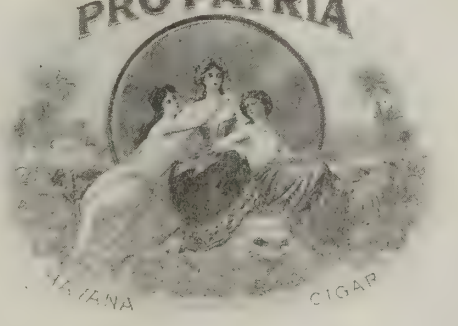
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Western Representative
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CHICAGO IL

Production of Tobacco in Canada

OTTAWA, Ont., June 23.—Generally speaking, the season of 1922 was unfavorable to the growth of tobacco in Canada and the production for the year was not up to the average, though this is to be accounted for also by the decreased acreage, which was only about half that of 1920. The acreage was, however, greater than that in the previous year and the production, in spite of unfavorable growing conditions, was about double.

The commercial tobacco crop of Canada in 1922 is estimated at 29,947,571 pounds from 25,762 acres, an average of 1,007 pounds to the acre. Of this 14,915,700 pounds from 16,573 acres is credited to Quebec, an average of 900 pounds per acre; and 11,031,870 pounds from 9,181 acres, an average of 1,201 pounds per acre, to Ontario. The prices paid for Canadian tobacco vary considerably from year to year, depending on type and quality; but the Tobacco Division of the Government assumes for the Ontario crop an average of 25 cents per pound and for Quebec an average of 12 cents per pound. This places the value of the 1922 crop at $4,547,851, compared with $2,393,190 in 1921, and $5,893,275 in 1920.

The 1922 production of 29,947,570 pounds of tobacco, compares with 13,248,962 in 1921 and 48,088,500 pounds in 1920. This latter was the highest figure ever reached in Canadian tobacco production. Before the war the average acreage was between 9,000 and 10,000 acres and the normal production between 10,000,000 and 12,000,000 pounds. Under the stimulated production of the war years, says the Canadian Pacific Railway in a survey of the tobacco industry, the acreage sown to tobacco was much increased and the yield multiplied many times. Since the record production was reached in 1920, acreages and yields have tended to decrease.

"Though the entire commercial tobacco crop is grown in the Provinces of Ontario and Quebec," says the railway, "and production elsewhere is so insignificant in volume as not to be taken into account, it has been proved that tobacco can be successfully grown in other parts of Canada, and the area adaptable to this crop is rapidly being extended to embrace the greater part of the Dominion. Excellent crops of tobacco, for instance, have for years been grown in the Okanagan Valley of British Columbia and also in the irrigation block of the Canadian Pacific Railway in Southern Alberta.

"The Tobacco Division of the Government considers tobacco growing in Western Canada so feasible, apparently, that it has gone to some trouble to teach farmers the best methods of cultivation and the varieties to grow. It is pointed out that on account of the short season, there are only a few varieties adapted to the prairies, but that these, Canalle, Small Havana, and Belgian, can be, and have been, produced successfully in that area.

"Looked at from any point of view, there must be a future for tobacco growing in Canada, having regard to nothing beyond a domestic consumption. Exports of Canadian tobacco are insignificant. Practically the entire Canadian crop is consumed at home, and yet to satisfy domestic demands an import nearly equ volume to the annual production is necessary."

In the last fiscal year Canada's ex of tobacco amounted to 471,991 po with a value of $175,826. Of this the United Kingdom accounted for 784; the United States, $5,216; and countries, $34,826. There was a gratifying increase in the volume o ports in 1922, these being more than ble those of 1920 and 1921, when 2 pounds and 200,153 pounds, respec left the country for foreign market

Against these exports there is a substantial import trade. In the last year Canada imported 21,360,609 p of tobacco, worth $9,947,903, of produce to the value of $664,187 from the United Kingdom; $8,3 from the United States; and $8 from other countries. Imports ma a fairly even trend, being 24,9 pounds worth $14,673,550, in 192 20,604,163 pounds worth $14,356,2 1921.

Demand for Tobacco in I

WASHINGTON, D. C., June 26.—T mand for American tobacco in H discussed in the following report, has just been received by the T Division, U. S. Department of Com from American Consul Woods, at

"The United States is supplying with about 95 per cent of its total t imports. During the fiscal year September 30, 1922, there were im about twenty million cigarettes, of nearly 70 per cent came from the States. In that year cigarettes m one-fifth of the imported tobacco, the only item of tobacco imports has increased consistently during t three years, both in number and centage of the total tobacco impo

"Leaf tobacco constitutes v four-fifths of the entire tobacc ments received. It is sold to indi and small firms, who make chero cigars for the local trade. Th popular of such products among boring people is a cheroot slightly than a cigarette and purchasable cent each.

"Leaf tobacco is shipped to merchants in drums of 1,000 pou half-drums of 550 pounds, the la ing the more convenient for th trade. The import tariff is ba an original duty of $.02 per pound with coefficients and port charges it to $.27 per pound. This specif schedule is applicable to all sort bacco, but obviously bears most upon low-priced bulk tobacco.

"Except for small patches on th there is no tobacco production country, although the soil and cli Haiti have been considered adapted to the culture of tob LAMM.

Packing Porto Rica

Leo Hirsch, leaf dealer of 173 street, is packing about 4,500 ba Porto Rican new crop, all inland and perfect in every way. He is ing regular weekly shipments fro Rico.

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LEAF TOBACCO
Conn. Shade - Broadleaf - Porto Rico - Havana
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Connecticut Tobacco Crop in Much Need of Rain

Plants Recently Set Out in Fields Have Suffered from Hot, Dry Weather—Growers No Longer Complain of "Cold Waves"—Dr. Jenkins to Retire from Experiment Station.

HARTFORD, June 23.—Certainly those who were setting tobacco this week did not complain about cold weather. On the other hand they found the heat almost unbearable for three or four days. The plants that were set during the hot days burned badly and there will have to be considerable re-setting done. The fields at the present writing are "Bone Dry," and there is no need of a guard to keep off the "wets," but all growers would very much welcome "a wet squad" just at the present time, as the surface of the ground is very dry and hot. Tobacco that had gotten started is growing very fast and has changed wonderfully in the last few days, and with a good rain the fields would soon be pretty well covered with the leaves of the 1923 crop.

All that is now needed to make a crop is warm weather, with showers every few days, as the 1923 crop is practically all set. It is not much behind last year, though there are some scattering lots yet to be set, but these will all be in within the next few days. A trip around the tobacco belt shows the crop well started. There was very little trouble from cut worms, and with the exception of the last three or four days the weather has been cool and plants did not burn up on the hot ground. They are making an early start off. The tobacco in Massachusetts got off to an early start. In Hadley at Westfield the plants a week ago were 6 to 8 inches high, and sun grown Havana seed plants were only a little behind in growth.

Some sections are troubled with "wildfire" in the seed beds. These have been abandoned. The growers as a rule have been using every means recommended by the tobacco experts to hold wildfire in check, and have been dusting or spraying their seed beds persistently.

Considerable hoeing has been done, and despite the labor shortage most of the growers have gotten along very well with their crops. There has been some talk of an influx of labor, now that the public schools have closed for the summer vacation. Most of the boys, and many of the girls went right out seeking "jobs" on the tobacco farms.

Around the shade plantations several hundred colored students from southern colleges have been placed and more will come in as the season advances.

The Hartford police have in a sense established a "Street Employment Bureau," as in the morning they round up the "ambitious (?) men on the east side," and give them their choice of either going out on the farms to work or going up before the Judge; many farmers are there with trucks and manage to pick up a few men and get at least a day's work out of them.

The writer has seen many men on the road, some looking for work and others apparently hustling to get out of the city and pass right by a job without asking whether they could get a job or not.

Wages are high and with a few days' work the laborer becomes a "millionaire" and retires from active work, at least temporarily.

A trip around the tobacco belt shows an increase of "shade" this season, which indicates that "Shade" tobacco is particularly adapted to Connecticut Valley soils and that the demand for it is increasing rapidly. Much of the wrapper tobacco formerly produced in Connecticut was the sungrown tobacco. The growers have noticed that Sumatra has been taking its place, and that the demand for sun grown wrappers was fast falling off, but now much of the wrapper business is coming back to Connecticut. Shade and primed are in great demand and it is believed that the "Round Tip" type will be much used for wrappers; consequently, the acreage of Round Tip will be materially increased this year.

Representatives of all the leading cigar manufacturers now recognize that there is no substitute for Connecticut tobacco and send their representatives to make heavy purchases. Hartford has become a genuine tobacco center and every week prominent men in the cigar leaf business are here making purchases, and driving through the country at this time of the year to see the new crop developing.

Dr. Jenkins to Retire

Dr. E. H. Jenkins, director and treasurer of the Connecticut Agricultural Experiment Station at New Haven, is to retire July 1, after forty-seven years of service with the State. He is to have a pension of $4,500 a year and an extra allowance for rent. Dr. Jenkins has been actively connected with the various experiments with tobacco and has done much in developing of growing tobacco under shade in New England, he having grown the first shade in Connecticut at the experimental station plot in Poquonock, which was about 1/3 of an acre. He has also followed up the different fertilizers used for tobacco, and with his insight in the work has compelled the fertilizer manufacturers to "go straight" on their mixtures. Wm. L. Slate, Jr., has been appointed to succeed Dr. Jen-

(*Continued on page* 80)

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UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S
CONNECTICUT SHADE
QUALITY TO BURN
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All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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E. B. FICKLEN TOBACCO CO.

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Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample for Redrying by Steam or Natural Season

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BRIGHT LEAF TOBACCO

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Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

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—BUYERS AND EXPORTERS OF—

ALL GRADES OF OLD BELT

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

Established 1857

R. C. MORTON & CO. LEAF TOBACCO DEALERS

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Bright and Dark Virginia

Burley—Western—Seed Leaf

Strips—Scraps—Stems—Cuttings

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Clean, Uniform Strips a Specialty

ROCKY MOUNT, NORTH CAROLINA, U. S. A.

Fear Shortage of Tobacco Crop

REIDSVILLE, N. C., June 23.—While it is not known just how favorably the present crop of tobacco compares in size with that grown in the county last year, it is certain that Rockingham's crop this year will be much smaller than was at first anticipated says the *Review*. Up until Monday night's rain there were communities in the county in which not more than half of the projected crop had been set. Since the rain, of course, a great deal more has been set out.

It is said, however, that insects and cutworms have been the worst ever known, and that weather conditions have been unfavorable. Together these have necessitated replanting to an unusual degree and taken in connection with a scarcity of plants to begin with will, it is said, make the planting of a full crop impossible.

Back from Europe

RICHMOND, Va., June 23.—George L. Corbin, manager of the Richmond Department of the Export Leaf Tobacco Co., E. M. Stokes, manager Richmond branch, British American Tobacco Co., and A. B. Bradshaw, traveling supervisor of buyers, Export Leaf Tobacco Co., have returned from an extended trip through England, Germany, France and Holland.

Big Planter in Court

RALEIGH, N. C., June 25.—The Tobacco Growers' Co-operative Association hit hard and high in its first legal action to protect the tobacco of the 1923 crop, which is pledged to the association by contract, when it gained a temporary restraining order against F. A. Elks, of Pitt County, last week. Elks, who is called the largest tobacco grower in North Carolina's largest tobacco growing county is required to appear in court this week to show cause why he should not be restrained from delivering his tobacco outside of the association of which he is a member.

Elks is also being sued in the amount of $6,000 for liquidated damages for alleged deliveries of 120,000 pounds of tobacco outside of the association. The restraining order which calls him to appear before Judge Cranmer, of the Wake County Superior Court, on June 29, is due to alleged threats to deliver his 1923 crop outside the association. R. M. Elks, a kinsman, is also required to appear in court on the same day for similar reasons.

Growing enthusiasm among the organized tobacco farmers of Eastern Carolina was evidenced by a series of rousing meetings last week among the farmers of Pitt, Johnston and Beaufort counties. In Pitt County members of the association endorsed their directors and denounced the methods of propaganda and intimidation by which those opposi operative marketing are reported deavoring to cause still further co breaking in the Eastern Belt. T farmers from thirty Johnston Cour cals, who held a meeting at Smit expressed their resentment over t ported attempts of outsiders to down the morale of weak-kneed me in a strong resolution which comm the merchants of Johnston County have aided the farmers in their eff establish better methods of marketi

Congressman H. S. Ward add hundreds of co-op farmers at a gre becue given by members of the cott tobacco associations near Washingt week, when they met for an all-da bration of the success of their associ

The tobacco co-operative will be second important step in commodity keting in South Carolina early in with visits by an expert corps of g to 150 local units of the association Palmetto State, where demonstrati sorting and bundling tobacco an form grading will be given to tho of growers. W. E. Lea, field servi resentative of the association in Carolina, and C. O. Dixon, its m of warehouses for that State, an that these meetings will be open to bers and non-members alike. The mate that the visits of the associ most successful graders to every of the South Carolina Belt will i the value of the crop in that sect many thousands of dollars.—S. D. SELL.

Answers Trade Compla

WASHINGTON, D. C., June 27.— swer has been filed with the F Trade Commission by the Colbra gar Co. in the case of the Wh Tobacco Dealers' Association, of Nev.

The firm states that it is not n ever has been a member "associate or combined in any manner wi Wholesale Tobacco Dealers of Nev." The cigar company also em ally denies "that it unlawfully or entered into an agreement, underst and conspiracy with any responden tioned in the case, for the purpo leged in said complaint or in co-op with any respondent or respondents mentioned, to fix uniform discou prices at which cigars, cigarett other tobacco products handled t said respondent individuals, resp members or corporations that thereafter be sold to them." Othe gations of the Commission's compla also denied.—LAMM.

Changing Quarters

Singer & Meyer, Inc., leaf t dealers and packers, are remov Monday next from 142 Maiden L more convenient quarters at 144 street.

IMPORTERS AND EXPORTERS

THEYSKENS & SHAW, Inc., LEAF TOBACCO

136 Front St., New York

European Branch Office 103 Place de Meir Antwerp, Belgium

Cable Address "Theysco," New Yo All Codes Used

CLARK BROS. & CO.
Buyers, Packers and Exporters
All Grades Virginia and Carolina Tobaccos.
Also Kentucky Air Cured and Burley Types.
We cover closely the Virginia Dark Belt and specialize in this type of Export.
BEDFORD, VIRGINIA

GEO. A. LEA & CO. Leaf Tobacco Dealers
DANVILLE, VIRGINIA, U. S A.
Virginia and Carolina Cigarette and Smoking Tobacco a specialty
Export and Domestic Types
Established reputation for careful grading and packing
Our own buyers in best markets
Correspondence invited. Cable address: "Lea," Danville, Va.

Revenue Tax Receipts in Month of May

WASHINGTON, D. C., June 26.—The Bureau of Internal Revenue announced today that in May it collected $27,224,-008.23 taxes on tobacco products as compared with $24,179,970.55 collected in May of last year.

Of this amount $3,854,520.78 was collected on large cigars in May as compared with $3,751,925.92 collected in May of last year. Also $68,325.04 was collected on small cigars this year in May as against $84,754.80 in May of last year.

The bureau states that in May it collected $10,830.55 on large cigarettes as against $10,034.81 in the same month of last year and $16,665,169.74 on small cigarettes in May as against $13,804,219.-21 in May of last year.

The bureau also collected taxes in May of this year on snuff of all descriptions totaling $605,570.61 as compared with $600,414.48 for the same month of last year. Taxes totaling $5,939,404.23 were collected on chewing and smoking tobacco as compared with $5,851,974.42 collected in May of last year.

Also in May, $76,907.56 was collected on cigarette papers and tubes as compared with $72,986.71 collected in May, 1922. The bureau collected also in May $1,171.93 on special taxes of manufactures of cigars, etc., as against $2,085.19 collected in the same month of last year and $2,108.39 was collected under repealed laws relating to tobacco in May of this year as compared with $1,575.01 collected in the same months of last year.—LAMM.

Cigarette Competition in Belgium

WASHINGTON, D. C., June 26—The competition in cigarettes in Belgium at present is extraordinarily keen, according to a report to the Department of Commerce from Consul G. S. Messersmith, Antwerp, and it is said that only a few of the larger companies are making money. Since the war the consumption has increased enormously and the Belgian manufacture has likewise expanded, so that the local production of low price and medium price cigarettes is sufficient to meet the local trade demands.

The average Belgian smoker wants a mild cigarette with the taste of Oriental tobacco. The largst sellers are made of tobacco from the Near East and some Chinese tobacco is also used. The taste for American cigarettes made of Virginia tobacco has steadily decreased, for it appears that they are too strong for the average Belgian smoker.

A small amount of expensive English and Egyptian cigarettes are sold in Belgium to a restricted class who can afford to pay the high prices. It does not seem possible for American cigarettes to compete at this time with cigarettes manufactured in the country, as the former have to pay not only the 12 francs per kilo import duty for manufactured tobacco, but before the cigarettes are taken out of the customs the internal revenue stamp has to be placed on each package by hand, while this is done by machinery in the Belgian factories. As the most popular cigarettes now sold in Belgium retail for one franc for a package of twenty (6 or 7 cents at present) the difficulty of introducing an American cigarette is apparent. —LAMM.

From Russian Black Sea Ports

WASHINGTON, D. C., June 27.—There have been several arrivals at Constantinople of tobacco shipments from Russian Black Sea ports since the beginning of this year, the most recent being one lot of about 660,000 pounds from Soukhous, according to a report received by the Department of Commerce, from American Consul Yoder, at Constantinople. These shipments are all from old stocks which have been stored for several years, and are not an indication that normal production has been resumed. Some of this tobacco is of the crop of 1918, and a good deal of it is of poor quality. The particular lot mentioned above is being shipped to Trieste for grading and storage, pending disposal. This tobacco was estimated by competent authority as being worth 70 piastres per kilogram, or about 20 cents per pound.—LAMM.

Purchases Leaf Tobacco

George Garve, manufacturer of the Punch cigar, of Toronto, Canada, was in New York early this week, making purchases in the local leaf market.

To Handle Georgia Crop

ATLANTA, Ga., June 23. — Three tobacco drying and steaming plants and six sales houses have been erected at a cost of approximately $600,000 along the Atlanta, Birmingham & Alabama railroad to handle tobacco this year, which, it is estimated, will be the largest in the history of the state. Early estimates place the production at 12,000,000 pounds. Nine markets will be operated to dispose of the crop.

Cigarette Production Gains

WASHINGTON, D. C., June 23.—Cigarette production in May was 5,556,494,-393, against 4,602,766,009 for May, 1922. Cigar output was 575,915,851 compared with 596,208,724 in May, year ago. Output of snuff was 3,264,281 pounds, against 3,235,636 and 32,996,629 pounds of smoking tobacco was manufactured, against 32,510,797 year ago.

From the Sunny South

R. L. Jordan, representing the Central Cigar & Tobacco Co., of Memphis, Tenn., is studying conditions in the New York leaf market.

JOHN E. HUGHES CO.
Incorporated
BRIGHT AND DARK
VIRGINIA
CAROLINA
KENTUCKY
CLARKSVILLE AND SPRINGFIELD
BURLEY
GREEN RIVER
OHIO
MARYLAND
TOBACCOS
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A. B. C., 4, 5 and 5th Improved
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BENTLEY-LIEBER
LEAF
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SCRAPS
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BRANCHES IN ALL IMPORTANT SECTIONS

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RANDOLPH MEADE & COMPANY
INCORPORATED
Leaf Tobacco Dealers
We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.
Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.
DANVILLE VIRGINIA

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WRIGHT-HUGHES TOBACCO CO.
INCORPORATED
LEAF TOBACCO DEALERS
ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLES UPON APPLICATION
WINSTON-SALEM, N. C., U. S. A.

Cable "Winleaf" Winston Salem, N C—Codes A B C 4th & 5th Editions Western Union
WINSTON LEAF TOBACCO & STORAGE CO., Inc.
Dealers in LEAF TOBACCO
Strips, Scrap and Stems. Complete Facilities
Order or Contract Samples Submitted on Request
WINSTON-SALEM, N. C., U. S. A.

Get the Trade News from Tobacco

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A. D. KEEN TOBACCO CO., Inc.
Successors to E. K. JONES & CO.
LEAF TOBACCO BROKERS AND DEALERS
Specializing in Old Belt, Virginia & Carolina Tobaccos
Full lines carried in stock. Samples on application.
Arnold's Code No. 5 Leiber's A. B. C. 4th & 5th Editions
Danville, Va.

Established 1818 Incorporated 1914

YEARS 105 YEARS

Manufacturers of EXPORT Tobaccos

PLUG —⁘— CUT TOBACCOS —⁘— TWIST

MACLIN-ZIMMER-McGILL TOBACCO CO., Inc.

PETERSBURG, VIRGINIA U. S. A.

Cable Address "Maczim"

Codes Used A B C 4th and 5th Ed. Libers Standard Bentleys

H. G. Whitehead W. P. Anderson S. H. Anderson

WHITEHEAD & ANDERSON

LEAF TOBACCOS

Commission Merchants and Exporters

If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.

WILSON, N. C., U. S. A. *The largest bright leaf tobacco market in the world*

Cable Address: "Dorothy" Codes A. B. C. 5th Ed., Arnolds No. 5, Western Union

Cable Address: Ragsdale-Smithfield

T. S. RAGSDALE COMPANY

Leaf Tobacco Dealers

ORDERS SOLICITED FOR LEAF STRIPS AND SCRAPS

Packed by Steam or Natural Season. Special Attention Given to Packing. Latest Proctor System.

SMITHFIELD, N. C., U. S. A.

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in LEAF TOBACCO

Strips, Scraps and Stems Samples submitted on request

WILSON, N. C., U. S. A.

Cable: Monk Codes: { Arnold's Nos. 5 & 15 / Western Union

A. C. MONK & CO., Farmville, N. C.

A Large Supply of Leaf Tobacco Always on Hand.

We buy all grades Bright Tobaccos, Virginias, Darks and Burleys, Steam and Natural Season. Samples Furnished.

Branch Factories: Wilson, N. C.; Wendell, N. C.; New Bern, N. C.

E. V. WEBB & CO. Cable "IRVINE," Kinston, N. C.

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT COMPLETE FACILITIES

CORRESPONDENCE SOLICITED SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

Cable Address: "CLARK" Code: "ARNOLDS NO. 5"

Largest Loose Leaf Tobacco Market in the World

W. T. CLARK & COMPANY

Established 1887

Dealers in All Grades Bright Leaf, Strips, Stems and Scraps

Packed for Export and Domestic Trade

We operate in North Carolina, South Carolina, Virginia and Georgia

Head Office: WILSON, NORTH CAROLINA, U. S. A.

Packing guaranteed. Samples submitted on application.

A. H. BUCHAN, President & Treasurer J. S. NEAL, Secretary

Cable DIBUCO, Mullins, S. C.

DIXON-BUCHAN TOBACCO COMPANY

Dealers and Exporters

VIRGINIA-CAROLINA TOBACCOS

Mullins, South Carolina

Louisville Tobacco Market Reports

LOUISVILLE, Ky., June 23.—The Louisville Tobacco Board of Trade reports the hogshead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to June 22

Warehouses	Week: Auction Sales	Week: Private Sales	Week: Total for Week	Year. Jan. 1, to date
Turner	...	...	...	792
Kentucky	116	3	119	6,442
Main Street	14	1	15	2,598
Planters-Farmers	200	2	202	7,787
New Tenth Street	83	...	83	3,005
Louisville	...	...	...	4,102
	413	6	419	24,726
Year 1922			662	43,823
Year 1921			701	37,399
Year 1920			255	32,257

Classifications of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	332	5	337
Dark	82	...	82
	414	5	419

Classification of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	7,767	14,660	22,427
Dark	1,741	558	2,299
	9,508	15,218	24,726

Classification of Sales to Same Da

	1922	1921
Burley	41,816	34,942
Dark	2,007	2,457
	43,823	37,399

Comparisons with Previous Ye

Sales—	1923	1922
Total sales of new crop to date	19,740	14,729
Sales of new crop to date. Original inspection	16,017	12,226
Rejections—		
Rejections this week:		
Burley	156	...
Dark	30	...
Total	186	91
Percentage of rejections to auction sales:		
Burley	47	...
Dark	38	...
Total	85	24
Rejections, Jan. - to date:		
Burley	4,998	...
Dark	398	...
Total	5,396	9,257
Receipts—		
Receipts this week	190	505
Receipts, Jan. 1 to date	17,367	26,637

Official Quotations at Louisville, June 22, 1923

	Burley: Dark Red	Burley: Bright Red	Burley: Colory	Dark Manufac
Trash (green or mixed)	7 to 8	8 to 9	9 to 11	to
Trash (sound)	10 to 12	12 to 14	15 to 17	4½ to
Common Lugs	12 to 14	14 to 16	18 to 20	5½ to
Medium Lugs	15 to 16	16 to 18	20 to 22	6 to
Good Lugs	18 to 20	20 to 22	22 to 25	7 to
Common Leaf (short)	12 to 14	14 to 16	18 to 20	8 to
Common Leaf	15 to 17	18 to 20	22 to 25	10 to
Medium Leaf	22 to 24	24 to 26	27 to 30	14 to
Good Leaf	26 to 30	30 to 32	32 to 35	18 to
Fine and Selections	35 to 40	40 to 42	42 to 49½	22 to

N. B.—Unsound or defective in condition, length or color, or mixed pac from 1 cent to 3 cents lower. F. E. BROCAR, Secretary.

Paducah Prospects

PADUCAH, Ky., June 23.—The movement of loose tobacco has been the lightest we have had since the season opened. The association receiving stations did very little receiving, in fact much less than they had expected. This is due largely to the favorable dry weather conditions and farmers are busy working in their crops. Another reason is that stocks are very low an greater part of the crop has be livered. Still we estimate that the several million pounds left in fa hands that will be delivered to t ceiving stations when they get tim their crops to do so. The quality week's receipts were generally common and low grades.

Most of the dealers through the try are winding up this year's and most of them will be throu

T. S. WILLIAMSON & CO., *Leaf Tobacco Dealers*

Orders and Contracts Solicited Samples on Application

DANVILLE, VA., U. S. A.

EASTERN AND OLD BELT TOBACC LEAF, STRIPS, SCRAP AND STEM

Cable Address: "SPENCER" ARNOLD'S CODES 5 and

uly 1, which is about the regular time or getting through.

The past week has been fair and hot, nd farmers have had the best opportuity that they have had at all for doing eneral farm work. The tobacco crop as generally been worked out and is in ood shape. I don't think I ever saw better stand or plants start off to grow- ig and looking any better than they do ow. The greater part of the crop has s much growth at this time as it has y the middle of July ordinarily. This eans with favorable weather conditions e will have an early crop and we hope good one.

As regards the acreage we think it is illy as large in this district as it was st year, and last year's was the largest at we have ever had, but the drouth of st summer cut the yield to where it as nothing like what we expected. Of ourse we can't tell what this year's ield may be or what the quality may be, ut with the favorable start the crop is etting, we should have one of the rgest crops that we have ever had.— V. B. KENNEDY.

Chapman Champions Cause of Burley Pool

NEW CASTLE, Ky., June 23.—Virgil hapman, of Paris, member of the Lexgton law firm of Franklin, Talbott & hapman, delivered a strong address to picnic crowd of several hundred enusiastic tobacco growers of Henry ounty at Port Royal today. In Henry ounty the Burley pool has a nearly 100 er cent sign-up. He was loudly aplauded when he congratulated the grows of Henry County on their loyalty to e association and the fact that they have anifested such a splendid spirit in sign- g the pooling contract. Being a toacco grower himself, Mr. Chapman oke principally from the standpoint of e grower.

The speaker began by recounting the cidents that led to the formation of the urley pool and gave his hearers a vivid ortrayal of the pathetic conditions which xisted throughout the Burley district at e time the 1920 tobacco crop was marted. He declared that the pool was orn of necessity because the 1920 crop as sold for little more than half of the ctual cost of production, and stated that is was due to the economic unsoundess of the old speculative auction sysm, under which every person who came contact directly or indirectly with the lant of tobacco, from the time the seed as put in the plant bed clear through e whole process of manufacturing, holesaling and retailing that tobacco, ade an adequate profit out of it except e farmer, who gave more than twelve onths of brawn and sweat to the prouction of his tobacco crop.

Mr. Chapman declared that many times e farmers of Kentucky, instead of enoying prosperity which was rightfully eirs, suffered want and woe, penury and overty, desperation and despair; that ey were face to face with a crisis and at the whole business fabric of the Burgy section staggered on the brink of fiancial ruin.

In this crisis forward-looking men and omen of Kentucky sought a new marting system, a plan which would be ound legally and sound economically, nd which would substitute intelligent, rderly merchandising for unintelligent peculative marketing.

He declared that the new system has urpassed the expectations of many of its ost sanguine and optimistic advocates ecause it has brought to the tobacco rowers of the Burley district the only wo successive years, except abnormal ar years, in the history of Burley toacco that the grower has received an verage of not less than 20 cents a pound r his tobacco, and the farmers of Kenucky are millions of dollars better off an they would have been but for the rganization of the pool.

He analyzed for his hearers the pooling ystem, showing that the contract has all f the features necessary to make a successful pooling enterprise. He declared at some of these features are the fact at it is a pool by commodity and not by ocality; that none but a bona-fide grower an become a member; that the contract is for a long term of five years and that there is a sufficient sign- up of growers to give the association control of enough tobacco to enable it to fix a satisfactory price to the grower. He stated that the internal pooling system by which the tobacco is divided into minor pools, according to grade and type, is the heart of successful co-operative marketing and that the system guarantees that every grower will receive the same price for the same grade and quality of tobacco.

Mr. Chapman lauded the social service idea which is now being carried out in various parts of the Burley district, declaring that the farmers need the co-operation of the women and children in making the pool a success, and added that there is something in the movement bigger and better and greater than the mere matter of dollars and cents, "because," he said, "this movement means stabilized markets and land value. It means a stable, general prosperity among the masses of our people who produce the wealth and pay the taxes. With great prosperity will come better living conditions among Kentucky people. It is a crusade for homes and firesides, for the women and children of Kentucky. We will have more comfortable homes and happier families, and that will mean law-abiding, peaceful, contented, God-fearing citizenry that will make old Kentucky stand where she rightfully belongs, in the forefront of American commonwealths."

Mr. Chapman closed by declaring that the key to success is united effort, declaring that we are living in an age of co-operation; that everything the farmer buys, from the cradle in which the baby is rocked to the coffin in which the grandfather is buried, is the product of co-operative, organized effort, and that if the farmers are to receive their fair proportion out of every dollar paid by the consumers for manufactured tobacco products they must organize and stand together in this great legal organization for their mutual interest and the welfare of their families.

Green River District Crop Shows Increase

OWENSBORO, Ky., June 23.—The new tobacco crop, estimated to be 110 per cent as compared to last year, is now about all planted in the Green River District. Excessive rains past week doubtless caused some damage to the young plants and in many instances weeds have gotten a good start and ground badly in need of cultivation. However, this has been largely offset by the good stand possible on account of continued raids, and a few clear days now promised will permit farmers to get fields in good shape.

While it is possible that estimates of acreage may vary when a more definite knowledge of the planting becomes apparent, yet we feel estimates of acreage planted in this district, as well as other districts named below, after a personal canvass and reports from dependable sources, will prove fairly correct.

As compared to last year we estimate the acreage planted in following additional districts to be a percentage as follows:

Henderson Stemming District, 90 per cent; Clarksville-Hopkinsville District, 100 per cent; Paducah or Western District, 100 per cent; Upper Cumberland District, 110 per cent; Indiana, 110 per cent.

The One Sucker District will have a somewhat increased acreage over last year, but this increase will be in Burley with the Dark acreage about the same as last year.

We now have packed a limited quantity of various grades of the 1922 Green River crop.—KENTUCKY & VIRGINIA LEAF TOB. CO.

Owensboro Outlook

OWENSBORO, Ky., June 23.—Fair, warm weather during the week has given an opportunity for much needed cultivation of the tobacco crop and this work has been pushed. Thus, I can report general conditions somewhat improved over previous report.—J. S. PHELON, Tobacco Broker.

HOPKINSVILLE, KENTUCKY, U.S.A.

THE LARGEST DARK FIRED TOBACCO MARKET IN THE UNITED STATES

HEADQUARTERS OF THE DARK TOBACCO GROWERS CO-OPERATIVE MARKETING ASSOCIATION

and where its general sales rooms are located. Here you can buy one hogshead of tobacco as cheaply as you can buy a million pounds.

Send your orders to your broker at Hopkinsville.

Also, millions of pounds of tobacco are marketed here each year by the independent growers by auction on the loose leaf floors.

INFORMATION GLADLY FURNISHED BY J. W. HANCOCK, PRESIDENT OF THE HOPKINSVILLE TOBACCO BOARD OF TRADE.

MAIL POUCH

The Tobacco that has maintained its

High Standard of Quality

For Over 40 years

THE BLOCH BROS. TOBACCO CO.
Wheeling, W. Va.



Dealers CAN NOW GET DILL'S BEST SMOKING TOBACCO THROUGH ANY REGULAR JOBBER

J.G.DILL CO.
RICHMOND, VA.
Manufacturers of HIGH GRADE SMOKING TOBACCO.

CABLE ADDRESSES { U. S. A.—Command, Owensboro, Ky. / ENGLAND—Invade, Liverpool.
ROSS TOBACCO COMPANY, (Incorporated)
(Formerly called ROSS-VAUGHAN TOBACCO CO.)
BUYERS, REHANDLERS AND REDRYERS OF
LEAF TOBACCO and STRIPS ON ORDER
FOR HOME TRADE AND EXPORT
Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.
British Offices—John Ross & Co., No. 27 King St., Liverpool, Eng.
FACTORIES—OWENSBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.
Buyers on all Hogshead and Loose Leaf Markets in Burley and Dark Sections

G. F. VAUGHAN TOBACCO CO.
BUYERS, REHANDLERS, REDRYERS OF
LEAF, STRIPS, STEMS AND SCRAPS
FOR HOME AND EXPORT TRADE
Samples Submitted. LEXINGTON, KY. Contracts Solicited.

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To Build New Receiving Stations

HOPKINSVILLE, Ky., June 25.—The Dark Tobacco Growers Cooperative Association, through the Building Committee will open bids on July 2 for the construction of three new receiving stations.

The three houses will be erected at Auburn, Smith's Grove and Clarksville, Tennessee. At the first two places the houses will be approximately 150 x 200 feet in size.

The structure at Clarksville however will be larger, measuring 270 x 212 feet and covering an entire city block. Plans and specifications for the three buildings are on file at the offices of the Association at Hopkinsville.

All the houses will be in strict accordance with the latest and most approved ideas of tobacco warehouse construction. They will be amply lighted so that even on dark days the graders can examine the tobacco intelligently. The matter of convenience in arrangement will also be given particular attention, with driveways for the wagons to enter and stand while being unloaded and everything designed to handle the tobacco in the shortest possible time and to the best advantage. The equipment of each house will be complete for the purpose of handling the tobacco, and having it graded, as speedily as possible.

Some of the houses will have prizing plants, or space therefore, in connection and will serve the triple purpose of receiving house, prizing house, and storage house.

In the season just closed the Association work was considerably handicapped in several places by the inadequacy, faulty arrangement, poor location or lack of equipment, and this added to the cost of handling the tobacco. Next season the Association will be in much better position in this respect.

All of the construction work will be under the supervision of Fred Manley, of Knoxville, Tennessee, who has been employed as permanent architect and who has opened his office in the headquarters building here. Mr. Manley has had much experience in erecting tobacco warehouses.

The Association will announce plans for other construction work later. The building schedule is in the hands of the Committee which, in turn, receives its instructions from the Board of Directors. At all points where houses are to be erected a certain amount of warehouse stock has been subscribed to by the community. At the end of five years this stock will be retired and the farmers will own the property.—PRESS SERVICE INFORMATION BUREAU.

Ohio Cigar Leaf Growers Seek Co-op Pointers

LEXINGTON, Ky., June 23.—R. H. Elsworth, of the national department of agriculture, and O. L. Cunningham, county agent at Dayton, Ohio, were visitors to the offices of the burley co-operative this week. Mr. Elsworth came from the division of agricultural co-operation to look into the operations of the big burley association and Mr. Cunningham to obtain information that will be of use to the growers of Montgomery and surrounding counties in Ohio in the organization of the co-operatives they are forming to handle the cigar types of tobacco produced in that section of Ohio.

Burley Association Sells Warehouse

The Farmers' Union of the Pendleton county purchased a warehouse of the Burley Tobacco Growers' Co-operative Association, sold at auction at Falmouth Tuesday for $5,000. Four lots, from which one of the warehouses not needed by the association had been removed to another location, brought $4,000.

Ralph M. Barker, director of warehouses of the association, said the property brought a good price. The s was the first of a series which wil held through the summer until all surplus real estate of the associa estimated to be worth between three four hundred thousand dollars, has disposed of.

French Tobacco Held Be Tax-Free

FRANKFORT, Ky., June 22.—Tob owned by the French Republic and sessed in Jefferson County was not ject to taxation, the Court of Ap ruled today in an opinion by Judge ers Clay, reversing the judgment o Jefferson Circuit Court.

In 1918 the French Republic had $ 707 worth of tobacco stored in w houses in Jefferson County. None o tobacco was purchased for sale in country, and subsequently it was se France. The Board of Supervi which brought the action, claimed th bacco was not held for public purp but that it was the property of Franch Republic "in its private cap as a trading corporation."

The opinion held that the assessir such property "is clearly opposed t spirit of international amity, w should prompt every nation to guard protect the property of all other na that happens to be temporarily withi jurisdiction, without levying a tribut that purpose."

May Productions

WASHINGTON, D. C., June 26.—T were 575,915,851 large cigars man tured in May as compared with 569 724 manufactured in the same mont last year, according to a statement made public by the Bureau of Int Revenue.

The bureau's figures also show th May of this year 45,550,027 small c were manufactured, as compared 56,503,200 for the same month of year.

In May of this year there were 1 243 large cigarettes manufacture against 1,393,124 for May of last and in the same month of this year were 5,554,990,050 small cigarettes m factured, as compared with 4,601,37 manufactured in the same month o year.

The bureau's figures also show th May of this year there were 3,3 pounds of snuff manufactured, as a 3,335,636 pounds manufactured in M last year. Also in the same mon this year there were 32,996,629 poun tobacco manufactured, as compared 32,510,797 pounds manufactured i same month of last year.

The bureau has also issued fi showing the manufacture of tax pa bacco products in Porto Rico for In May of this year 16,421,140 lar gars were manufactured in Porto as compared with 10,040,785 man tured in the same month of last The figures show that 2,000,000 cigars were manufactured in May o year, as against 800,000 for the month of last year. Also 49,500 cigarettes were manufactured in M this year, as compared with none year and 83,500 small cigarettes manufactured as against 40,000 for of last year.

Production of Philippine tax pa bacco products for May have also made public by the bureau.

In May 16,059,462 large cigars manufactured in the Philippines, as pared with 14,088,344 for May o year. No large cigarettes were m factured this year, while 600 were m factured in May of last year. Th reau's figures show that in May small cigarettes were manufacture compared with 33,520 for May o year, and 62 pounds of tobacco were ufactured as compared with 172 p for the same month of last year.—L

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urley Co-operative Men Speak in Indiana

URORA, Ind., June 24.—President and eral Manager James C. Stone last t answered satisfactorily to the rers who attended a meeting at the ic library every question asked of by a number of members who de- l information as to the affairs of the ciation. Mr. Stone spoke for an and a half and then discussed with growers plans and policies for an- r hour and a half, and it was not after 11 o'clock that he left ora for Cincinnati on his way back exington.

sides Mr. Stone, the speakers at ora were former Director Everett lure, who himself asked a number uestions relating to the association's rs; Charles Boyd, a grower for y years, who declared the "associa- is the thing for us," and that the -up ought to be 100 per cent; Fred ins, a grower, who told of an offer a speculator for his crop much er than what he probably would ve when he has all his money on 1922 crop, and J. Sherman Porter, r of the *Burley Tobacco Grower,* declared that many of these offers speculators in Indiana, as in other s of the Burley district, were not -fide offers for the crop at all, but osely pitched higher than the prob- market, so as to dissatisfy the as- ution member after the delivery of crop.

was brought out in the discussion statements that outside growers re- d more for their 1921 crop than e in the association were not true, that no one could tell which re- d the most money for the 1922 crop it is all sold and the money paid he growers. This they were ad- l to wait for before jumping at the lusion that the outsiders would get e than they for their 1922 crop.

Spoke to Crowd at Brookville

Brookville, in the afternoon, Mr. e addressed a large crowd in the nklin county courthouse, assuring n that action against contract break- in Indiana would be taken soon and he had the opinion of reputable at- eys that proceedings could be taken r the law of contract in Indiana, rdless of the failure of the co-opera- marketing act, which Governor Mc- r vetoed.

H. Senour, president of the Frank- County National Bank and a director he Farm Bureau Federation of In- a, presided at the Brookville meet- and R. L. Tilton, for many years a houseman and buyer of tobacco in section and a member of the asso- on himself, presided at Aurora.

It was the general opinion of growers that Mr. Stone had helped conditions considerably in Indiana by his very frank statement of facts and his reasons for certain actions by the association in regard to its finances, which had been the subject of discussion in Indiana. His explanations of these matters were conclusive and convincing and one enthusiastic member voiced what was regarded as the sentiment of the growers generally, when he declared: "We've got the right man in the right place in that man Stone."

Mr. Stone will return to Indiana next Saturday for two meetings, one at Madison in the afternoon and one at Vevay at night. He will return to Lexington Saturday night.

To Meet July 1

The regular meeting of the board of directors, scheduled for Wednesday, July 4, has been set forward three days and will be held on July 1, so as to avoid the holiday. All the members of the board have been notified to be in Lexington on the first instead of the fourth.

Says Burley Plans Apply to Ohio Cigar Leaf Clause

DAYTON, Ohio, June 23.—Operations of the big tobacco growers' association centering at Lexington, Ky., was described for the benefit of Madison township growers and farm bureau members Wednesday night by O. L. Cunningham.

Mr. Cunningham returned to Dayton late Wednesday afternoon after two days inspection of the large warehouses at Lexington and other tobacco centers in nearby counties. The warehouse situation and burley tobacco outlook in Kentucky were given special attention by the Montgomery county farm agent.

At the meeting of the Madison township bureau, which was held in the high school building at Trotwood, Mr. Cunningham set out in detail the accomplishments of the Kentucky growers, who have one of the best tobacco marketing organizations in the country. The methods he outlined as a result of his trip, made in the interests of the Miami Valley Tobacco Growers' Association, are all applicable to the Miami Valley organization, he said.

Mr. Cunningham will present results of his investigation before the other township bureaus at meetings in the next few weeks.

Reports of project leaders were offered at the Madison township meeting, which was the regular monthly session.

In Nutmeg State

Sidney Oelbaum, of Isaac Meyer & Co., is spending the week in Connecticut, in the interest of his company.

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Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

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Cigars from Cuba

S. S. Orizaba —*June 20*

	Cases
Grosvenor Nicholas & Co.	12
Park & Tilford	14
B. Wasserman Co.	9
Stearn Co.	2
Faber, Coe & Gregg	35
Charles & Co.	12
United Cigar Stores	13
M. J. Dalton & Co. (Philadelphia)	8
L. G. Drescher & Co.	1
J. B. Moos & Co. (Cincinnati)	2
A. J. Billin & Co.	2
Benson & Hedges	3
Schwarz & Son (Newark)	6
D. A. Schulte	9
I. Kaffenburgh & Sons (Boston)	2
C. B. Perkins & Co. (Boston)	6
R. J. Seidenberg & Co. (Buffalo)	5
D. Frank Co.	1
Estabrook & Eaton (Boston)	2
T. H. Hart & Co.	1
H. M. Schermerhorn	2
Alfred Dunhill	4

S. S. Ulua —*June 25*

Park & Tilford	5 cases

Tobacco from Cuba

S. S. Orizaba —*June 20*

	Bales
Friend & Co.	14
M. Vega	5
E. Rosenwald & Bro.	287
M. Schwarz	20
Selgas & Co.	140
Lichtenstein Bros.	116
J. F. Mayer & Co.	5
Hinsdale, Smith & Co.	100
	Barrels
Selgas & Co.	14
American Cigar Co.	68
R. Corsa	4
Maurice Winter & Co.	10
E. P. Cordero & Co.	30
Stern-Mendelsohn Co.	22
M. Schwarz	99
Waitt & Bond (Newark)	162
Ernest Ellinger & Co.	10
H. Oppenheimer & Co.	35
S. Ruppin, Inc.	35
To Order	32
	Packs
Telegrafo Cigar Co.	12
Friend & Co.	5
Stern-Mendelsohn Co.	8
G. H. P. Cigar Co. (Philadelphia)	200
Bayuk Bros. (Philadelphia)	31
M. Schwarz	14

Cigars from Porto Rico

S. S. Ponce —*June 20*

	Cases
Porto Rican American Tob. Co.	523
United Cigar Stores Co.	303
Infanzon & Rodriguez	20
Royal Bank of Canada	1

S. S. Caracas —*June 23*

	Cases
Porto Rican American Tob. Co.	115
United Cigar Stores Co.	80

Tobacco from Porto Rico

S. S. Ponce —*June 20*

Hamburger Bros. & Co.	11 bales
	Barrels
I. Dupont	74
M. A. Andre	67
Hamburger Bros. & Co.	49
Thevskens & Shaw	35
M. Lopez & Co.	20
American Cigar Co.	612
E. Rosenwald & Bro.	33
N. Rodriguez	10
Joseph Holzman	40
Max Gans' Sons	5

S. S. Caracas —*June 23*

	Bales
Max Gans' Sons	15
L. Hirsch	3
Rosenstadt & Waller	34
Selgas & Co.	52
Stern-Mendelsohn Co.	20
	Barrels
Max Gans' Sons	37
L. Hirsch	50
Rosenstadt & Waller	96
Selgas & Co.	135
Stern-Mendelsohn Co.	175
To Order	158
Hamburger Bros. & Co.	
American Cigar Co.	

Tobacco from Rotterdam

S. S. Ryndam —*June*

Manus, Muller & Co.	
Irving Nat. Bank	
W. O. Smith & Co.	
D. Dreux, Inc.	
H. Duys & Co.	
Cullman Bros.	
E. Rosenwald & Bro.	
Joseph Holzman	
C. J. Waxelbaum & Co.	
A. Bornholdt & Co.	
Herzog & Sarluy	
Marklond & Reed	
L. Schmid & Co.	
W. Van Doorn	
W. Van Doorn	
A. B. Newman & Co.	
To Order	
W. Van Doorn	303

Cigars from Manila

S. S. Ixion —*Jun*

H. W. Peabody & Co.	
American Express Co.	
F. E. Childs & Bros.	
C. G. Wilson, Inc.	
To Order	

Tobacco from Manila

S. S. Bolton Castle —*Jun*

International Banking Corp.	6(

S. S. Ixion —*Jun*

Bondheim & Hochreuther	
S. J. Freeman & Sons	
Determan & Co.	
Tampa Cigar Co.	
S. Frieder & Sons	

Tobacco from Canton

S. S. Slavic Prince —*Jun*

Arnhold Bros.	5(

Tobacco from Australia

S. S. Trekieve —*Jun*

British-American Tob. Co.	62

Tobacco from Liverpool

S. S. Cedric —*Jun*

A. Oppenheimer & Co.	7

Tobacco from London

S. S. Menominee —*Jun*

American Tobacco Co.	10
Metropolitan Tob. Co.	

Tobacco from Southampto

S. S. Berengaria —*J*

R. F. Downing & Co.	2

Tobacco from Bremen

S. S. Yorck —*Jun*

J. H. Goetze	

Tobacco from Bremerhave

S. S. President Roosevelt —*Ju*

Universal Leaf Tobacco Co.	4

Cigars from Jamaica

S. S. Port Antonio —*Ju*

American Tobacco Co.	(

Cigarettes from Liverpoo

S. S. Baltic —*Ju*

American Tobacco Co.	

Cigarettes from Southampt

S. S. Berengaria —*J*

R. F. Downing & Co.	
Kronfeld, Saunders & Co.	

Cigarettes from London

S. S. Menominee —*Ju*

Hoole Service Co.	

Cigarettes from Antwerp

S. S. Lapland —*Ju*

Galba Cigarette Co.	

Cigarettes from Hamburg

S. S. Reliance —*Ju*

Manufacturers' Trust Co.	5

Cigarette Paper from Le Havre

SS. *Liberty* —*June 23*
& Frank Co.....160 cases
SS. *Paris* —*June 23*
inson Bros. Co.....5 cases

Cigarette Paper from St. Nazaire

SS. *Collamer* —*June 23*
Cases
auduit Paper Corp..... 336
olds Tobacco Co..... 600

Cigarette Paper from Bordeaux

SS. *Collamer* —*June 23*
Cases
ican Tobacco Co..... 850
man & Stanch..... 9

Cigarette Paper from Marseilles

SS. *Skipsea* —*June 23*
rder .....25 cases

Cigarette Paper from Genoa

SS. *America* —*June 21*
Spiegel & Sons Co.....26 cases
SS. *Conte Verdi* —*June 25*
Spiegel & Sons Co.....79 bales

Briar Pipes from London

SS. *Menominee* —*June 22*
Drug Co.....1 case

Briar Pipes from Southampton

SS. *Berengaria* —*June 22*
Dunhill.....3 cases

Briar Pipes from Le Havre

SS. *Suffern* —*June 25*
Murray Hill & Co.....23 cases

Briar Pipes from Hamburg

SS. *Manchuria* —*June 19*
Cases
Capaport & Co..... 1
Oppenheimer & Co..... 1

Clay Pipes from Rotterdam

SS. *Ryndam* —*June 23*
Newman & Co.....6 cases

Smokers' Articles from Southampton

S. S. Berengaria —*June 22*
F. Murray Hill.....12 cases

Licorice from Hamburg

S. S. Manchuria —*June 19*
F. W. Mead & Co.....523 bags

Licorice from Marseilles

S. S. Skipsea —*June 23*
To Order .....25 cases

Licorice from Messina

S. S. Ansaldo VIII —*June 23*
To Order .....120 bales

Licorice from Tarragona

S. S. Skipsea —*June 23*
H. Utard .....250 cases

Gum Tragacanth from London

S. S. Menominee —*June 22*
To Order .....10 cases

Gum Tragacanth from Constantinople

S. S. Ossa —*June 23*
A. D. Isbetcherain.....8 bags
A. D. Isbetcherain.....2 cases

Briar Wood from Leghorn

S. S. Giovanni Floria —*June 23*
Fidelity Int. Trust Co.....791 bags

Tobacco Mats from Banjoewangi

S. S. Bali —*June 21*
American Bluefriesveem.....125 barrels

Tobacco Raising in Ozarks Getting More Attention

MONETT, Mo., June 23.—Tobacco growing as a permanent industry is now definitely established in the Ozarks, according to W. L. English, supervisor of agriculture of the Frisco lines, who calls attention to the fact that several demonstration farms have been established in this territory and that the value of Ozark grown tobacco has been so well established that there can be no question of its prominence as a crop of real worth.

Tobacco growing demonstration fields have now been established at Monett, Springfield, West Plains, Republic, Cassville and Aurora, and next year others will be established; among these, a large one at Joplin.

Ozarks Well Suited

At a number of these points, the business men have financed the demonstration fields and have so arranged affairs that the growers may obtain plants at a nominal price. White Burley has been proven the most hardy and best flavored of tobacco grown in this territory, and it is this variety that is being planted. The six-acre demonstration farm at Monett is proving very successful. The tobacco is planted in rows, three feet and six inches apart, while the plants are set eighteen inches apart. About 11,000 plants to the acre are being grown in this way.

The tobacco plants grown in Monett district are of an especially fine grade and the fields are all set. The business men of Monett have employed an expert from the tobacco district at Weston, Mo., and this man has entire supervision of the demonstration and also assists growers in getting the right start. Dr. E. E. Corlis, of the Weston Tobacco Co., is also representing a number of large tobacco factories of the east and is of the opinion that the Ozark territory offers better opportunity for growing good tobacco than any other section in the United States.

Joplin District Favorable

It is expected that warehouses will be erected next season at some point in the Ozarks where tobacco will be graded, displayed and sold at auction. "The industry is a permanent one," said Mr. English, "and there will be thousands of acres planted next season. Ozark tobacco last season topped the market. There is an unlimited amount of territory around Joplin well adapted to the growing of tobacco and an effort for commercial acreage should at once be commenced in that section. It has been shown that the Ozark lands will produce from 800 to 1,200 pounds of tobacco an acre and some of the Ozark tobacco last season brought as high as 42 cents a pound, while the average price was 26 and 9-10 cents a pound, a price which can be raised with constant cultivation and care of the plants such as should be given."

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Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: FLORIN, PA.
Correspondence Solicited.

Write Us if you need
PENNSYLVANIA
Correspondence Solicited
Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

W. K. Gresh & Sons
NORRISTOWN, PA.
Manufacturers of
The MEDITATION Cigar

PENNSYLVANIA TOBACCO
All Lancaster County Grown
The Cream of the Rich Northwest Section
MT. JOY FARM PRODUCTS CO., Inc.
Co-operative Packers and Jobbers
MT. JOY, PENNSYLVANIA

YORK TOBACCO CO.
LEAF TOBACCO
South Sherman St. YORK, PA.

CIGAR FACTORY EQUIPMENT
CIGAR MOLDS
CIGAR MACHINERY
SUCTION TABLES
BUNCHING MACHINES
SCRAP CUTTERS
TOOLS AND SUPPLIES
THE MILLER, DUBRUL & PETERS MFG. CO.
CINCINNATI, OHIO.

Pennsylvania Tobacco Market Holding Interest

Activity Following in Wake of One of Most Lively Early Seasons Ever Known Among Local Buyers—Cigar Leaf Has Shown Decided Upward Trend—Standard Grades Desired

LANCASTER, Pa., June 25.—Continued activity in the Lancaster tobacco market is following in the wake of one of the most lively early seasons that has ever prevailed among local buyers. Interest in Pennsylvania cigar leaf has shown a decided upward trend within the past several weeks and has given life to what is ordinarily the slowest period of the tobacco year.

Low grades and the small stock of 1921 which is still in the hands of the packers have been the scenes of the buyers' latest operations. Independents report quite an inquiry for fillers and say that some prospective customers also show an interest in binder tobacco. The stock of fillers yet unbought may be discounted as negligible in their effect upon the general market, as most of this type of tobacco was absorbed in the early season rush on the Pennsylvania market.

Demand for Filler Tobacco

The demand for filler tobacco may be met, it was stated, by one of the large packers this morning, by the large amount of leaf damaged by "black rot" which will be on the packers' hands after the summer sorting is completed. Fairly accurate estimates place the amount of damage at from 10 to 15 per cent. All of this damaged tobacco is very good in quality with the exception of that part which has been affected by the rot, and packers are of the opinion that it would serve excellently as fillers.

Not Much 1921 Left

No more than a few thousand cases of 1921 tobacco are on hand and, while this remaining stock of old leaf is not of the highest grade, it is sufficiently good to warrant tentative offers from manufacturers' representatives who have been looking it over within the recently past weeks. Considering the quality of the leaf, the prices, while not on a par with those paid last fall, are fairly satisfactory.

The condition of the oncoming crop is very good; the larger percentage of last year's tobacco has already been contracted for, the remaining stock, both old and new, seems to have plenty of bidders who are anxious to buy and the market at the present time, normally slow, shows every sign of a good, healthy condition. Altogether, the entire Pennsylvania tobacco industry, from the "share farmer" to the large packer and manufacturer, is in as flourishing a state as the most optimistic might desire.

Standardization Agitation

In recent years there has been considerable agitation among the progressive packing element for a standardization of tobacco grades. Under the U. S. Warehouse Act the standardization of the form, grade or condition of tobacco is left to local authorities with the following regulations:

"Until such time as official standards of the United States are in effect, the form, grade or condition of tobacco shall be stated as far as applicable either in accordance with standards adopted by any tobacco organization or by the tobacco trade generally, or in accordance with any standards approved for the purpose."

Under the provisions of this Act the Bureau of Agricultural Economics, the U. S. Department of Agriculture, the Pennsylvania Bureau of Markets and the Pennsylvania Department of Agriculture have been co-operating to carry on the work in this state. Tentative grad lengths have been established and th tobacco trade, working in conjunctio with these bodies, are considering tenta tive constructive plans for formulatin grades.

Exhaustive Study Required

The undertaking requires, particularl in the case of cigar leaf tobacco, th most painstaking and exhaustive stud of conditions affecting the tobacco in dustry, and government officials workin on the task are emphatic in declaring tha the local tobacco trade as a whole ha not only endorsed the work but is als actively co-operating in it. The Lar caster Leaf Tobacco Board of Trade ha gone on record as being strongly i favor of any move to formulate grade for Pennsylvania tobacco and signifie their willingness to lend assistance i the work. Several of the larger Lar caster packers have gone ahead on the own initiative and are using the grac lengths recommended by the governmen

"Grading Up" Custom

The usual custom in grading tobacc is to "grade up." For instance, all th seedleaf grading over 18 inches will b listed as 20 inch tobacco, all the seedle grading over 20 inches will be listed a 22 inch and so on. Packers who ar working for the standard grades a adopting the government regulatio which call for the use of "down gra ing," and which make their crops a pear shorter than is the case when cor pared with the other system. In "dow grading," all of the seedleaf over inches is included in the 18 inch cla instead of the 20. It is hoped that wi the close co-operation of the tobac trade the federal and state authoriti will, in the near future, be able to p Pennsylvania tobacco on a good stan ardized form, condition and grade bas —KEYSTONE.

York County Activities

Rain Much Needed

YORK, Pa., June 25.—The exceedin warm wave of last week brought drouth throughout Pennsylvania a many crops suffered injury for want moisture. First reports were that da age had been wrought to young toba plants in the tobacco growing sections York county. The truth in the matter that York county tobacco growers not alarmed, as up to this time but lit tobacco has been set out in the fields this county. It may be that the L caster county tobacco has been dama to some extent, as it is usually tra planted three to four weeks earlier th that of York county. The transplant of the York county tobacco follows af haymaking or about the latter part June, according to your corresponde informant. At present the toba plants are still in the beds, where th are carefully tended by the grower a watered and weeded daily.

Seek Better Transportation Facilit

Cigar manufacturers, whose plants located in this city, were among York delegation that appeared at hearing on June 21 at Harrisburg fore the state public service commiss of the application of the York Mo Express Co., composed of A. E. Fis

D. DREUX, Inc.
Successors to Wm. Quanjer, Inc.
Importers of Sumatra and Java Tobacco
Telephone John 2799 136 Water Street, New York



Little Trooper 5c

SUPERIOR VALUES

A better "Little Trooper" Cigar is now being made by us in Invincible short filler and Londres long filler, selling for 5c.

The Worthington is a high grade product in Invincible shape, Sumatra wrapped, Havana mixture, selling for 8c.

Made to Sell and Please Smoker

We make only good cigars

Jobbers and Dealers, Write

G. & I. CIGAR COMPANY

Windsor, Pa.



Worthington 8c 2 for 15c

and Lester H. Reidel, for the right to operate between York and Philadelphia as a common carrier of freight. The demands of the local manufacturers for better service between the two cities, it was stated, are opposed by the Pennsylvania Railroad. R. E. Gephart, secretary of the Manufacturers' Association of York, gave the service proposed by the applicant his endorsement and declared that numerous complaints of the service between the two cities had been received and that they concerned both freight and express shipments. Raymond Goodling, who is connected with the local factory of Otto Eisenlohr & Bros., Philadelphia, also testified, among a number of other shippers, in favor of the proposed motor service. No decision has yet been rendered on the application.

Featuring Havana Cadets

Karl Ort, the York aviator who is flying the airplane for the Manchester Cigar Co., in its advertising campaign of the Havana Cadet, the popular 5-cent smoke which is being turned out by the local cigar manufacturing company, left on June 20 on a 10-day trip, which included Reading, Allentown, Easton, Wilkes-Barre, Williamsport, Altoona and other points in eastern Pennsylvania. He will make flights over all these cities distributing samples and advertising literature of the Havana Cadet. The Manchester Co. reports business excellent and the future outlook particularly bright.

The largest factory building in Red Lion, owned by D. Frank Kaltreider, and occupied until several months ago by Otto Eisenlohr & Bros., of Philadelphia, has been leased to the General Cigar Co. It is a three-story brick structure and has room for 150 to 200 employes.

The cigar factory of C. E. Bair & Co., Wrightsville, which had been operating only three days a week, went on full time last week.

The factory of the General Cigar Co. at Spring Grove now employs 80 or more cigarmakers and other workmen. The company is reported to have sufficient orders booked to have the plant operating full time for many months.

Ground has been staked off in Red Lion by Chauncey F. Deller, the Dallastown contractor, for a modern dwelling for Charles A. Rost, tobacco manufacturer of Red Lion. The house will be of large dimensions and will include a garage as part of the dwelling. It will be the most modern in construction of any dwellings in Red Lion and will cost approximately $40,000.

In celebration of the 42nd birthday anniversary of Mrs. John F. Reichard, wife of the proprietor of the Manchester Cigar Co., this city, a pleasant social was held at the Reichard home, 1401 East Market street. Mrs. Reichard was the recipient of many useful and valuable presents, consisting of silverware, cut glass, linens and money.

Supervises Packing

Richard Baum, of J. Cohn & Co., is still in Porto Rico, purchasing tobacco for his company, and supervising the packing.

In New Offices

Pedro Costa, leaf dealer and packer of Porto Rican tobacco, is now installed in his new offices at 162 Front street, where he occupies light, convenient quarters on the first floor. He has received word from his brother, Artura Costa, in charge of their Porto Rican interests, that they now have about 3,500 barrels of tobacco on hand. The first shipment of the new crop is due about the middle of July.

Inspecting Local Market

D. H. McCarthy, of H. Fendrich, Inc., is spending the week in New York, inspecting offerings in the local leaf market, and conferring with William Quanjer, of the Fendrich leaf department.

Baltimore Market

Prices Range Higher

BALTIMORE, Md., June 21.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND.—Receipts this week were 481 hogsheads, against sales of 544 hogsheads. Prices were higher on practically all grades.

Since January 1, receipts this year were only 3,471 hogsheads, or about 10 per cent of the crop, and which is a much smaller percentage than usual.

OHIO.—Receipts 20 hogsheads, sales 14 hogsheads.

Association Data

The Leaf Tobacco Association of Baltimore City, issues these statistics for the week ending June 20:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date	Same 1922
Maryland	503	4,209	4,712	3,471	3,992
Ohio	20	304	324	256	221
Total	523	4,513	5,036	3,727	4,213

Reinspections this week: Maryland, 22; to date, Maryland, 1,241; Ohio, 68.

Deliveries

	Maryland: Coastwise and Domestic	Maryland: Foreign	Maryland: Total	Ohio	Total
This week.	235	10	245	...	245
Previously..	1,918	7,815	9,733	1,031	10,764
	2,153	7,825	9,978	1,031	11,009

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1.....	9,590	3,025	12,615
Receipts since.....	3,471	256	3,727
	13,061	3,281	16,342
Delivered since....	9,978	1,031	11,009
Stocks today.....	3,083	2,250	5,333

Sales

	Maryland	Ohio	Total
This week.....	544	14	558
Previously	3,292	811	4,103
Totals	3,836	825	4,661

CIGAR LABELS



CIGAR BANDS

HIGHEST QUALITY SPECIAL PROCESS

Sole Distributors for

New Model Cigar Banding Machines for Ungummed Bands

WM. STEINER, SONS & CO.

257 West 17th Street New York



Thomas Nelson

A Cigar of Quality

10c

and up

FIVE SIZES

Corona, Invincible, Perfecto, Perfecto Sublime & Panatela.

H. J. ROTH CIGAR MFG. CO.

BAIR, PA.



THE chief consideration of the cigar smoker is quality and value. The remarkable demand for Bayuk Products proves it. The man that sells them knows.

BAYUK BROS., Inc.

Originators of the
BAYUK INIMITABLE BLEND AND
BAYUK INCOMPARABLE BRANDS
PHILADELPHIA

New York, 119 Lafayette Street Phone Franklin 3166

MARSHALL FIELD

NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets *Philadelphia, Pa.*

LA PALINA

IT'S JAVA WRAPPED
CIGAR

Ask your jobber for the new and beautiful La Palina window display material. Nothing like it has ever been offered to cigar dealers.

More than one hundred and fifty million sold yearly

CONGRESS CIGAR COMPANY
Philadelphia

Philadelphia Sees Continued Cigar Improvement

Increased Imports Confined Mainly to Larger Manufacturers —Gain in Sales During Past Week Was for "Vacation" Goods and for Replenishing Regular Retail Stocks.

PHILADELPHIA, June 26. — Continued improvement in the cigar manufacturing industry, which, however, never was dull for the big producers having national distribution, and which at its quietest times was merely a slight reaction of temporary nature from the unusual activity of the earlier months of the year, was the outstanding feature of the week. Just as the real business of the past half year was concentrated in the plants of the big producers, so, too, the additional impetus of the last week was restricted to them.

The gain noted during the past week is attributed not only to extra buying for special occasion of the vacation period, but as well to general buying by distributors and also by retailers to replenish their shelves. Apparently some of these bought more heavily in January, February and March than conditions then existing really justified. That resulted in the period of pause along in April and May. Now the market seems to have absorbed all of the earlier commitments and is ready for a new supply.

Confidence of the buyers is shown by the fact that despite their earlier experiences in over-buying they are again placing large orders because of the inviting prospect for the future.

Better Conditions in Leaf Trade

Better conditions are reflected in the leaf dealers' experiences. They report buying as having picked up considerably all along the line during the last week or so. High prices continue firm in Pennsylvania, Porto Rico and Sumatra and with no signs of weakening. Offerings are not large yet, but an increase is anticipated shortly. Samples of the new crop of Porto Rico are in the market, and while they are higher in price than a year ago they are regarded by the dealers of better quality. Deliveries will be made the latter part of July or early in August.

Retail trade in the city is not quite as good as the manufacturing is in the big plants. State business is growing and is regarded as generally satisfactory.

Congress Increasing Production

Although the executive offices of the Congress Cigar Co. will not be removed from present headquarters to its mammoth new home at the southwest corner of Third and Spruce streets, production at the rate of 40,000 per day is already being secured from the comparatively small body of hands which has been accommodated in the new building. Artisans are rushing it to completion. Only the finishing touches still remain to be done. The Congress headquarters recently enjoyed visits from Abe Sauber of Clafter & Sauber, Youngstown, Ohio; Walter Sutter of Havana, Cuba, and George Kraus from the New York office. William S. Paley is on a trip to Chicago. Willis A Andruss, sales-manager has returned from a swing through New England. All the members of the firm are now commuting to the shore.

Seeking More Factory Facilities

An additional factory is being sought by Allen R. Cressman's Sons in order to keep production up with orders. In addition to the headquarters factories on Third street, Philadelphia, the firm maintains branch factories in Camden, Allentown and Bethlehem and a warehouse in Lancaster.

El Producto Activities

On the return during the week to the Philadelphia headquarters of Salesmanager Frank T. Will and Benjamin L. Grabosky of the G. H. P. Cigar Co., Third and Brown streets, there was announced the appointment of Harry P. Stamm as manager of the newly opened Detroit distribution branch at 2130 Grand River avenue. The new distribution offices and stock rooms will be directly under the supervision of the G. H. P. Co., its former distributor, J. L. Marcero & Co., having been obliged, through the ill health of Harry Bumps of the Cigar Department, to discontinue the cigar department, a contributing factor being the increase of the firm's candy department. The new offices will take care of the needs for Detroit and environs and will carry a large stock on hand for the speeding up of service in the locality.

Extensive alterations are being made to the property at 24 South Second street, but the retail business of Benjamin Kane, which occupies the first floor, is being continued with little interruption.

Extending Box Factory Equipment

Extreme necessity for increased production is being experienced by Monroe Jarrett Sons, cigar box manufacturers, Randolph and Jefferson streets, and to secure it there is being continued the extensive installation of new equipment.

AMERICA'S FINEST LABELS

GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request.

H. J. FLEISCHHAUER
68 No. Fourth St., Phila., Pa.

Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N. Y.

One of the latest units to be added is the automatic Hooper Wood Printing Press for printing on boxes. A 100 per cent increase of labeling output has been secured through the installation of several automatic and specially constructed machines, each of which works as speedily as five girls. An increase in the printing has been attained, the gain being estimated at 300 per cent. Production is now at 50,000 boxes per week.

Bayuk Visitors

Headquarters visitors of the week to Bayuk Brothers, Third and Spruce streets, included Thad W. Griffin, Virginia and Carolina representative; A. B. Creech, representative in Texas, who ran up from his home in Greensboro, N. C., on a vacation trip, and George A. Memyss, representative in the New England district.

Order for Dryers from China

Shanghai, China, sent a call across the seas to the office of Proctor & Schwartz, Inc., manufacturers of tobacco dryers, Seventh street and Tabor road, for two machines of large capacity. The customer now has in operation six Proctor & Schwartz machines of smaller capacity and desires to supplement these by the addition of the two just ordered. Under the direction of Manager Fred Kershaw there are being installed several machines for the Burley Tobacco Growers Co-operative Association, Kentucky.

Action Against Frishmuth

John C. Whitney Frishmuth, Jr., of Haverford, a member of the bankrupt Frishmuth Bros. Co., tobacco manufacturers, during the week was held under $50,000 bail by Magistrate Arthur at Ardmore, the amount, however, subsequently being reduced to $25,000, for further hearing in Williamsport on the charge of selling stock in the company of which he was treasurer at a time he knew it to be insolvent. The charge was brought by J. H. Reed, a Williamsport, Pa., business man, who alleged that he was induced to invest $51,000 and that a few days afterwards he learned that the company had been adjudged bankrupt. Reed said he had endeavored unsuccessfully to have his money returned. When Frishmuth learned that a further hearing was to be given he made no defense. He stated afterwards, however, that the action was started merely by disgruntled stock holders to force payment for losses sustained on their investments.

After 45 Years

CALAIS, Me., June 23.—A. A. McClaskey, who has been traveling salesman in New Brunswick, for J. Bruce Payne, Ltd., cigar manufacturers, Granby, Quebec, for the past 20 years is retiring from the road at the end of this month. He has been widely known as he has been on the road for the last 45 years, and is now to enjoy a well earned rest. He has always ranked high as a salesman and has a host of friends who will regret his severing a long time connection and who will miss his genial and cheery greetings as well as his highly entertaining anecdotes. He may make his home with his son, Harry (Henry Burr) in New York or with his son Frank in Boston.

Possibly You Did Not Know You Had This Protection

I find it is a good thing, every few months, to explain to business men the extent of the protection which the law gives them for such appurtenances of their business as labels, brands, containers, special designs, special styles and shapes of merchandise which they have neither patented, copyrighted nor trademarked, but merely have continuously used. Every once in a while I get a letter from a reader who says somebody is copying something belonging to his business, but he doesn't suppose there is anything he can do, as he never obtained patent, trade-mark or copyright registration.

I always tell these correspondents that there may be a great deal they can do, even though they have never protected their design or brand, or label, or whatever it may be, by either copyright, patent or trade-mark registration. They still have another form of protection which is called the law of unfair competition (it has nothing to do with the phases of unfair competition covered by the anti-trust acts), the gist of which is that when a man has adopted any device whatever, in connection with his business, which has come to be characteristic of it, and by which the public has come to recognize his business or his goods, nobody else can take it from him, or infringe upon it, or copy it, if the natural tendency of such infringement would be to cause confusion between the two businesses in the public or the trade mind. He doesn't need to have registered protection of any kind; the law gives him the above protection as a natural right, and because allowing somebody to steal the characteristics of his business would be allowing unfair competition.

A case which supplies an interesting illustration has just been decided. It concerns the making of brooms, but the principles laid down fit any other line as well. A concern called the Hamburg Broom Works had made brooms for twenty-seven years. In 1917 it went into special brands and made three in particular. One called Puritan had an enamelled natural wood handle, finished with two bands of white velvet, three inches apart, and of certain size and place on the handle. The broom was sewed with white thread, in a certain way, and each broom bore a white silk or satin label bearing the manufacturer's name. Another brand, the Eclipse, resembled the Puritan, except the velvet bands were blue and the sewing was blue instead of white. The third brand, Uncle Tom, had an enamelled black handle, with black velvet, black sewing and black cord.

In 1919 some of the employes of this concern pulled away and went into business for themselves. They also originated three brands, the names of which had no resemblance to the Hamburg Co.'s three brands. But outside of bearing different names, the three new brands were almost identical with the Hamburg Co.'s three. They had the same handles, the same colors and quite similar labels. The copy was so close that anybody would have been deceived. No effort was made to deceive the dealer into believing they were Hamburg brooms, but the infringers were plainly supplying the dealer with the means of deceiving the public.

The Hamburg Co. had never obtained any kind of registered protection.

Suit for injunction was entered, and the injunction was granted, although the Hamburg Co. had to go to the Appeal Court to get it. The lower court said "other broom manufacturers used polished handles, velvet bands, sewing cord of various colors. Only your label is really distinctive. You can protect that, perhaps, but you can't protect all of the characteristics of your brooms, because other people are already using them."

But the Appeal Court said this was wrong and ordered the injunction to issue. This extract from the decision so clearly describes the law of unfair competition that any reader hereof can apply it to his own case:—

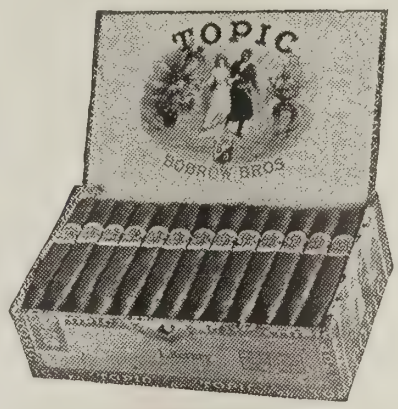
"That a number of details of appearance, none of which singly could be exclusively adopted by a manufacturer may be combined or collocated so as specially to identify and distinguish his product from his rivals' and be entitled to protection by courts of equity from unfair competition is settled by a wealth of authority in other jurisdictions. The most universal element may be appropriated as the specific mark of a plaintiff's goods, if it is used and claimed only in connection with a sufficiently complex combination of other things. A court of equity will not allow a man to palm off his goods as those of another whether his misrepresentations are made by word of mouth or more subtly by simulating the collocation of details of appearance by which the consuming public has come to recognize the product of his competitor. While no one can have a trade-mark monopoly in color of paper or shape of label, in color of ink or in one or another detail, a general collocation of such details will be protected against an imitation the natural result of which is to deceive purchasers, and which must, therefore, be presumed to have been



the weather has anything to do with the quality of the cigars you make, if encased in our famous wood package, you will know they are safe from climatic changes.

MONROE JARRETT & SONS
MANUFACTURERS OF
CIGAR BOXES
S.W. COR. RANDOLPH & JEFFERSON STREETS
PHILADELPHIA, PA.

The Popular Seller from Coast to Coast



Best Value for the Money

Victor Size - - 10c
Packed 1-20 wood and 1-20 tins

American Size - - 2 for 25c
Packed 1-20 wood. Foiled and plain

Size
Corona — Packed 1-20 tins
Senator — Packed 1-20 wood } 15c
Delmonico — Packed 1-20 wood

BOBROW BROTHERS, Inc.
Manufacturers
Philadelphia Penna.
Makers of Famous "Bold" Cigar.

STICK TO Cinco - IT'S SAFE

2 *for* 15c
everywhere



OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

OFFICERS AND EXECUTIVE COMMITTEE

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
William Best, New York, chairman executive committee.
Major G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

adopted for that purpose. They (defendants) had the right to use the background used by the complainant, they had the right to use the clipped corners.

"The principle upon which the courts proceed, is that it is unfair trade competition for a manufacturer to adopt a mode of conduct, the natural and probable effect of which is to deceive the public, so as to pass off the goods or business of one person for that of another. A manufacturer has no right so to dress up his product or inclose it in a package so like that of a rival manufacturer as to deceive a purchaser or enable a dealer to do so.

"It is not necessary that it be shown that the public has actually been deceived by the imitation, but only that it has a tendency to deceive. The gist of the action is the intent to get an unfair benefit from another's trade.

"Unfair competition, embracing an infringement of a trade-mark, may be said to be distinguishable in law from the latter in that it does not necessarily involve the question of the exclusive rights of another to the use of a name, symbol or device. he gist Tof the offense seems to be whether the act done tends to pass off the goods of one for those of another, or to deprive such other of his rights; and the basis of the action is fraud or deceit, misleading the public in the purchase of goods. * * * The test, so far as the defendant is concerned, is whether the thing done was calculated to deceive an intending ordinary purchaser, not necessarily an intelligent one, in that the goods sold were not those of the manufacture called for. The true theory is the protection of the public, whose rights are infringed or jeopardized by confusion of the goods produced by unfair methods of trade—as well as the owner's right to be protected from such methods.—*Copyright, May, 1923, by Elton J. Buckley.*

Coming Home Soon

H. M. Duys, of H. Duys & Co., who is attending the Amsterdam and Rotterdam inscriptions, is expected to return to New York about July 16.

Showing Sumatra Wrappers

Harry Lloyd, representing D. Dreux, Inc., is in Ohio this week, displaying samples of his organization's fancy Sumatra wrappers.

Keystone State Business

Ray C. Clark, of D. Dreun, Inc., returned to headquarters this week from Pennsylvania. Mr. Clark reports a decided improvement in business in the Keystone State.

To Return from Porto Rico

Ben Hamburger, of Hamburger Bros. & Co., who has been purchasing tobacco for his organization at Porto Rico, is expected to return to New York about July 2.

To Attend Inscription

Isaac Meyer, the well-known leaf dealer and packer, now enjoying a long vacation in Europe, accompanied by his wife, has cabled to his office, stating that he will attend the June 25th inscription.

Covering Middle West

E. A. Dinnsen, of the Industrial Leaf Tobacco Co., is covering the middle west and expects to be absent from town for several weeks.

Chicago

(*Continued from page 56*)

Business Going Well with Hickey Bros.

Wm. A. Hickey, of Hickey Bros., Davenport, Iowa, writes in to say that business continues fair. Their Moline stores show quite an improvement over the same period of last year, as the factories in Moline are now working 65 per cent and a year ago they were working 15 per cent. Hickey Bros. are distributors for the General Cigar Co.'s brands, Otto Eisenlohr & Bro., Garcia & Vega, F. Lozano, Son & Co., and other brands. They operate 12 retail stores in Davenport, Rock Island, Moline and Des Moines, and are classed as the leading cigar merchants in the Middle West.

Rosobro Arrives

N. W. ("Doc") Rosobro, now general sales agent for the New York-Tampa Cigar Co., has arrived in Chicago. "Doc" will cover the middle west from here and expects to move his home from Detroit to Chicago. On his way west from the New York headquarters of the New York-Tampa Cigar Co. he opened seven new jobbing connections on Jenny Lind and Personality, Tampa made cigars. He will announce Chicago connections shortly. A large sales force will help him to secure a quick distribution for these two pet brands made by Fred Davis.

Wm. J. Seidenberg of the Wm. J. Seidenberg Corp., New York and Tampa, spent several days at the Chicago branch.—H. L. H.

Connecticut

(*Continued from page 67*)

kins as director and treasurer of the station.

The Schulte Cigar Co. is to open a large store on Asylum street early in July.

Remodeling Store

The O-Zim Cigar Co. is remodeling its store, and when alterations are complete will add new lines and have an up to date cigar shop.

Prices on cigars seemed to have reached their lowest level, and with the advance in prices of all kinds of tobacco there will be a tendency toward advancing prices of cigars.

In New Quarters

The Connecticut Leaf Tobacco Co. is now located in its new quarters on State Street, having moved recently from the Windsor Street location. Mr. Katz bought quite a lot of 1922 tobacco and will soon be ready to show samples to his friends in the trade.

ANNOUNCEMENT

You can now **BUY or RENT** latest improved Liberman Power Scrap Bunch Machines—illustrated at the right.

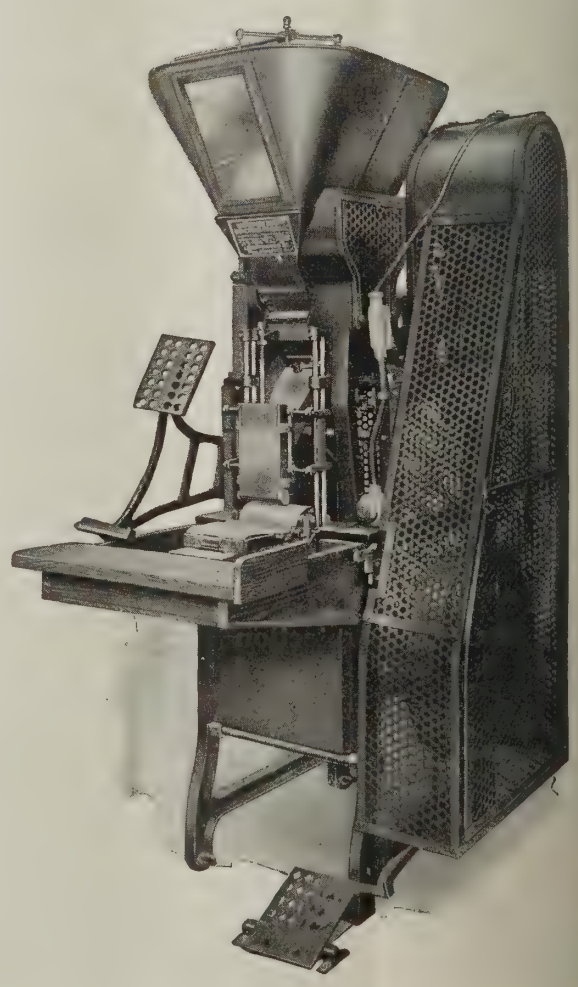
The work they are now doing in many high grade cigar factories PROVES that they:

1. **Make Perfect Bunches** of any size and shape, out of any size scrap, large and small together, always evenly distributed.

2. **Enormously Increase Production**—4,000 to 7,000 Bunches Daily according to speed of operator.

3. **Save Binder** enough to more than pay for the machines.

4. **Have no complicated mechanism** — requiring no mechanic to adjust and keep in order.



Full Particulars on Application

LIBERMAN MANUFACTURING CO.
N.W. Cor. 20th St. and Allegheny Ave.
PHILADELPHIA, U. S. A.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

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bacco Association of U. S. Holds Big Meeting

enty-ninth Annual Convention a Splendid Success—Various Important Matters Considered — Interesting Addresses Made—Long List of Those in Attendance.

SHEVILLE, N. C., July 1.—The twen-inth annual convention of the To-o Association of the U. S. was held ne Grove Park Inn, in this city, last rsday, Friday and Saturday.

he attendance was large and many he most influential and important of the tobacco industry of the South present.

embers began to arrive on Wednes-by every train and continued coming lay Thursday.

n Thursday the committee on Dues appointed consisting of W. T. Clark, B. Carrington, J. R. Miller, E. G. in, E. J. O'Brien, Jr., J. A. Clark, I. Reed.

Standing Committee to meet with Warehousemen to fix dates for the ing of auction sales was as follows: . Currin, Robert Haskins, O. C. ory, W. T. Clark, A. B. Carring-

ne Warehouse Committee is com-d of: F. D. Foxhall, Greenville, .; W. G. Fenner, Rocky Mount, N. S. H. Anderson, Wilson, N. C.; G. Bowen, Lake City, S. C.; James H. on, Danville, Va.; J. F. Brinkley, nville, N. C.; W. H. Adams, J. H. iams, W. J. Rogers, Warrenton, N. E. P. Wooten, Frank P. Davis. ston-Salem, N. C.

Second Day's Session

esident T. M. Carrington opened the nd day's session of the Tobacco As-tion of the U. S. at 10:55 Friday ing. More than one hundred were nt.

ecretary's Brief But Interesting Report

ecretary Corbell read a short report ing the period from the time he was nted secretary, March 12, 1923, to He reported that 30,000 circulars been printed and distributed, advis-ways and means to combat the to-bug. Also that the first bulletin of the Association had been published and that it would continue to make monthly visits to members. He also stated that 26 Banks had become members of the Association.

This report was well received, and the appointment of Mr. Corbell as permanent secretary means much for the Association. Mr. Corbell is a live, energetic and practical young man.

The treasurer made a satisfactory report, which showed a balance on hand of $2,095.85.

President Carrington's Annual Report

President Carrington then read his annual report, which was as follows:

"At the last meeting of the Board of this Association, it was resolved by the North Carolina members that this convention should be held in June at the Grove Park Inn, Asheville, N. C., and when the members from North Carolina are gathered together they generally, if not always, have resolutions agreed on adopted unanimously; though on this occasion the recollections of our meeting here several years ago were sufficiently pleasant for every member of the Association to feel that he would like to meet again under the roof of this splendid and unique hostelry.

"The magnificent scenery, in the midst of which we are now sojourning, should not only give us the opportunity of enjoying it, but should put every one of us in a frame of mind and physical condition that the very best results for unselfish consideration of the many questions that may come before us for the good of our calling should be obtained.

"We are here in the great Old North State, the state which has not only assumed the fourth place in the ranks in the value of agricultural products, but is making the most marked headway in manufacturing. Not far off is situated the biggest tobacco factory in this country, and at but a little distance there exists a furniture factory second only to one in the United States. The State's progress in knitting goods and the manufacture of cotton of all kinds is now taking the foremost rank of all the states. In fact, many of the northern mills, on account of the climate, labor and cheap power, are looking very seriously to making any extensions that may be necessary in the South rather than in the North, and these northern places held the lead in cotton manufacture so long.

"The why and wherefore of all this is something plus the natural advantages of North Carolina, and without doubt the reason lies in the energetic and unselfish efforts of the citizens of this state in taking a leading part and responsibility in her commercial advancement. A thoughtful writer has said that what counts in government and business is character, and it is the one thing that will stand out in the memories of men when the recollection of those who assumed prominent places by truckling to the expediences of the hour, and when whose brief strut is over, will soon be forgotten.

"The satisfactory condition of labor in the South is particularly interesting. This is illustrated in the most pointed way by one of the big cotton factories at Greensboro, another at Danville, and some other points, and also at the Newport News Drydock & Shipbuilding Co., which are paying the greatest attention to the moral, physical and social welfare of their employes. Several of these places have a Young Men's Christian Association on the broadest lines, affording every opportunity for healthy re-

(*Continued on page* 5)

First Cigars by Wireless

The first box of cigars ever sent by wireless was sent yesterday, July 4, by L. M. Boomer to General T. Coleman DuPont, a passenger on board the *Leviathan* at sea. It inaugurated the wireless smokers service instituted by Faber, Coe & Gregg, operating the cigar department on board the new vessel.

In his wireless Mr. Boomer said: "In ordering the first box of cigars by radio, I am happy to mark the inauguration of wireless service for smokers, an important epoch in cigar history."

Prices Higher Than Ever At Amsterdam

AMSTERDAM, Holland, June 30.—At yesterday's Sumatra inscription, the prices on American grades were higher than ever. Upwards of 2,200 bales were purchased for the United States market. The principal American buyers were:

H. Duys & Co., 852 bales, comprising 353 bales of Deli My/QM, 104 bales of Deli My/C, 99 bales of Deli My/NO, 68 bales of Deli Ba My/TH, 77 bales of OK/Deli, and 151 bales of various fancy marks.

General Cigar Co., 627 bales.

Arthur Bornholdt Co., 300 bales, including two running lots of Senembahs My/Senvah and Senembah My/M, both first footleaf.

American Cigar Co., 212 bales.

C. J. Waxelbaum & Co., 100 bales.

Manus, Muller & Co., 50 bales.

E. Rosenwald & Bro., 50 bales.

L. Schmid & Co., 50 bales.

Herzog & Sarluy, 48 bales.

D. Dreux, Inc., 10 bales of Deli My/Kb/Langkat.

Connecticut Association in Annual Meeting

HARTFORD, June 30.—The Connecticut Valley Tobacco Growers' Association held its annual meeting here Tuesday afternoon. President Joseph W. Alsop made an interesting report.

"We have," he said, "certainly stabilized the market, as after our directors have set prices, these prices have not been deviated from. We have made a good start in co-operatively handling the various problems which beset us as growers, as for instance through the work which has been done to control wildfire, and the group hail insurance policy which has been written, which represents a saving to our members of over $350,000.

"I think we can feel that the grading and pooling system we have set up has come reasonably near assuring to each member returns in accordance with the actual value of his crop as compared to the returns received by other members.

"The big fact for us all to bear in mind is that we have packed the New England



A partial group of members and guests attending Convention of the Tobacco Association of the United States, at Asheville, N. C., June 28 to 30.

SUMATRA

EXTREMELY LIGHT COLORS

secured by us at last week's Amsterdam
Inscription in our purchase of

300 BALES

comprising two running lots
SENEMBAH MY/SENNAH
SENEMBAH MY/M
both **FIRST** footleaf—choicest marks

Our previous purchases of

1000 BALES SUMATRA

of old and new crop
at very reasonable prices
are making friends rapidly

We have also secured in Amsterdam

100 BALES VORSTENLAND JAVA

including TWO FANCY LOTS
highest grade quality
A/TEGALGONDO/M
B/TEGALGONDO/M
1922 crop

SAMPLES gladly submitted upon request

ARTHUR BORNHOLDT & CO., INC.

139 Front Street, New York

t the smallest overhead in the his- f the business; have graded the tobacco on its merits and have sold rt of it which is ready at the high- ices for the various grades ever . Our customers are satisfied. nembers who produced crops of uality and weight will receive re- heretofore unusual.

Men the membership campaign end- August 1, 1922, the organization ttee found itself in possession of ts signed by 3,312 growers and g 23,079 acres, this being 83 per the acreage of all New England , exclusive of shade.

September 1 Mr. Griffin was elect- eral manager and we commenced k of planning for the handling of 25,000,000 to 35,000,000 pounds of from all parts of the Connecticut usatonic valleys.

June 1 the association had packed cases of Havana seed tobacco; ld practically all of this tobacco, l billed 17,068 cases. Of broadleaf , the association had packed 28,732 and had sold 2,761 cases, this lat- sisting of low grades and a few of . 2 seconds. The remainder of the af will not be ready to market out September 1. At least 80 per the tobacco already disposed of en sold direct to manufacturers, list of customers comprises prac- all the leading firms of this coun- g our types of tobacco."

Alsop gave details of the financing association and said it had been ry to use only $5,250,000 of the $8,000,000 arranged for.

nager Griffin Reviews Work

ral Manager Fred B. Griffin gave w of the work of securing ware- and of the operations of assorting, and sweating the 1922 crop.

factors were against the early g of the crop, both due to the r, said the general manager. vas the absence of good damps for down, when many of the farmers ir tobacco ready for the ware- the snow was too deep to carry

broadleaf tobacco came later than rana seed to the warehouses, said ffin, and the speed of its delivery farmers pretty well satisfied.

is likely to be this fall more of nd tip tobacco and the Havana tobacco than in 1922 and it will be necessary to get larger quarters for handling the two varieties, he said. Nearly all of the Havana seed of the upper grades has been sold.

Mr. Griffin said he believed the market for boradleaf would be good and recommended that outside of the fillers and brokes no sampling of broadleaf be done until September. Then the tobacco will be thoroughly dried out and it will be possible to pool it in the proper pools and grades in the best possible manner. "Too early sampling was not advisable," he said.

"From the inquiries we are getting now, it looks as if the broadleaf crop would move just as easily and as readily as did our Havana seed. Our tobacco is in first-class shape and it will be nearer standard than it has ever been before."

Mr. Griffin said it would be of great benefit to have two storage houses on the east side of the river, one in South Windsor and one in Glastonbury, where the tobacco in the immediate neighborhood could be packed and sweated.

Secretary William F. Whitmore in his report said the crop order service had been of great benefit to the financial credits of members of the association. The orders had aided members to clear up unpaid bills, especially for fertilizer, and the provision for payments of fertilizer bills had frequently forestalled probable legal proceedings by fertilizer manufacturers.

Mr. Whitmore reported that since the membership campaign closed August 1, last year, there had been 102 new membership contracts signed, covering 257 acres Havana seed, 171 acres broadleaf and three acres Havana prime. An active campaign for new members seemed highly desirable, said Mr. Whitmore.

A resume of what the field service department had accomplished since its organization August 28, 1922, was given by Judge Levi P. M. Hickey, chief of field service.

In each of the twenty-one districts a local branch was organized, and a chairman, secretary and advisory committee of five growers elected to serve as local branch officers for a year. In the twelfth district, because of the scattered towns two branches were organized. Monthly meetings have been held at points extending from Portland, this state, on the south, to Hinsdale, N. H., on the north, and from Ellington, on the east, to New Milford, on the west.

sonsin Pool Opens the Eisenlohr Warehouse

Assort Tobacco in the Big Edgerton Plant—Will Facilitate he Packing—Rain Comes in Time to Save Many Plants n Fields—Pool Making New Drive for Members.

RTON, Wis., July 1.—Tomorrow, the pool opens the big Eisen- rehouse at Edgerton, and will here also. This warehouse is the n the state and will greatly facil- assorting of the pool's packing. d rain and cooler weather came to save many of the fields of obacco. The hardworking grow- were given a fine week to reset merous fields entirely destroyed Many more will be replanted this The weather is very favorable to s at this writing.

y Fields Had to Be Reset

orthern sections had a little more n the southern sections. In the was a rare thing to have an ld burned out, but in the south of fields had to be reset, and e some reports of fields being d. But the growers are making fforts to catch up on the lost

of the warehouses are about at of their run. Three or four l be through by the end of the week.

aking Another Membership Drive

gain, the pool is opening another e drive for new members. Noth- ed by the poor results of all the s, they no sooner swing around it with their orators than they start all over again. The "drive" has all the earmarks of being a permanent institution. They understand the all-importance of a real majority of the acreage and that a slow year would play havoc with them. Hence their desperate campaigning for new members.—BADGER.

The Tobacco Association Convention

(*Continued from page 3*)

creation and giving an atmosphere of consideration that has a tremendous influence on the attitude of employes to employers. In such an atmosphere, radicalism cannot long exist, and the effect on the minds of employes that there is consideration shown them far and beyond what they are simply employed to do has been shown to be a most effective means of establishing and sustaining good will that must exist for effective work.

"In many other factories consideration is shown employes by establishing means of recreation, insurance funds and caring for the sick, along the same lines. All of this tends to keep steady employment, which is a big factor in the success of any manufacturing concern, and it is in the South, where there are comparatively few of the foreign-born and radical element, that this sort of work can be carried on in the best way, and

MANHATTANS

Havana Filler—Sumatra Wrapped

The Cigar You Have Been Looking For

Made in four popular shapes and sizes.
Retails at 10c and 2 for 25c

Liberal Factory Inducements to the Right Jobbers

Also the Elm

Quality Queen of the 5c Field

Your house needs these two big sellers. Write today for full information

CENTRAL CIGAR MFG. CO.

505-511 Canal Street New York City



MATOAKA

CIGARETTES

CAME

SOLD

CONQUERED

TO BE SOLD AFTER SEPT. 15, 1923, AT

25c FOR 20

Patterson Bros. Tobacco Corporation

Richmond, Va.

E. ROSENWALD & BRO.

Announce that they have purchased at the third and fourth sales by inscription in Amsterdam the following fancy parcels of Sumatra tobacco of the 1922 crop:

Third Sale

SENEMBAH MY/SCHLICHT

Fourth Sale

DELI BA MY/PADANG BRAHRANG

W & VS/DELI LANGKAT

S S T/CY

AMST. LANGKAT CO./WB

and various other marks

145 Water Street : NewYork City

l be a factor in continuing the South
upward trend in manufacturing.

of Tobacco Governed by Demand

ur particular calling has had to meet
stem many adverse and conflicting
nts in a most pronounced way, but
ng as we will diligently and honest-
t character and capacity in our
ess there is no reason for any one
discouraged. As long as the size
e crop is contingent upon so many
le conditions, good and bad, which
be studied and intelligently inter-
l, and as long as the services of the
ers of the Tobacco Association are
ble, so long will there be a neces-
place for those who furnish tobacco
ontract, commission, or carry a
to meet future demands.
e possible value of tobacco depends
ly on the ultimate demand, and
fore to the greatest degree this
d is contingent upon the quantity
bacco raised. Each species is al-
a trade unto itself, so each has to
died with but little bearing on the
gate of the whole crop, and no one
ell with any degree of accuracy
days before the crop is harvested
the outcome will be.
st year we saw a diminished crop
me species, on account of heavy
just before the cutting and curing
. These conditions had to be
d and acted on with the greatest
leration, and those who have com-
t agents on the ground will be more
compensated for the small amount
out for commissions, charges, etc.,
e intelligent advice that they will
e.
utside of the money gradually ac-
lated by commission merchants, no
sums have been realized except by
unforseen shortage of tobacco,
it can be taken advantage of by
who have bought heavily on a
usly low or moderately priced
The conclusion of the whole mat-
that it will be a long, long time be-
members of this Association will find
selves without an opportunity to
ably pursue their calling, not so
as they continue to act conserva-
, honestly and intelligently.

Association More Active

ur Association, since its acquire-
of an all-time secretary, has been
active in several matters. The
l or bug proposition took up con-
ble time and a tremendous amount
rrespondence, and the co-operation
e many interests called in to help,
considerable headway in eliminat-
is pest, and by continuance of the
ds pursued there is no reason why
uld not be gotten rid of entirely.
e Association took up the matter
rchasing coal for its members in
olesale way, but found that there
so many bad conditions existing
the purchaser's viewpoint that very
could be done on this year's supply
al. There are many hundreds of
mines in operation, and on account
e shortage of cars and bad labor
tions none seemed to be willing to
to any contract at a price that the
's of your Association thought was
nough; $3.75, and in one instance
was the best price we could get,
hortly after these prices were de-
some coal was offered at from
to $3.25. Your attention should
rticularly called to the character of
oal, which, at the present high
t rate and the high cost of coal,
est that can be gotten should be
and what is known as the Navy
ard (Pool No. 1) is the grade of
hat should always be insisted upon,
from the New River or Pocahon-
strict.
e railroads have ordered a great
new cars and are repairing a great
old ones, and before another year
ust to make some agreement by
the Association can purchase the
n a satisfactory basis, thus saving
embers a good many dollars. With
emand for the coal we want com-
rom the Lakes and the Pittsburgh
t, and at times a very large export
nd, the future is very hard to see.
Federal Fuel Distributor, F. R.
eigh, on June 4, advised every one
re coal to their utmost capacity,
to be well fortified against the big
demand which is expected to come on account of anticipated business in September. Whether this big movement will come, no one knows. The very high prices which most all manufactured articles are now bringing may have a tendency, as they already have to some degree, to curtail business. Many of the articles are entirely too high, and as long as it is possible for manufacturers to get big prices very few of them are going to voluntarily reduce them, and many callings seem not to have quite gotten over the war-time 10 per cent plus, and this plus means very frequently 50 per cent.

Not Likely to See 1913 "Normalcy"

"It is the fashion now to speak of coming back to normal times, but if normal times means the prices of 1913 many of us will never see them. Too many people have made money and have gotten into the habit of high living and buying without considering cost, which has had a psychological effect on the whole country. The plethora of riches and money-making and an extravagant spirit which have taken hold of a large number, have had their influence on all with whom they associated; and conditions are such that in many places for any one to ask the price of anything simply announces himself as a piker, and one of these days something is going to break, unless a safe and sound public opinion takes charge and living in all of its extravagant phases of today radically changes.

"We have many governmental agencies, like the Coal Distributing Bureau and the Labor Board, that can only advise, and they really have no power of enforcing any of their suggestions, and this impotence renders their efforts futile. Every representative of the Government should be armed with authority, and the laws enacted for these boards' administration should have teeth in them sufficiently sharp to make their rulings mandatory.

The Leaf Situation

"The leaf situation is in fairly satisfactory condition. In fact, outside of the tobacco held by the Co-operative Associations, which may be small, there is the smallest stock on hand for sale that has possibly been for a great many years.

"The bright crop of last year was about 420,000,000 pounds, sold at an average of about 27½ cents.

"Dark Virginia, about 53,000,000 pounds, sold at an average of about 19c.

"Dark Kentucky, about 300,000,000 pounds, sold at an average of about 14½ cents.

"Burley, of Kentucky, Indiana, Ohio, West Virginia and Tennessee, about 315,000,000 pounds, sold at an average of about 29 cents.

"At all times the price of tobacco has been governed by the supply, and the demand has not varied materially for years, except a gradual increase for American tobacco. Farmers must recognize the immutable law of supply and demand, and an intelligent effort should be made to stop over-production, which has uniformly followed high prices unless the seasons curtailed production. The area of tobacco should not be extended. Tobacco is produced in a comparatively small territory and can be very largely increased by the surrounding communities planting tobacco, and every pronounced enlargement will be fraught with the danger of over-production. The farmer is not prepared either financially or physically to hold his tobacco, and whether it goes on the auction floors or into the Co-operative Association, prompt realization is almost a necessity to him. The farmer should produce his home needs first and then plant what tobacco he can take care of properly. This idea cannot be too much stressed. Small crops spell better selection of land, better cultivation and care in every way, and consequently, better tobacco brings better prices.

Manufacturing

"Manufacturing has steadily increased. The advance statistics from government sources show that 1923 will exceed all other years, provided the balance of the year keeps up, and will result in taxes being paid on 370,000,000 pounds of plug and smoking; 44,000,000 pounds of snuff,

Patterson Bros. Tobacco Corporation
OF RICHMOND, VA.



15c 15c

MATOAKA
Blue Ribbon
SMOKING TOBACCO
The best Patterson ever made
Exclusive Distributors Accepted in Open Territory on Liberal Plan



In Perfect Condition
BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.

MADE BY
RACINE PAPER GOODS CO., Racine, Wis.

1903



1923

Twentieth
ANNIVERSARY

A Unique Record

Not another cigarette that was popular when Fatima was introduced, over twenty years ago, has a big national sale today.

Fatima has out-distanced them all, maintaining its sales-leadership over all other brands at or above its price. This record marks it as the most skillful blend in cigarette history.

Today Fatima is everywhere recognized as the one cigarette of really exceptional quality at a reasonable price.

FATIMA

Liggett & Myers Tobacco Co.

:d 75,000,000,000 cigarettes. This in-ease has been quite marked, nevertheless has been too gradual to really demand :y larger production than has taken :ce, and reports from crops from most the sections that are used by our :nufacturers indicate that they will be :fficiently large to comfortably take :re of their needs, but not any over-·oduction, and should be taken at re-merative prices to the formers. There very little evidence of any new :nufaceurers starting. The cost of :vertising, which seems to be a :g essential factor in efficiently market-g tobacco, has to be so persistent and expensive, to accomplish its object, :at it is very hard indeed for any new :lands to make headway.

"The large factories are doing well, :t it is believed that their net profits :r pound are not excessive, and what :unts with them is reduction of over-:ad, as well as the expense of financing :d having their raw material properly :·egathered so as not to be penalized, :e of which combined gives every eco-:mical advantage to the factory doing :arge volume of business. New brands :e very hard indeed to establish and :en when established the public cannot :l counted on to consistently take them. :f course, after the large manufacturer :s spent many dollars in establishing :l. brand and advertising same, and :ining the faith of the consuming pub-:l, the utmost care must be exercised :i seeing that the grade and manufacture :i properly kept up to the standard.

Freight Rates on Leaf Tobacco

"Freight rates are a considerable fac-:· in tobacco, and it is particularly im-:rtant that the railroads should give :e subject of freight on leaf tobacco :eir best consideration. It is the one :w material that by carrying a very low :ight rate the manufactured article is :re than doubled. For example, when :hogshead of tobacco comes South or :st, weighing 1,150 pounds gross, and :00 pounds net, at 61 cents, it amounts :t $7.01; and this hogshead of tobacco, :en manufactured and put in paper, :s or boxes or cartons, and then crated, :ll weigh 3,000 pounds, which, to the :. Louis district, at $1.50, will amount :t $45; to the Pacific Coast it is $2.50 :r hundred, or $75. In other words, :re is every incentive for the railroads :o encourage the manufacturer of to-:co as far as possible from the center :f production.

"The South has a great many advan-:es which do not exist elsewhere, such :s skilled and contented labor, climatic :nditions, which is one of the greatest :tors, and an honest, conscientious su-:intendence of all the forces employed, :l this Association should apply its en-:ies to the utmost in getting the rail-:ds to give preferential rates on leaf tobacco. This not only applies to tobacco going to the manufacturer, but also, to some extent, in handling the raw leaf, because local rates are always high, and shipping and redrying adds much volume to the railroads' business.

"The export business has been in a most satisfactory condition. On dark tobacco the European and snuff demand will, or has practically taken, the fair-sized crop of last year.

"A bulletin prepared by the Department of Commerce shows that the average for the last five years of domestic exports amounted to 516,741,000 pounds. Of this,

Great Britain took..41 per cent
France took nearly..12 per cent
Italy took..... 8 per cent
Netherlands took.... 5 per cent

and the other countries a small amount, but recent developments would look as if Central Europe is taking a much larger percentage than heretofore. In this connection I would say that the Department of Commerce, under the able leadership of Secretary Hoover and his accomplished assistant, Dr. Klein, has established what it calls the Bureau of Foreign and Domestic Commerce, the purpose of which is, in a large, unselfish way, to put reputable firms in touch with the various demands of the different countries. This is intended to be done through the consular agents, of which there exist all over the world about 1,000. This bureau has on tap any information that anyone might possibly want, and the matter of exchange, freight rates, tariffs and revenue information can be gotten from it immediately.

"Our effort heretofore to get other countries interested in any particular species of tobacco has been practically through the personal efforts of parties seeking to sell their own goods. This bureau opens up a broader vista and gives the opportunity to their consuls or consular agents to take the question up with the proper authorities in the countries to which they are assigned and suggest that they would look into the question of buying and manufacturing other styles of tobacco from this country than they have been in the habit of using, and especially our bright tobacco for the use of cigarettes and fancy smoking mixtures. It appears a big opportunity exists to get many of the Régie governments, which use but a small quantity of this species of tobacco, to experiment with it.

Improved Shipping Facilities

"The advantages of shipping tobacco from the South are now many. No longer are we dependent on the crowded Northern ports for vessels. Mobile and New Orleans are making tremendous strides in shipments from the South of every kind, and Wilmington, N. C., has a port with every advantage of wharves, warehouses and elevators, that can be used most advantageously, and its progress has been most marked. Hampton Roads port has one of the finest harbors in the world, (certainly the greatest on the Atlantic Coast), and the increase of vessels to and from Hampton Roads has been one of the greatest developments of recent years, and with the continued diversity of demand, both imports and exports, this may be simply the beginning of what these harbors will be.

"The tobacco business is one that promptness of delivery and low freight rates are large factors in the proper prosecution of the business.

"There are several committees to make reports, which are taking up matters of importance to the tobacco trade. This is the largest meeting we have ever had, which indicates that the merits of our Association are being more and more recognized, and a committee should be appointed on every subject that is worthy of consideration, and the members of it should feel a personal obligation rests on them to properly take care of whatever is committed for their consideration.

"We should have every active member of the tobacco trade who is worthy and eligible in the Association. Our records in the past show that we have come pretty near doing everything we have attempted, and we have never approached the authorities at Washington, whether a Republican or a Democratic administration, without getting the very best and almost always favorable consideration. The future is faced with many contingencies, chief among which is the unrest existing in Europe. Great Britain is faced with unemployment, brought about by high wages demanded by the workers, which has prevented Great Britain from competing to the extent she has done in the markets of the world. The chaos that is prevailing in many of the countries of Europe must be settled soon or no one can tell what will happen. The existence of this horrible state of affairs can all be traced back to the selfish and uncompromising attitude of those who have been in power starting with the Kaiser and his crowd and on down to the uncompromising hardheaded opinions of the leaders of the United States and those of many European countries. The man who thinks he knows it all on any one subject and that everybody else is wrong who thinks differently, is headed for a fall, and unless it breaks one of the Ten Commandments every question should be duly considered and is susceptible of discussion.

"It is sincerely hoped that President Harding's idea of a World Court may come about. Any war of any import-

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

Mill-Factory and Main Office
NEW HAVEN, CONN.

-Salesrooms-

NEW YORK
25 W. 43rd St.

PHILADELPHIA
1215 Filbert St.

BOSTON
99 Chauncy St.

LA CONFESION CIGAR

Imported Sumatra Wrapper

A Favorite

for forty years. Because they are good cigars and

DRAW TRADE



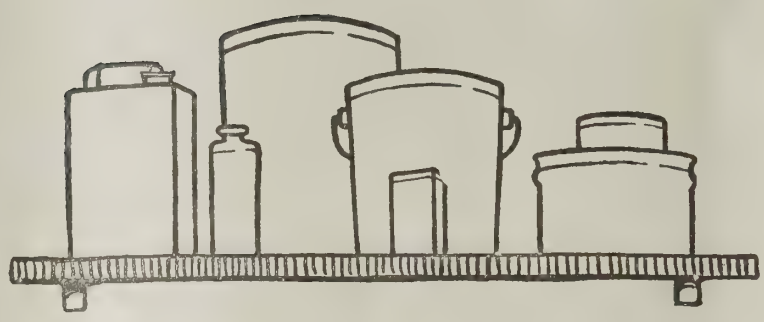
Sizes and Prices

Invincible	3 for 50c
Waldorf	15c Straight
Club House	15c Straight
Perfecto Extra	2 for 25c
Epicure	2 for 25c
Regalia	10c Straight
Panetella	10c Straight
Blunts (wood)	10c Straight
Blunts (cans)	10c Straight

Benito Rovira Co., Inc.

311-321 E. 62nd St.
New York







Two ways of Looking at containers

THE men concerned with packing think of cans in terms of price and of behavior in filling and closing operations.

Those concerned with selling think of cans in terms of sales value. They put the merchandising and advertising function of their containers first.

Often enough it really is first in importance.

Our responsibility is to consider both sides and to give you every benefit of our point of view.

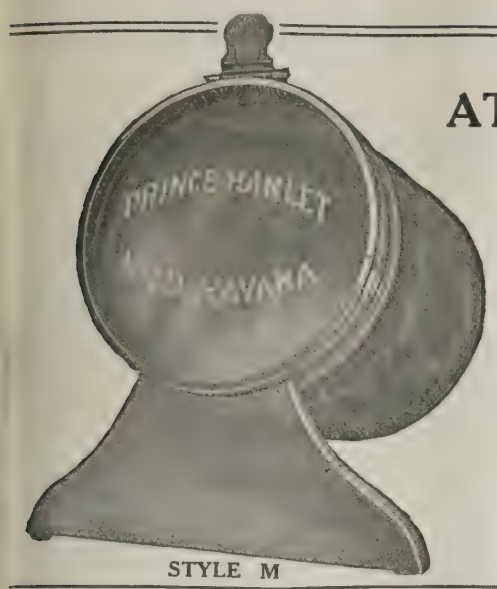
When you listen to us don't imagine for a minute that we are only trying to sell you something. We want your good will for a great many years to come. Our success is bound up with yours. We are trying hard to serve you every time we sell you something.

American Can Company

American Can

CONTAINERS OF TIN PLATE · BLACK IRON · GALVANIZED IRON · FIBRE





STYLE M

ATTRACTIVE DISPLAY STANDS

Engraved Glass Nickeled
Plated Finish on Solid Brass.
Advertising Printed on Stand.
Glass Covers for Wood Boxes.

Quality—Service

CAREY-McFALL CO.

2154-58 E. DAUPHIN ST.
PHILADELPHIA, PA.



STYLE O

ce that may take place in Europe, is country will certainly be involved, id those who quote George Washing-n, Jefferson and their associates, seem forget entirely that at that time we ere independent of the balance of the orld, but now, with our export trade ing a big factor in our very existence, e cannot be independent; so I think behooves the members of this Asso-ation to do whatever they can to bring out some sort of an organization that ill apply its best efforts to differences opinion to be settled among nations are now settled among individuals. hope when we will have adjourned at we will have adopted measures that ill mean much for our calling, and I ink with what we have seen and ard on this occasion that we can feel sured that it is within our power, and power which will not be denied, to osecute each his business honestly, arlessly and we trust satisfactorily to ir respective constituents.—T. M. ARRINGTON.

Annual Dues

Following the president's address, Col. . T. Reed, reported the result of the ues Committee Conference, which had cided that in future a graduated Scale annual Dues would be in force, com-encing at \$15 as the lowest, and grad-ted up to \$100 as the highest. The xecutive Committee consisting of Col. B. Carrington, John L. Wingo, W. T. ark, W. T. Reed, E. J. O'Brien, Jr., id President T. M. Carrington, as x-officio member of this committee, ould have charge of pro-rating the ssessments.

Col. A. B. Carrington introduced ank Talbott of Danville, Va., presi-nt of the American National Bank, d who is the Danville. He spoke on e subject, of "Capital Credit and haracter" and treated his subject in a ost entertaining manner.

Following Mr. Talbott President Car-ington introduced T. L. Hughes of the ureau of Foreign and Domestic Com-erce who addressed the assemblage, follows:

Urges Co-operation With Department of Commerce

Gentlemen of the Convention:

It has been five years since I have had the pleasure of attending the Annual Convention of this Association, and I want to assure you that I am glad to avail myself of this opportunity to meet with the members of this Association and hear the able suggestions for the solution of the many important problems that are confronting the tobacco industry today, and to tell you something regarding the service that the Department of Commerce has inaugurated and is proffering to the tobacco industry to assist in the promotion of its international trade. It is also my privilege to be the bearer of a message of cordial greetings from Doctor Klein, Director of the Bureau of Foreign and Domestic Commerce, which is that branch of the Department of Commerce more especially devoted to the promotion of our foreign trade.

When I last appeared before your Association at its Annual Convention, I was connected with another government department in the administration of the United Warehouse Act, which provides for a system of federally licensed and bonded warehouses, and the establishment of the system of standards by which tobacco may be graded. I am glad to state that though the administration of this Act has met with some obstacles, its importance as an auxiliary in financing the tobacco crop has not only been recognized by our financial institutions but many factors in the tobacco industry have employed the facilities provided by the Act in financing their operations.

During the past few years, I have had the opportunity to visit most of the important foreign tobacco markets of the world and to realize the conditions with which our exporters are confronted in their effort to retain and increase our volume of exports direct with these countries. Unfortunately, I have seen some of the good will which is probably the most valuable asset in our negotiations with foreign factors dissipated by haphazard, unethical business policies—or utter lack of policies—which had been the most serious handicap to our commercial progress before the war. Furthermore, I have seen financial losses of large proportions which resulted directly from the lack of information regarding certain markets on the part of some of our exporters that the Department of Commerce is in position to furnish. Therefore, the Department of Commerce has undertaken to extend to exporters of tobacco its most generous co-operation to further your exploits in the export field.

I think you gentlemen will agree with me that the crux of the whole situation in the tobacco trade, like every other commercial industry, is the ability of its factors to successfully market their commodity. In view of the fact that about forty-two per cent of our total production of tobacco finds its way into the various foreign markets of the world, and inasmuch as the successful marketing of the entire crop is contingent upon advantageous export sales, I am constrained to believe that with the increasing production the matter of our further developing our export trade must transcend any other single problem in the industry. Consequently, the most diligent efforts should be exerted and the most ingenuous methods must be employed to retain our present markets and create a demand for our product in new fields. The importance of this is especially accentuated by the fact that although our exports of leaf tobacco decreased approximately 85,000,000 pounds during 1922, the imports of our present principal markets during this period were equal to or greater than those of previous years.

Under the administration of Secretary Hoover there has been a constructive development in the activities of the Department that has made the Bureau of Foreign and Domestic Commerce a great liaison between business of the government and by the employment of the same business ethics in its administration as is practiced in successful commercial enterprises we believe we have a Bureau in which American business men may feel that their interests are fully comprehended in their relations with the government.

Soon after he became Secretary of Commerce, Mr. Hoover conceived the idea of establishing in the Bureau of Foreign and Domestic Commerce, divisions devoted to the promotion of trade in their respective commodities. The result of Mr. Hoover's idea was the reorganization of the Bureau of Foreign and Domestic Commerce into commodity divisions, to embrace the many great industrial groups, and such technical divisions as were considered essential to interpret current information regarding tariffs, commercial laws, transportation, etc., for the efficient administration of the commodity divisions.

The men in charge of these divisions have been chosen from the industries themselves, so that they may bring to the department not only specialized knowledge and sympathetic understanding of these industrial groups, but in turn may interpret to our foreign staff the class of information most useful to the trade.

The importance of the tobacco industry in both domestic and foreign trade has been fully recognized by the department in this respect. A division whose activities will be directed towards the promotion of the industry has been established and with the full co-operation of the trade a service will be rendered to tobacco growers, dealers, manufacturers and others comparable to that so efficiently developed for factors in our other major industries.

We want you to realize that the Department wants to continue to co-operate with American Business. You will probably recall the manner in which Mr. Hoover handled the many big problems during the war. When a problem arose he called together some of the best men in the particular industry which it most affected and requested their co-operation in its solution.

Today the same policy is being pursued. The first effort of the Department of Commerce, in treating with one of the great industrial groups, under the reorganization, is to get in touch with the great trade associations and try to solve the commercial problems of the country with their co-operation. As an example

(*Continued on page 31*)

FINE SIZES
CHANCELLOR
CIGAR
HIGHEST GRADE
THE ACKNOWLEDGED LEADER
AMONG MILD SUMATRA-WRAPPED HAVANA CIGARS

SMOKERS ASSOCIATE GOOD CIGARS WITH WOODEN CIGAR BOXES

It is natural to associate Cigars with Wooden Boxes. Just as a picture of rare beauty is enhanced by an appropriate frame, so the proper container for cigars makes them stronger in their attention-drawing appeal. And the proper container for cigars is the Wooden Box. Wood harmonizes in color and is more pleasing in appearance. It is well to remember that smoking derives its popularity because it appeals to the senses of taste, smell and sight. Wood is always associated with burning and is the logical container for cigars from the psychological as well as the physical viewpoint.

A FEW REASONS WHY LEADING MANUFACTURERS SELECT WOODEN CIGAR BOXES

1. IDEAL DISPLAY: Compact, varied and eye-catching window and counter displays are most easily gotten with Wooden Cigar Boxes. With a little imagination you can show all kinds of effects and combinations with Wooden Cigar Boxes. Wooden Cigar Boxes do not have to be juggled for striking displays; they only need to be arranged.

2. CONVENIENT: Practically all cigar store windows and show cases are particularly designed for the showing of Wooden Cigar Boxes. They permit the use of all the space. No space wasted. No time lost.

3. BETTER PRINTING: There is no comparison between Wooden Cigar Boxes and substitute containers when it comes to beauty of printing and lithography. You can do almost anything with wood, while the possible treatments of other kinds of packages are very limited.

4. PERFECT AGING: Cigars age normally in wood, retaining their natural aroma from factory to smoker.

5. SATISFACTORY SELECTION: A smoker likes to see the whole length of a cigar in the box. He wants to compare the size, shape and color of the various brands and types you show him. Another point where a Wooden Cigar Box always wins the approval of the smoker.

6. NATURALNESS: Cigars are a vegetable product and belong in Wooden Cigar Boxes. Cigars from Wooden Boxes please the smoker most because the wood adds a mellowness and richness to the qualities with which the cigar has already been endowed by Nature.

Investigation in retail stores will prove conclusively that for these and many other reasons Wooden Cigar Boxes are preferred.

THE BEST CIGARS ARE PACKED IN WOODEN BOXES

Importers Relieved From Burdensome Exactions

William L. Crounse, Washington Representative of the National Cigar Leaf Tobacco Association, Secures Reform in Some Warehouse Weighing Practices.

WASHINGTON, D. C., June 27.—As the result of vigorous representations made to the Director of Customs of the Treasury Department by William L. Crounse, Washington representative of the National Cigar Leaf Tobacco Association, importers of leaf tobacco have been relieved from a burdensome exaction made at certain ports of entry by storekeepers of bonded warehouses. The fact was recently brought to Mr. Crounse's attention that certain storekeepers were refusing to permit importers to weigh their own tobacco but were requiring it to be weighed by a public weigher who charged a substantial fee for the service. Inasmuch as importers of leaf tobacco are obliged to guarantee their own weights the service of the public weigher was superfluous. The matter was therefore brought to the attention of the Director of Customs in the following communication:

"Hon. Ernest W. Camp,
"Chief, Division of Customs, Treasury Department, Washington, D. C.

"My Dear Mr. Camp:—I desire to bring to your attention a complaint which reaches me from members of this Association whose places of business are located in Chicago and who advise me that the storekeeper in the bonded warehouse at the port of Chicago will not permit importers to enter the warehouse to weigh their own importations of tobacco. This rule compels the importer to pay a fee of ten or fifteen cents per bale or barrel for having his tobacco weighed by a public weigher which is a superfluous proceeding, in view of the fact that the importer is obliged to guarantee to his customer the weights upon which his sales are made and, therefore, must weigh the tobacco himself before delivering same.

"The practice at all other ports, so far as I am advised—and the practice at Chicago until recently—was to permit importers to weigh, examine and sample their tobaccos without interference.

"I am satisfied that the Government has no interest in compelling the importer to compensate a public weigher for a service which he does not want and which ultimately he must render personally himself, and I would, therefore, respectfully request that you will cause this matter to be investigated and take such steps as are necessary to provide relief in the premises. With kind regards,

"Very truly yours
"W. L. CROUNSE."

Director Camp immediately ordered an investigation; as the result of which the practice complained of has been stopped. Assistant Secretary Moss, in charge of customs, has addressed the following letter to the Collector at Chicago:

"The Collector of Customs,
"Chicago, Ill.

"Sir:—Receipt is acknowledged of your letter of the 6th instant, in regard to the letter of the National Cigar Leaf Tobacco Association, addressed to the Department, relative to importers being allowed to weigh their importations of tobacco in warehouse.

"It appears to be the practice at the port of New York, upon application being made in writing to the Collector, to permit importers to weigh their own tobacco in bonded warehouse under proper supervision. If the quantity which it is desired to weigh is such as to call for the expenditure of a considerable period of time, and the duties of the U. S. Storekeeper in the warehouse are such that he is unable to exercise adequate supervision, the assignment of a customs guard would be required at the expense of the applicant to supervise the weighing to the end that the revenue be properly protected.

"The Department is of the opinion that such practice would properly safeguard the revenue, and you are hereby authorized to permit the weighing of tobacco in warehouse when such weighing is properly supervised and at the expense of the applicant, provided any expense is necessary.

"Respectfully,
(*Signed*) MCKENZIE MOSS,
Assistant Secretary.

Mr. Crounse states that he is informed that under ordinary circumstances the weighing of tobacco by leaf importers would not call for such an expenditure of time as to make necessary the assignment of a customs guard.

Pacific Coast Prospects

J. J. Warner, of Grosvenor, Nicholas & Co., is sending many orders from Seattle. Mr. Warner is optimistic regarding future business on the Pacific Coast.

At Fashionable Resort

I. M. Jacoby, of Meyer & Mendelsohn, spent a few days at Southampton, Long Island, this week.

Bonholdt & Co. Buy Choice Marks

Arthur Bornholdt & Co., Inc., leaf dealers, of 139 Front street, New York, secured 300 bales of extremely light colored Sumatra at last Friday's Amsterdam inscription, consisting of two running lots of Senembah My/Sennah and Senembah My/M, both first footleaf and choicest marks.

Arthur Bornholdt & Co., have also secured in Amsterdam, 100 bales of Vorstenland Java, including two fancy lots of the highest grade quality, viz., A/Tegalgondo/M and B/Tegalgondo/M (1922 crop).

Returns from Holland

Jos. Cullman, Sr., of Cullman Bros., who has been attending the Holland inscriptions, sailed from Europe, July 4, on the Holland-American liner *Rotterdam*, and is expected to arrive in New York about July 15.

Buys Leaf Tobacco Here

Adolph A. Kuttnaeir, leaf tobacco broker, of Chicago, has made some big purchases of fancy wrappers in the New York leaf market recently.

Shade-Grown in Fine Condition

F. M. Arguimbau and Louis Leopold, vice-presidents of the American Sumatra Tobacco Co., Inc., have just returned from an inspection tour of the organization's vast Connecticut plantations and are highly satisfied with the condition of the crops.

North-Western Trade Good

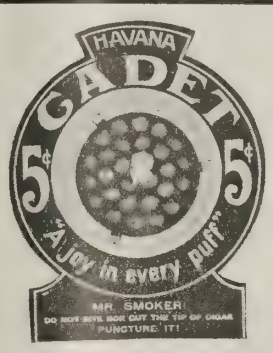
Max Maier, the Water street leaf dealer, is touring Detroit and Ontario. He reports that business is above normal in the northwestern territory.

A Welcome Visitor

Alonzo Stecha, of the Por Larranaga factory, Havana, is in New York visiting his many friends and business clients.

From Florida

Jerome Regensburg, of E. Regensburg & Sons, cigar manufacturers, of Tampa, Fla., is visiting New York this week, in the interest of his organization.



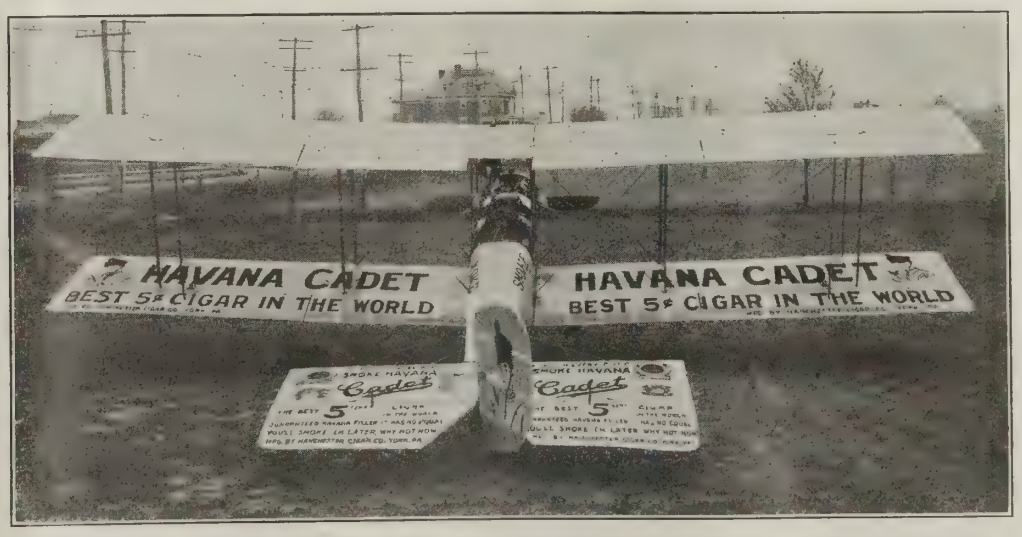


"A Joy in Every Puff"

HAVANA
Cadet
CORONA
5 CENTS



Havana Cadet as seen in the Sky and on Earth



GUARANTEED HAVANA FILLED. *IT HAS NO EQUAL*

Manufactured by

MANCHESTER CIGAR CO.

YORK, PA.

R N. PARIS
Sales Manager

Our Selections of the
1923 crop of

PORTO RICO TOBACCO

will sustain our reputation as to the unexcelled uniformity of our grades and the exceptionally fine quality of the tobacco.

STERN-MENDELSOHN CO.
INCORPORATED
165 Front Street
New York City

Chicago Dealers Report Increase in Pipe Sales

Special Displays During National Pipe Week Proved to Be Big Drawing Cards—Predicted That Pipes Will Have More Consideration in Future—Trade News and Notes.

CHICAGO, June 30.—All the dealers reported a large increase in the sale of pipes since the 23rd, due to the displays and signs shown. The United Breitung and Central Cigar Co. stores had large posters on all their windows, besides showing fine pipe displays. Every dealer made extra efforts and it can safely be said that pipes will play a strong part in the retail business hereafter.

G. C. Damon Cigar Co. has succeeded to the business of the Watson Cigar Stores of Detroit, which operates a chain of retail cigar stores. Pancho Arango and Havana cigars will be featured by the new firm.

Personality on Woodhouse List

On his recent visit to Detroit "Doc" Rosobro of the New York-Tampa Cigar Co., placed his Personality, Tampa-made cigar, with John T. Woodhouse & Co. A big advertising campaign will be started August 1. George Stone has been engaged by Rosobro to work the Motor City dealers.

Muriel Publicity Campaign

This week saw the opening of the Muriel publicity campaign for Faber, Coe, and Gregg, Inc. P. Lorillard Co. is running a quarter page ad in the daily newspapers and signs appear on all the windows. "It takes a Muriel to match a Muriel" say the Lorillard ads.

In Harness Again

Frank Cohn of the Nathan Fox Co., after a long siege of sickness is once more out and calling on his trade. Frank features to the large downtown dealers Bozano Cigars and Poppers Eight Inters.

Lands Two Stars

Ruhstrat-Christian Co. has taken on Al Mayer and Wm. Kilroy, both of whom resigned recently from the sales force of Grommes & Elson. These are two of the best known salesmen here. Mayer will work the South Side and Kilroy the North. La Fendrich, Cuesta Rey and Charles Denby will be their leading sellers.

Louis Cohn, head of the El Predomino Cigar Co., Philadelphia, is here on a visit to his Chicago office. Della Casa, their leading brands widely placed in Chicago.

New Girard Distributors

P. J. Rubey & Co., the South Chicago jobbers, have taken over the distribution of Girard cigars for Chicago and the surrounding territory. Girard has been distributed here for years by Iwan Ries & Co., who have just discontinued the line.

Four Cigar Brands and Pipe Line

Iwan Ries & Co., wholesalers, at 104 North Wells street, are hereafter to confine their sales force to Pancho-Arango Clear Havana and Emersoic, Java Wrapped and two 5 cent brands, Pay Day and Ries Tampa Cubans. All other brands they have been distributing have been discontinued and in the future their sales force will devote all their efforts to these four brands and their line of pipes.

Eliner Eppstein of the Frank P. Lewis Cigar Co., Peoria, Ill., makers of the big selling Emerson cigar, was a visitor at his Chicago distributors, Iwan Ries & Co.

Doing Effective Work

W. F. Jones is doing good work here for P. Lorill and Co., with Egyptian Deities cigarettes. Jones is placing the 5 cent ladies' size in gold tips with all the dealers, who display them on their counter tops.

C. H. Garrard is cleaning up on Murad cigarettes with each 1,000 Murad 20's 50 Murad 10's are given gratis.

C. W. Berkley is the sales manager here for P. Lorillard Co., whose Chicago offices are at 414 Rush street. All the Lorillard brands are selling well in this territory.

Wm. Tobias, general manager for Iwan Ries & Co., is away on his annual vacation. Billy left with a box of Pancho-Arango cigars packed away in his grip. When he returns he is going to cover the city trade with their six retail men.

"Light a Harvester"

A larger ad of the Harvester cigar appears in the Chicago newspapers. The 10 cent Record-Breaker, 2 for 25 cents Perfecto, and the 15 cent De Luxe sizes are the big repeaters.

A Busy Place

The Kimball Segar Shop is a busy spot these days, and Adolph and Max Seekback, the owners, are kept on the jump. Here can be purchased the finest brands of Havanas that are to be found any where. Their stock is large and cigars are always in the very best of condition.

José Garcia is very busy at the Chicago office of Perfecto Garcia & Bro., rushing cigars out to their trade. Perfecto Garcia is one of the leading clear Havana sellers here.

Sam Meyer, special Cuesta-Rey representative, stopped in to thank us for the special write up and to say we made an error. To be exact, he opened 355 new accounts on the South Side for Cuesta-Rey cigars through Ruhstrat-Christian

Edgeworth tobacco, in the new decorated tin humidors of one-half pound is now on sale. It retails for 70 cents.

Mrs. L. H. Field, is now the manager for both the Evanston and North Shore Hotels, in Evanston, Ill. Both hotels have a cigar department and do a good business.

Has New Connection

Frank Thurman, one of our former Chicago boys, previously with Melachrino, J. B. Back & Co., of New York and recently located in Indiana, has connected with the cigar department of Mooney-Mueller-Ward Co., of Indianapolis, and will work the city.

Has Large Following

A neat Melachrino cigarette ad appears in the Chicago newspapers, "Melachrino, the one cigarette sold the world over," is very much called for in the Windy City.

The Wm. J. Seidenberg Corp. is introducing a new all Havana Tampa made smoker that sells 2 for 15 cents.

Moving Lively

John Grigsby, is doing great work here on Johnny Walker cigarettes for the Falk Tobacco Co. John is one of those "wide awake" chaps and he has this 20 for 25 cent cigarette, stepping along fast.

Makes Good Report

Ed Stief, of Julius Fernbach Co. is back from his Michigan tour. He states that he booked a large number of orders for Cyrilla and General Forbes cigars, and also opened some fine jobbing connections.—H. L. H.

Dreux Coming Back

D. Dreux, of D. Dreux, Inc., is scheduled to sail from Southampton next Saturday for New York on the Cunard liner *Berengaria*. Mr. Dreux has experienced a strenuous time at the Amsterdam and Rotterdam inscriptions but has succeeded in securing a very fine selection of fancy lots for his customers.

To Raise Matoaka Prices

Patterson Bros. Tobacco Corporation announces that on September 15, 1923, the price of Matoaka Cigarettes will be increased from 20 cents per package to 25 cents per package of twenty.

"Java Week" a Hit

H. Duys & Co. sold no less than 2,500 bales of the 1922 Java crop last week, which represented more than half of their holdings. It is anticipated that the balance will be disposed of very shortly.

A Man's Smoke



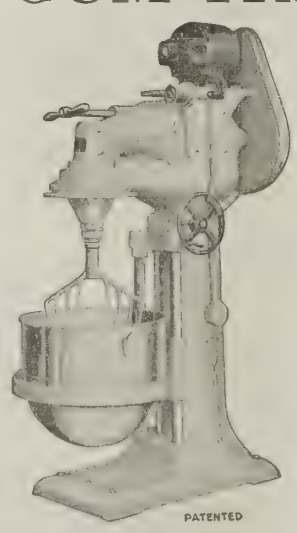
At all good dealers

Q for Queed Quality Quantity

READ 3-SPEED MIXER

for Mixing

GUM TRAG (*Cigar Makers' Paste*)



Read 3-Speed Mixer Type "D"

NO STRAINING NECESSARY

When mixing "Gum Trag" (cigar makers' paste) by hand it is always necessary to strain the paste in order to free it from lumps.

With a READ this is not necessary as the thorough mixing action does away with all lumps.

A READ SAVES TIME, LABOR AND MATERIAL

Write for further information

READ MACHINERY CO.

YORK, PA.

TOBACCO
· ESTABLISHED · 1886 ·

PUBLISHED EVERY THURSDAY
by the
Tobacco Trade Journal Company
10 East 39th Street, New York
Telephone, 2380, 2381, 2382 Vanderbilt

GEO. S. MACDONALD, President NICHOLAS VOLK, Secretary
R. T. TANNER, Business Manager C. L. FRANKLIN, Editor

TERMS OF SUBSCRIPTION

One Year $3.00
Canada and Foreign Countries $5.00

Remittances may be made by New York draft, postal or express money order, or cash in registered letter.

Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, JULY 5, 1923

ADVERTISING AND ITS COST

A United States Circuit judge not long ago passed down this dictum from the bench:

"Advertising is a method of selling goods which, without increasing their merit, increases their cost."

A part of the process of selling goods is the use of warehouse space for storing in the various stages of distribution. Another part consists of clerical work, for which office space is necessary. For warehouse and office space it is necessary to pay rent. But that in no way increases the merit of the goods.

A part of the process of selling goods is the employment of salesmen. That in no way increases the merit of the goods.

A part of the process of selling goods, which costs money and in no way increases the merit of the goods, is transportation.

It will be admitted that to sell goods it is necessary to employ a salesman or to advertise. Most successful merchants do both, because they consider both necessary, says the Greensboro *News*. Here is an illustration that is presented by Scammon Lockwood in an article in *Collier's* weekly paper. You decide to sell your automobile. You might dispose of it at a reasonable price without salesmanship, but the chances are heavily adverse. Suppose you have enough salesmanship to do the job yourself. You set about finding a prospect; you make inquiries, you ring doorbells, you consume time. Or else, for a price considerably less than you consider your time worth per day, you put an advertisement in a newspaper, which at once attracts the attention of most people of the community who are interested in that sort of trade. You establish contact with them and then it is a question of salesmanship. Your advertisement has not added to the merit of your goods; but instead of increasing the cost of transfer, has reduced it.

It appears that for every can of a certain line of soups there is a seventeen-hundredths of a cent advertising cost, which must be absorbed by the consumer. There is probably a $5 advertising cost in a $1,000 car. Breakfast food, half a cent on a 15 cent package. On a barrel of flour, selling at $11, 25 cents for advertising. Perhaps as much as three cents in the dollar, on a pair of shoes. A certain line of brushes, about one cent each.

Disregard the relationship of quality and advertising, for the time being. The soup man testifies that the first year his concern spent 7½ per cent for salesmen and 14 per cent for advertising, a total distribution expense for these two items of 21½ per cent. Advertising has steadily increased since that year, 1898. Now the expense for salesmanship is two per cent and for advertising three per cent—total distribution cost 5 per cent, which must be absorbed by the customer against an original 21½ per cent.

The salesman who is engaged in the distribution of a product not advertised must be paid for by the consumer. Salesmanship is an individual matter. Think it over, whether advertising increases or decreases the cost of salesmen necessary to dispose of a given volume of goods in a year. To quote Mr. Lockwood:

"A concern is now advertising extensively in an effort to educate us all to the importance of insulation on piping and heaters in domestic heating plants. They claim that by the use of insulation you can save from one-tenth to one-quarter of your coal bill every year. Suppose you put on insulation to the cost of $100 and save $25 worth of coal every year. What portion of this $100 investment represented advertising cost? Less than a dollar was spent for the purpose of telling you what it is, what it will do, and what it costs, and where it may be obtained. Certainly that transaction shows a profit all round.

But there is a vital relationship between quality and advertising. Sometimes a retailer will price two articles to you and account for a wide variation in price by the statement that the cheaper is not advertised; that is the only difference. No doubt this is sometimes true. That would mean, in all probability, that the producer is charging the consumer an immense profit on what the producer pays for advertising, because the actual cost of advertising is seldom more than a trifle on the individual article. But it is a fact of advertising experience, a lesson that has been learned by the expenditure of millions and millions of dollars, that it seldom pays to advertise an inferior article. It is a rule that generally holds true, therefore, that the advertised product has quality. So that while advertising adds nothing to the merit of the goods, it is an assurance of merit that holds good in most instances. Advertised goods, package goods, for instance, which have practically displaced bulk goods, moreover maintain a consistency of quality. It does not pay to advertise a line of goods the standard of which is high unless that standard is maintained with a fair degree of consistency in each parcel of it sold to the public.

The cost of distribution, the spread between producer and consumer, is an immense item. It is far too great. It is not nearly as great as it would be but for the preparation that advertising makes for the salesman's work. Advertising reduces the cost of goods, instead of increasing it. The learned judge did not know what he was talking about.

TOBACCO CULTURE

According to an Associated Press report made a few days ago tobacco is being grown by 450,000 farmers in forty-two states of the country. This does not mean, however, that the nearly half million farmers are devoting their entire time, or even the greater part of it, to raising the weed. In fact, those engaged in planting other crops often have a patch of tobacco and the number of growers giving all of their attention to tobacco is comparatively small. The acreage devoted to tobacco is one-half of one per cent of the total of all crops.

Two-thirds of the crop is produced in the three states of North Carolina, Kentucky and Virginia, with Pennsylvania and Connecticut showing up strong in values and acreage. In the report mentioned it is stated that the tobacco crop of the United States brings into the treasury something over three hundred million dollars annually. Connecticut and Florida, growing shade tobacco, produce a quality used for wrappers that was formerly imported, and this is a very valuable part of the big crop.

Referring to the tobacco crop in Gadsden county, the *Quincy Times* recently said:

"With conditions for priming and curing almost ideal, the work of harvesting Gadsden county's big crop of shade-grown tobacco is progressing at a rapid rate. With favorable weather during the remainder of the week the crop will be half gathered by the end of this week. The sand leaves have all been sav and the first and second middles are now bei taken off The daily showers make conditio for handling the leaf in the field and in the ba so perfect that damage from this source is duced to the lowest minimum. The tobacco curing up in fine condition in the barns, w plenty of moisture to make the colors ri This is one of the cleanest and finest crops Gad den county has produced, but naturally there some isolated crops that have suffered dama from various sources. The crop genera though is an excellent one, with color a burn said to be the best this section has pr duced in years. Results obtained from expe ments have proved so universally satisfacto that there is no anxiety felt whatever regardi the burn. While it is too early in the season predict what the average yield will be, the b ter crops will yield on an average of 1,2 pounds to the acre.

Conditions in Florida are most favorable, appears, for a fine harvest of tobacco, and wh there is always some risk until the crop is in t barns, it would seem that Florida growers wou do well this season. The acreage has not grea increased in the state of recent years, but doubt there will always be considerable attenti given to tobacco—and there certainly is mon to be made in its cultivation in this state. Th Florida can raise shade tobacco successfu means a special market for the product, and t probability of fair returns regardless of the crease of production in the ordinary grades. *Jacksonville Times-Union.*

TOBACCO AS SECURITY

The tobacco industry in several Europe nations outranks that of the United States in relation to the government, although so far quantity is concerned this country assumes place of leadership. The loan of $125,000,0 made to Austria by almost a dozen countri including America, through the agency of t League of Nations, was secured in part by th government's tobacco monopoly. In like ma ner the funding of Jugo-Slavia's debt to t United States will be linked up prominent with the country's tobacco trade.

The revenues from the tobacco industry pr videJugo-Slavia with more than double the to interest obligations on all its loans, includi private loans by American bankers and the wa time debt to the United States of approximate $60,000,000. The tobacco monopoly yields annual return of more than $10,000,000. Ad tional receipts from government monopolies matches, salt, kerosene and cigarette pape based on the 1922 figures, provide a substant sum which could be applied to principal requi ments. The government also derives a reven from its railroads in excess even of tobacco r ceipts.—*Indianapolis Star.*

A POOR TIME TO STRIKE

There could hardly have been selected a mo inopportune time to start a strike than t present, and the prospects are that there will numbers who have been working steady w spend all their savings and perhaps lose the jobs altogether. It is a hard matter to get em ployment at the present time, and any pers who has employment will be doing well to ho on to it.

The cigarette workers may have some rig to object to conditions, and the employers ha reason also to refuse to grant their demand but unless the burdens had been added, we ca hardly seen the wisdom in declaring the stril at the present time. Conditions have not r adjusted themselves. While prosperity is b ginning, it will take some time for the people get back to themselves all that was former theirs, and sacrificing savings, damaging i dustries and enforcing idleness on many wh would rather be working is a poor way to brin that readjustment.—*Havana Evening News.*

New Netherland's Tobacco Culture and Trade Briefly Reviewed

Land of Flowers Has Been Devoted to "Weed" Divine—Holland and Her Colonizers Early Became Interested in the Commercial Possibilities of Tobacco — The Plant That Cheers But Does Not Inebriate Was Successfully Grown on Manhattan Island

By DINGMAN VERSTEEG

In Holland and Her Colonies.

IS THERE another nation besides Holland which can more truthfully say in the words of Mark Twain: "I cultivate my flowers and burn my weeds"? The land of tulips, hyacinths d roses for centuries past has also been, er since Sir Walter Raleigh in 1586 introced the tobacco plant to Europe, an ardent votee of the "weed." To the mind's eye, e phlegmatic, stolid Dutch "burger's" ture is not complete without his "Gouda" pe, even as a Dutch fisherman without ooden shoes and a "nose warmer" would an anomaly.

Between 1586, the date mentioned above, d 1629, three years after Peter Minuit, at e behest of the West India Company, had ught the island of Manhattan from its dian owners, Holland and her colonizers in w Netherland had become so much intered in the commercial possibilities of toco that the Directors of the West India mpany, in a report of November 16, 1629, the States General of Holland, could state at the Dutch traders in New Netherland nported this year a considerable quantity tobacco which is now an important article commerce."

The adaptability of Manhattan's soil for e cultivation of tobacco early invited glishmen to settle on the island and when e Council records begin (1638), English bacco planters immediately figure on their ges.

The first obligation, dated July 3, 1638, tered by the Provincial Secretary, was one eighty pounds of tobacco, made out by elof Hackwaert to ex-Director Wouter n Twiller. Two weeks later, on July 17, homas Hall and George Homs (Holmes) o signed an obligation to Van Twiller for 5 pounds of tobacco. After this, tobacco ds continual mention in the records as a dium of exchange, was considered as cur-



Sumatra East Coast: Sumatra tobacco under cover in the seed beds

cy and frequently put up as security in mmercial transactions, showing that it st have been produced regularly and in at quantities. The absence of metallic ney and especially of paper currency (an invention of more recent times) rendered absolutely necessary the substitution of a generally acceptable commodity of reasonably stable value as a medium of payment, and tobacco, owing to its generally stable value, was much preferred. Even Director Kieft, on February 17, 1639, had offered Isaac Allerton to accept tobacco from him in place of corn or money.

Though tobacco was more generally cultivated on Manhattan, there are also evidences that tobacco plantations were operated in Achter Col (New Jersey), on Long Island and even on the mainland, in what is now the County of the Bronx.

The first mention of a tobacco plantation occurs on July 9, 1638, when Andies Hudde, formerly of Amsterdam, and Hans Hansen Bergen entered into a contract about the cultivation of tobacco "upon the flatland on the Island of the Manhates behind Corlear's land" (on the northernmost part of the island). The agreement was quite simple. Hudde was to go to Holland to engage six or eight tobacco planters, procure the necessary implements and send all over as quickly as possible. Hudde was to pay all travelling expenses and the costs incurred in hiring the



Sumatra East Coast: Transporting the famous Sumatra wrapper tobacco from the drying shed to the fermentation shed

men and procuring the necessaries. The vouchers he was to send over with the men. Bergen on the other hand was "to furnish as many dwellings and tobacco houses as the time may permit." He was to put the men to work without anybody's interference, was to pay half the expenses, while Hudde was to pay the other half. Hudde also agreed to remunerate Bergen for his services as manager. Nor was Bergen required to pay rent, but nothing was said about the profits.

Some hyper-sensitive souls today would be shocked if a minister of the gospel were to engage in the tobacco business, but formerly this was considered quite proper. So we read of a lease with quite a string to it, executed on May 17, 1639, when the Rev. Everardus Bogardus leased "to Richard Brudenell a tobacco house and plantation, with a waterdog, gun and powder, at a certain rent payable in tobacco and one-third of all the game he shall kill, as long as the powder and ball last." This plantation probably was part of the property received by Mr. Bogardus through his wife, the famous Anneke Jans, whom Mr. Bogardus had married in March, 1638.

One of the most extensive cultivators of the soil who did everything on a large scale was Wouter Van Twiller. Had he been the feeble-minded fool De Vries made him out to be, Van Twiller would never have thought of developing the country, either for himself or the Company, as the records show he did. He took up much waste land, of which there were millions upon millions of acres, without any detriment to anybody, greatly benefiting the country, developing most of his holdings, leaving enough for the multitudes who might come after him, of which there was at that

time no great sign. On the contrary, the more land there was taken up and cultivated, the more inhabitable the country became. Van Twiller, and after him Stuyvesant, were most active in developing New Netherland's agricultural resources, both investing much capital and taking large risks through Indian raids and other accidents, owing to their widely scattered investments.

Among the returns dated March 22, 1639, of Van Twiller's extensive holdings all over New Netherland, there was mentioned a tobacco plantation covering two hundred acres, on the Island of Manhattan, close by the Indian village of Sapokanikan, on the North River. The plantation was surrounded by palisades, contained a dwelling house in good condition, where Thomas Hall and George Holmes and their tobacco planters lived, and a serviceable tobacco house. This splendid plantation was situated near what is now Gansevoort street, chiefly in the present Ninth Ward.

On September 7, 1639, Hall and Holmes left Van Twiller's service and started a tobacco plantation on Deutel (Turtle) Bay, on the East River in the neighborhood of 42nd street. A little over one year later, on September 21, 1640, Hall sold his half to Holmes.

About this time Jonas Bronck, who gave his name to the county of the Bronx, is introduced as a tobacco planter at Emaus, the name he had given to his large estate. Bronck died on May 6, 1643, after which an inventory of his estate was taken. This inventory, besides showing that he was a wealthy man for that day, also mentioned a tobacco house on his Emaus estate.

It happened not seldom that merchants in Holland made advances on tobacco crops in the field, expecting to be reimbursed after the harvest. Coenraet Van Cuelen, a prominent Amsterdam merchant, had made such advances to Jochem Pietersen Kuyter who had a large farm and plantation on the northern part of Manhattan. However, the planter was unable to ship the tobacco on which Van Cuelen had made the advances, and on August 1, 1641, Kuyter returned the loan.



Sumatra East Coast: The utmost care is taken in the proper handling and hauling of Sumatra's famous and costly tobacco leaves in the field

Hudde, who possessed land all over Manhattan and on western Long Island, and was half owner and fellow founder of Amersfoort (at present Flatlands), on January 16, 1642, leased a tobacco plantation with a dwelling and tobacco house near Keskaechqueren on Long Island for two years to no less a person than the renowned Captain John Underhill, who cut quite a figure in New Neaherland's history. The rent for this plantation was "two hundred pounds of well cured tobacco" annually.

One of Director Kieft's earliest acts, after assuming the directorship, was the appointment on August 12, 1638, of Claes Van Elsland and Wynand Pietersen, as tobacco inspectors. As these inspectors were appointed only for the tobacco raised in New Netherland, it would appear that even then the production of the New Netherland weed must have reached large proportions. A little less than two years later, on January 5, 1640, Jacob Van Curler and David Provost were invested with this important and responsible office. In 1653, Isaac De Forest and George Holmes, Van Twiller's early tobacco planter, were appointed, while Holmes on April 13, 1655, was succeeded by Peter Van der Linde.

Tobacco plantations, like most other matters, often became causes for court business, and on June 7, 1640, Maryn Adriaensen had Hendrik Pietersen before the bar in regard to the surrender of a tobacco plantation. The court pronounced in favor of Adriaensen and Pietersen De Vries. In his "Korte Histo- for six years." On July 4th of the same year, William Hunt legally attached a parcel of tobacco belonging to Nathaniel Martin, but which was stored with Jacob Van Curler, for whom Corlear's Hook, not far from t South Ferry, has been named. The tobac in question was Virginia tobacco and was remain attached until proof should ha arrived of a debt, claimed to be owing Virginia. Cases like this were far from ra

On June 13, 1640, Thomas Hall proceed in court for slander against not less a pers than the Rev. Everardus Bogardus, becau the latter had accused Hall of having render



Sumatra East Coast: Sumatra tobacco ready for shipment to foreign countries

the minister's tobacco unsalable. As often done, the matter was referred to arbi tion and must have been settled out of co since nothing more is heard about it. (1). more serious case was that of Doctor Councillor Johannes Lamontagne agai John Merris or Merrit. The latter had b for the Councillor a tobacco house which blown down, resulting in great damage Lamontagne's tobacco. On December 1641, he sued for damages. Again the c was referred to arbitrators, and this end in the records.

So important had the cultivation of bacco become that on May 18, 1654, the rectors of the West India Company sta that tobacco was the principal crop in N Netherland. This doubtless was the case and in the immediate neighborhood of M hattan, but grain, peas, beans, maize even fruit and garden produce were extensively cultivated, there being no dence that very much tobacco was grow Rensselaerswyck, on Long Island and e in Achter Col. At about the same time especially a few years later, quite some bacco was also raised in the South R (Delaware) Colony, whose soil and clim near Maryland, appear to have been adapted for a good brand of tobacco.

That there was a considerable toba trade between New Netherland and English colony in Virginia appears from earliest records on hand.

In the absence of other evidence, the h of having been the first trader in Virg tobacco must be conceded to Captain Da Pietersen De Vries. In his "Korte Hi riael", he says, under date of May, 16 "The 17th we came before the harbor of English Virginias, and as there was non the ship except myself, (he had been t in 1634,) the helmsman and boatswain c into the cabin and carried me on deck order to sail the ship in. As it was ou season to trade for tobacco, I let all of cargo lie there and gave directions to t when the crop of tobacco should be ripe, I would return when the unhealthy sea should be over, that is, towards Septemb

le then left for New Netherland on May th and arrived here on the 30th. On the h of September De Vries again set sail for rginia where he arrived on the 10th. He en continues: "The first of October I began sail up and down the river to my customers order to collect my debts, but found that tle tobacco had been grown and that there d been this year great mortality among the ople and large quantities of goods brought to the country by the English. The Eng- h had not paid each other for the tobacco * * * *I consider in regards to this trade at he who wishes to trade here must keep ouse here and continue all the year."

Many other transactions referring to the bacco trade between the English colony Virginia and New Netherland are scat- ed over the early records.

The Dutch, however, were not satisfied th the commerce with the English colonies one, but also desired to extend their rela- ons with Canada. In this they succeeded. rly in July, 1658, the first ship, the Jean ptiste, under Captain Jan Perie, chiefly aded with sugar and tobacco for the Cana- an market, was ready to sail, and as this as the first voyage to New Netherland's rthernmost neighbor, the duties on sugar, bacco, provisions and malt were remitted. nfortunately the ship was wrecked on the land of Anticosti and the entire crew rished. Perie's widow on July 23, 1661, rried Cornelis Andriessen Hoogland of ne Hague. This for the time being put a op to the commercial intercourse between ew Netherland and Canada.

As some complaints had been made about e poor condition of large quantities of bacco shipped to Holland, the Directors at nsterdam on December 19, 1656, not only ve instructions for a more rigid inspection, t also added this advice: "Much depends so on the cultivation of the tobacco plant, for when it is cut and cured at the proper time during the growing period, it is much better and stronger, and may easily fetch a higher price." Their letter dated November 23, 1654, had been much more explicit, containing the following admonition: "The inspectors of tobacco should be directed and strictly held to keep a close watch either by opening the hogsheads at both ends and taking out the tobacco to see whether it is dry and well cured or by some other convenient and safe means. * * * Further the planters must be informed that much depends on the cultivating and curing of the tobacco, for it is considered much stronger and pleasanter when it is pruned in time during its growth; and if after drying it has a good yellow color, it has been found to be valued much higher here, bringing one-half as much more than the Virginia tobacco."

In 1656 the import duties to be paid to the Company in Holland amounted to thirty stivers per 100 pounds for Virginia tobacco and 20 stivers per 100 pounds for New Netherland tobacco, an early instance of the policy of preferential tariffs. That neither New Netherland nor Virginia tobacco were by far worth as much as some West India tobacco is evident from the following complaint to Stuyvesant in regard to the St. Beninio. This ship had been confiscated on February 21, 1648, for violating the conditions of her contract. She was loaded chiefly with hides and West India tobacco and the Directors wrote regarding this under date of January 27, 1649: "You have not sent us a list of the cargo and you say not a word in your various letters about the 2,000 pounds of Maracaibo tobacco shipped in this caravel, nor that you received them and at what price they were sold. This tobacco could be sold here at present for eight guilders the pound, and it is in our opinion not a matter of so little importance, as to be passed over in silence." The probability is that this extremely valuable tobacco was sold to local merchants, because the New Netherland Government was always hard up for money and would not let such a favorable opportunity pass to replenish its yawning treasury.

The loss of New Netherland in 1664 closed to the Dutch not only a profitable trade in furs, but also absolutely ruined its tobacco trade and industry besides curtailing some other sources of great financial benefit to the mother country. It caused the bankruptcy of the old West India Company and marked the beginning of the decline of Amsterdam.

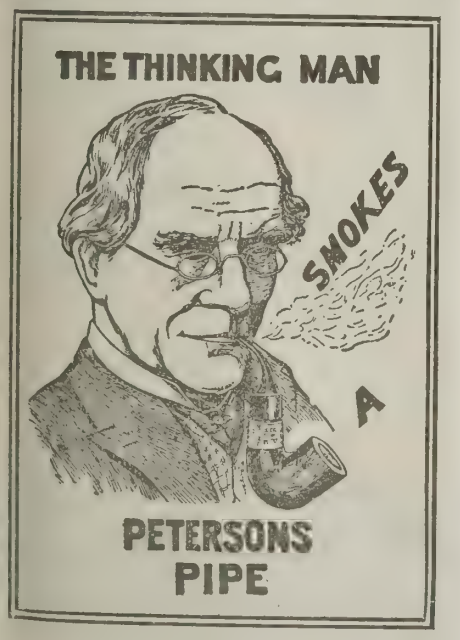
A Progressive Corporation

Cullman Bros., Inc., packers and importers of cigar leaf tobaccos, are raising a quantity of shade tobacco of the 1923 crop on farms at Hoskins Station and East Windsor Hill, Connecticut. The growing of this tobacco is under the supervision of Fred B. Griffin, M. L. Floyd and William J. Hayes.

These plantations have been noted for style and quality of leaf, and early reports on the 1923 crop indicate that so far the elements have been most favorable to this section. The crops are packed under the supervision of Fred B. Griffin and M. L. Floyd, and warehoused in Hartford and East Windsor Hill, Connecticut.

Until 1922 Cullman Bros., Inc., were not large factors in the growing of shade tobacco, but beginning with the 1922 crop, arrangements were effected with Fred B. Griffin, which have proved so successful that this corporation has considerably increased its acreage in the interest of its many friends in its packing of shade.

While the year 1922 practically marked the inauguration of Cullman Bros., Inc., as factors in the shade industry, this concern had originally grown shade on its Tariffville plantations on a modest scale, which crops were more or less pioneer movements.



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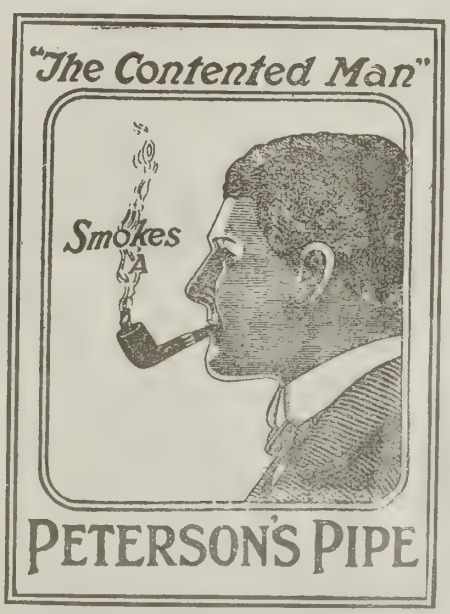
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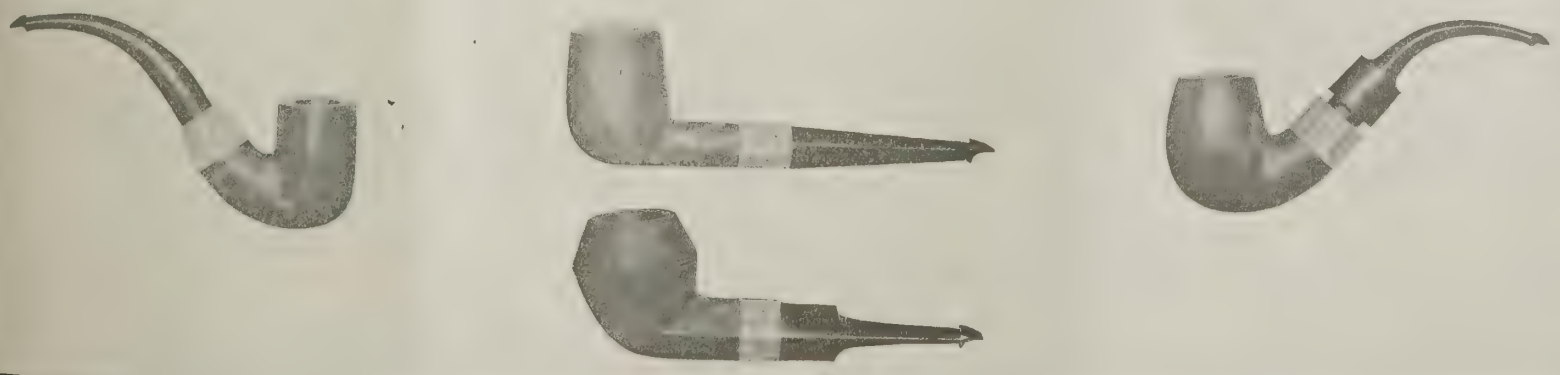
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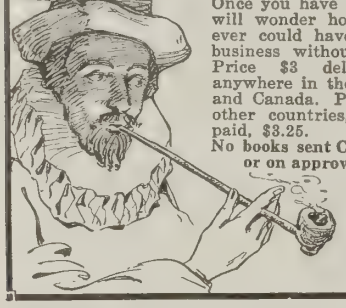
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ESTABLISHED 1881



Send for Samples and Prices

New British-Am. Director

DANVILLE, Va., June 30.—R. C. Harrison, who twenty-five years ago entered a local tobacco stemmery with a view to learning the tobacco business, has just been elected a director of the British-American Tobacco Co. in London, according to private advices received here. He is a brother of J. D. Harrison, of Baltimore, vice-president of the Citizen's National bank. Mr. Harrison spent several years in India where he represented the British-American Co. returning recently to London. He has been elected to succeed Sir Arthur Churchman, member of parliament, who is retiring.

Interest on Gold Bonds

Notice is given that the transfer books of the registered 4 per cent gold bonds of the American Tobacco Co. will close at twelve o'clock noon July 14, 1923, for the purpose of payment of interest thereon due August 1, 1923, and will re-open at the opening of business August 2, 1923.

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	*Asked*
American Cigar Co.	77	81
American Cigar Co. Pfd.	83	88½
American Mach. & Fdy.	140	..
Bayuk Bros. Com.	50	55
Bayuk Bros. 2nd Pfd.	111	116
Bayuk Bros. 1st Pfd (wi)	95	100
British-Amer. Tob. Co.	22	24
Eisenlohr & Bros., Com.	65	70
Eisenlohr & Bros., Pfd.	96	99
Geo. W. Helme, Com., new	55	53
Geo. W. Helme Pfd.	111	113
Hav. Tobacco Com.	..	½
Hav. Tobacco Pfd.	..	1½
Imperial Tobacco Co.	15	17
International Cigar Mach.	55	60
J. S. Young Com.	104	108
Johnson Foil	80	100
J. S. Young Pfd.	104	108
MacAndrews & Forbes Com.*	124	128
MacAndrews & Forbes Pfd. *	97	100
Mengel Co. Com.	28	32
Metropolitan Tobacco	70	95
Patterson Bros.	12	18
Philip Morris	11	12
Porto Rican A. T. Co.	75	80
Porto Rican A. T. Script	75	85
R. J. Reynolds "A"	117	..
Schulte Retail Stores	90½	92
Schulte Retail Stores, Pfd.	113	120
Tobacco Prod. Export	2¾	3½
United Cigar Stores	175	210
Universal Leaf Com.	104	107
Universal Leaf Pfd.	95	97
United Profit-Sharing	5	5½
U. S. Tobacco Com.	45	48
U. S. Tobacco Pfd.	105	108

*Ex-Dividend.

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	*Asked*
American Snuff	130	132
American Snuff Pfd.	90	91
American Sumatra	17	19
American Sumatra Pfd.	35	52
American Tobacco	140	141
American Tobacco "B"	140	141
American Tobacco Pfd.	102⅓	103
Consolidated Cigar	20	21
Consolidated Cigar Pfd.	67	75
General Cigar	81	82½
General Cigar Deb. Pfd.	103¼	107
General Cigar Pfd.	105	108¼
Liggett & Myers	196	200
Liggett & Myers "B"	112¾	114
Liggett & Myers Pfd.	190	196
Lorillard, P.	148½	150
Lorillard, P. Pfd.	109	113
Tobacco Products	48	48¼
Tobacco Products Pfd.	106	108
Tobacco Products "A"	78	78½
United Cigar Pfd.	106	114
United Retail Stores	71¼	72½

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Tobacco Stocks Produce Attractive Returns

Old line tobacco stocks at present levels are more attractive to the investor, desiring stability of yield, than to the speculator looking for wide fluctuations in share prices. The tobacco industry has invariably made a favorable showing in contrast to other lines which suffered in periods of business depression.

Decline in tobacco stocks has followed the trend of the market and in no way reflects weakness in the fundamentally sound conditions of the industry or impairs the prospects of increasing returns to the old line companies who report business keeping pace with the high record of 1922 and, in some instances, sales for the first five months of this year exceeding those of year ago.

These big companies are sharing in the increased cigarette production which in May was 27 per cent ahead of 1922 and 34 per cent above 1921, and for five months was 32 per cent more than the corresponding period last year. Cigar output also gained 10 per cent in the first five months over 1922.

Aggregate net of 12 major companies in 1922 was $81,010,473 after taxes and depreciation, compared with $69,612,980 in 1921 and $66,999,533 in 1920.

Old line tobacco companies are strongly entrenched against competition as the result of many years' advertising that has given trade-marked brands wide distribution and stabilized retail sales with large scale production and low manufacturing costs.

Following shows recent lows and highs for 1923 and dividend yields at low prices of five tobacco stocks:

	High	Low	Rate	Yield
American Tobacco	161⅛	141	$12	8.5%
Liggett & Myers	222¾	190¾	12	6.3
Lorillard Co.	178⅝	146	12	8.2
Reynolds B.	67¾	63½	3	4.7
U. S. Tobacco	69	49	3	6

—Wall Street Journal.

Special Bayuk Meeting

PHILADELPHIA, Pa., July 2.—A speci meeting of stock holders of Bayuk Bro Inc., has been called for July 12 in Bal more for the purpose of voting on pr posed amendments in the certificate of i corporation providing for change of nan to Bayuk Cigars, Inc., and for reducti of dividend rate on second preferred sto from the present 8 per cent per annu rate to 7 per cent per annum.

Now E. Littman & Bro.

CHICAGO., Ill., July 2.—E. Littma 301 E. 51st street, wholesale and ret cigar dealer, announces that he has tak his brother, M. Littman, into partne ship with himself, and that the firm nar hereafter will be, E. Littman & Br The firm distributes Lozano Dulce, L cius, Cyrilla, Charles the Great, Perfec Garcia, San Alto, and Masetto ciga

Interest on L. & M. Bonds

The transfer books of the Register 5% bonds of Liggett & Myers Tobac Co., will close at 3 o'clock P. M., Ju 16, 1923, for the payment of interest said bonds, due August 1, 1923, and w re-open at 10 o'clock A. M., August 1923.

Gibson Cigar Co., Inc.

CINCINNATI, O., June 30.—The Gibs Cigar Co., has been incorporated; capi stock $10,000. Incorporators, John Jagy, Clemens Neihaus, and Theodo Rosenthal.

Ollies, Inc.

HOLLAND, Mich., June 30.—Ollie's h been incorporated. Cigars, tobacco, a confectionery. Capital stock, $150,0

CIGARETTE PAPERS

IN BOBBINS, REAMS AND BOOKLETS

ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS

MAX SPIEGEL & SONS CO., Inc., 54 Lispenard St., New York

Cable "Boasel," Buffalo

KEISER & BOASBERG

Packers of Leaf Tobacco

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Importers of Havana

Offices: 173-175 Elm St., Buffalo, N. Y.

MANUS, MULLER & CO., Inc.

152 WATER ST. (cor. Maiden Lane) NEW YORK

Importers of **SUMATRA and JAVA TOBACCO**

Foreign Exchange Rates

n the subjoined table the quotations on ling represents dollars and decimals dollar; all others represent cents and mals of a cent. Quotations preceded the decimal mark indicate a price sured in fractions of a cent.
arity of exchange is given as reported the United States Mint, except in tries with a silver standard, where y fluctuates with the price of silver.

Closing Rates Tuesday

ULING—Par $4.86⅝ per sovereign.
mand..4.56 1/16 Cables..4.56 5/16
NCE—Par 19.3 cents per franc.
mand... 5.92 Cables.... 5.92½
Y—Par 19.3 cents per lira.
mand... 4.34 Cables.... 4.34½
IUM—Par 19.3 cents per franc.
mand... 5.02 Cables.... 5.02½
MANY—Par 23.8 cents per mark.
mand.. .0006¼ Cables... .0006¼
RIA—Par 20.3 cents per crown.
mand.. .0014⅛ Cables... .0014⅛
MARK—Par 26.8 cents per krone.
mand...17.34 Cables....17.37
CE—Par 19.3 cents per drachma.
mand... 3.05 Cables.... 3.08
LAND—Par 40.2 cents per florin.
mand...39.06 Cables....39.10
GARY—Par 20.3 cents per crown.
mand.. .0116 Cables... .0116
WAY—Par 26.8 cents per krone.
mand...16.14 Cables....16.17
N—Par 19.3 cents per peseta.
mand...14.18 Cables....14.20
DEN—Par 26.8 cents per krona.
mand...26.41 Cables....26.44
ZERLAND—Par 19.3 cents per franc.
mand...17.41 Cables....17.44
TA—Cents per silver dollar for Hong Kong; per tael for Shanghai and Peking.
ngkong—
mand...52.25 Cables....52.375
king—
mand...73.675
anghai—
mand...70.375 Cables....70.50
IPPINE ISLANDS—Manila: Par 50 cents per silver peso.
mand...49.25 Cables....49.50
N—Par 49.8 cents per yen.
mand...48.81 Cables....48.93
NTINA—Par 42.44 cents per Argentine paper dollar.
mand...35.00 Cables....35.10
IL—Par 32.45 cents per paper milreis.
mand...10.75 Cables....10.80

New Orleans News

W ORLEANS, La., June 30.—Manuel es, executive head of M. Trelles & in Tchoupitoulas street, and a go man, president of Company has a cigar factory here, exged trade civilities on the recent nged visit of the latter to New ns, which bespeaks harmony and feeling between these two enterg and energetic representatives of igh-class cigar manufacturing establents of this city. The Chicago man ot hesitate to affirm the views re- expressed by Mr. Trelles that the was now opportune for the cigar facturers of this city to put forth every effort to raise the standard of their product, in both workmanship and the quality of the goods, if New Orleans was sincere in its desires and aims to retrieve the reputation it once so completely enjoyed for the excellence of its cigars. Its prestige was now at stake and no reasonable expense should be spared to once more put its cigars in the front rank of American manufacture.

Chas. A. Dreux, of Valloft & Dreux, Inc., distributors, left during the week for Columbus, O., from which point he will journey to French Lick Springs, Ind., where he contemplates spending several weeks. Valloft & Dreux report an exceptionally good business in Ruy Lopez, a Tampa product, selling at 10 cents. They cannot catch up with their orders.

A. F. Babin, of Falk & Babin, has departed for points in Texas on a motoring trip. He will be away a couple of weeks.

Ought to See the Pipe-Smoking on the Streets of Gotham

One would have to be told that this was "Pipe Week" so far as outward demonstration of the fact conveyed the idea. New Orleans is not a pipe smoking community in any sense of the word, though there is a large element of the population that seek solace from the weed through this medium. It is not in evidence on the street. Our people are wedded to cigarettes. Of the many stores that made an effort to keep abreast with the procession in celebrating the period given over to "pipes," may be mentioned Max Guiraud, whose store had on display a very fine assortment of Brier wood pipes, in handsome plaques, of William Demuth & Co. Leon Godchaux, the big clothing establishment, just taken over by the United Cigar Stores Co., had part of its window space in Canal street, filled with London pipes of the Lasieni make and Dunhill's standard mixture.

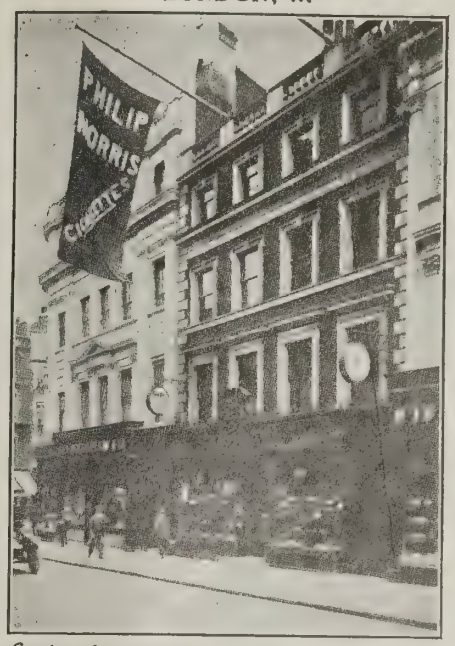
Black Fire in Perique Crop

G. W. Edgerton, plant pathologist of the Louisiana State University Experiment Station, is credited with the statement that, in his opinion, the perique crop of tobacco will be reduced from 25 to 50 per cent this season by "black fire," a serious bacteriological tobacco disease. President Sigur Martin, of the Perique Tobacco Growers Co-operative Association, who is regarded as an eminent authority on perique tobacco in this State, while affirming the announcement made by Mr. Edgerton, is not apprehensive of such serious results. The disease has made its appearance in the tract susceptible of the cultivation of Perique, but its presence there is only in spots and does not prevail throughout the area. Some growers are even now cutting the leaves off the plant to arrest the progress of the disease, a remedy of doubtful efficacy, since the tobacco leaf has not yet matured and hence is not up to standard perique.—CRESCENT.

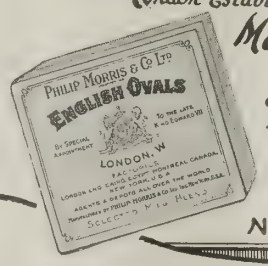
Inspects Connecticut Crops

J. Arens, who recently inspected the Connecticut properties of Henry Oppenheimer & Co., growers and packers, of 182 Water Street, New York, reports that the plants are in fine condition, and are making steady progress.

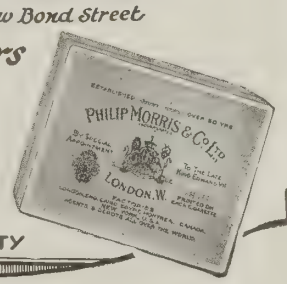
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INCORPORATED
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LONDON, W.



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Novelty Smoker's Outfits

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A Lamppost holds the match box.
Two additional ash trays on the large tray.
Entire outfit made of solid spun brass, nickel plated or polished. Highest grade workmanship thruout. Also the same in mounted tray stands.

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PERFECT CIGAR GUM (Powder)
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RICHO POWDERED GUM (3 Grades)
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Simplicity and variety at popular prices makes Gilco Tobacco pouches and Cigarette cases big sellers too. Ask about them

The Gilco Pipe Case

The one case for all pipes both straight and curved stem.
The jury of men who use this inexpensive, but handy and durable pipe case find it guilty of doing everything that a worthy pipe case should.
Made of colored leather, imitation leather, black kid or cloth.

It's Profitable Ask for Prices

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Cable: "Cuetara" - - Figuras 39-41, Havana, Cuba

Cable "Quinto" P. O. Box 502
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COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
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Escogedor de Tabaco En Rama
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CAMAJUANI
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MAJAGUA
REMEDIOS

Havana Packers Watch Actions of Foreign

Local Tobacco Men Have Not Been Stampeded Into Mak Extended Purchases—Seem Satisfied to Let Outsid Take the Profits, to Say Nothing of Possible Losses.

HAVANA, Cuba, June 28.—Notwithstanding the absolutely empty market, quite some shipments of stemmed and unstemmed tobacco were made to foreign countries, tobaccos mostly secured by the importers some time ago. A few stripping plants are still busy stripping old tobacco.

Of new tobacco only a few lots arrived here, as most of the packings will not start before first part of July. It is said, that of the Remedios crop about 60 per cent has been sold and that some farmers will pack for their own account and others are waiting still to sell their tobacco in bundles. Regarding the purchases of bundles made in the country, some houses succeeded in getting a reduction in price and others had to receive goods at the price once agreed. As in every year, there is also this year a big difference in the value of the tobacco and it is almost certain, that a tobacco bought at $10 more, will result in being a better purchase than the cheaper tobacco,, which gives a relatively smaller proportion of upper grades.

Not Much Competition

In Vuelta Abajo, where hardly any foreign houses operated, the old and practical packers bought, considering the general market condition, at reasonable prices, defending themselves as much as possible when receiving the goods. The tobacco in this section is of a heavy and good quality, excellent for mixing purposes. Several houses received during last week and this week their first lots and although they claim, that the cost is rather high, they are very well satisfied with the quality and packing. A few of these houses have already sold their Colas up to $40 and if they get a proportionable price for the upper grades, they will be satisfied. The tobacco, notwithstanding the lack of rain also in this section, is first-class in quality and aroma and pretty fair in development as to size.

Remedios Moving Slowly

Of Remedios tobacco very little has arrived so far. Everybody will remember that enough tobacco was planted to raise a crop of over 300,000 bales in this section. After the continuous dryness the total quantity was calculated by several Vuelta Arriba people, not to pass 110,000 to 120,000 bales, while now the general opinion is, that the crop in this section will amount to from 170,000 to 180,000 bales. Of this quantity, however, people claim, that from 30,000 to 40,000 bales can be calculated as tobacco not to be assorted, but rather loose leaves and Botes. tobacco mostly unfit for stripping, but for export or cigarette purposes, not counting the low grade Botes the packings will contain. The tobacco that has arrived so far shows a pretty heavy quality, but being less developed is shorter in size than in normal crops. Going around the market one finds, that the Cuban and Spanish packers have bought very, very little tobacco, the bulk of the crop being bought up by foreign houses, export and commission houses. There is hardly any packer or almacenista who does not admit, that the tobacco has been overpaid for and that it is nothing but a question of time to find out, whether they are going to make a profit or lose. They say that if we sell at a profit, same will hardly be worth the trouble and money invested, and if we lose, it will not knock us down, as we did not go in much, but noticing the enthusiasm of the "foreign" houses, which undoubtedly ought to know their business, we decided to also pack a little in order to be able to attend to some of our customers. same old story, which in several y has cost some money to our packers almacenistas.

Not in Cheerful Mood

A local tobacco paper goes so fa to publish an article, that, in case coming crop should be a good, abun and an early one, same would sell be this present crop. This, however, w refer only to the tobaccos packed by few local houses for speculation or farmers, as the rest of the crop is t already as good as sold, and in the h of foreign houses, who agreed to pay prices and who picked out this yea pack relatively more than ever, lea less than generally to the local pac Business must undoubtedly be "fine promising" in these foreign countries the demand "strong," when these ho consider it wise to secure and pack quantity they need, instead of buying bacco as formerly in the market, w goods are in condition to be shipped worked. Now, as our packers here not as well posted about the for markets as the interested parties, respect at the same time the good j ment of this foreign trade, whom, e cially our farmers will always remem with great sympathy and satisfaction

In New Quarters

After the death of one of our popular almacenistas, Don José Alva of Alvarez y Alvarez, the owners of firm has given up her warehouse Monte 38, which will hereafter be o pied by the young and promising firm Ruisanchez, Gutierrez y Ca., who left warehouse formerly at Monte 105. the well-known packers and dea Sierra y Diez (Ferreteria) have m from Monte 3 to Industria 166-168. wish both firms good success in their houses.—GALLO.

Some Features That App to the Tobacco Industry

Early plans for the 1923 Chemical position which will be held during week of September 17 to 22 at the Gr Central Palace, New York, show the Exposition this year will be div into specialized groups more than ever fore. Thus far group exhibits have planned for the fertilizer industry, ins cide and fumicide industry, basic raw terials and railroads, container and la ling devices, educational groups by ous Government departments and chemical societies, dyestuff industry, chemical industry generally, and othe

Home from Holland

James Willing, of the American laya Trading Co., arrived in New Y last Sunday on the steamer *Nieuw sterdam*, from Holland, and after sp ing a day at his offices in New Y proceeded to his home in Monti While in Amsterdam attending the scriptions, Mr. Willing made consi able purchases of high-grade Sum leaf. He will probably return to sterdam later on for the fall inscripti

Back from Successful Tri

Ira Strouse, of Strouse & Holzmar due in New York today from Hav after completing a successful trip Tampa and Key West, Fla., and C

SELGAS & COMPANY
IMPORTERS & PACKERS
Havana & Porto Rico Tobacco
Warehouses:
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Porto Rico—Manati
128 Water St.
NEW YORK

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

. S. Sibonev —June 26

	Cases
ed Cigar Stores Co.	14
& Tilford	11
Wasserman Co.	15
Rosa Fernandez & Co.	1
A. Schulte, Inc.	2
on & Hedges	1
les & Co.	5
ral Union Trust Co.	37
venor, Nicholas & Co.	9
well & Co.	1
. & Cuba Mail S. S. Co.	24

. S. Toloa —July 2

& Tilford ..... 7 cases

Tobacco from Cuba

. S. Sibonev —June 26

	Bales
. Davis & Co.	5
Duys & Co.	50
Ardisana	7
Schwarz	36
egreira	23
uppin, Inc.	118
Neuberger	18
	Barrels
rican Cigar Co.	67
Rosenwald & Bro.	76
n-Mendelsohn Co.	36
llinger & Co.	32
antor	16
Vegreira	2
Ruppin, Inc.	145
). Downing & Co.	10
Order	12
	Packs
ernheim & Son.	39
Corsa	10
antor	2
. & Cuba Mail S. S. Co.	93

Cigars from Porto Rico

S. Porto Rico —June 27

	Cases
o Rican American Tob. Co.	40
nzon & Rodriguez	14
ed Cigar Stores Co.	10

. S. San Lorenzo —June 27

	Cases
ed Cigar Stores Co.	181
o Rican American Tob. Co.	172
Bonilla	4
A. Hewitt	3
ır, Lanza & Co.	4
Moss	3
al Bank of Canada	1

. S. Maracaibo —July 2

nzon & Rodriguez ..... 25 cases

Tobacco from Porto Rico

. S. San Lorenzo —June 27

	Bales
ustrial Leaf Tobacco Co.	50
Rodriguez	6
lorfein	115
Schall & Co.	122
Gans' Sons	15
ewis Cigar Mfg. Co.	20
o Rican American Tob. Co.	75
n-Mendelsohn Co.	7
	Barrels
n-Mendelsohn Co.	109
o Rican Produce Exchange	41
I. P. Cigar Co.	119
A. Andre	27
Gonzales	54
Gans' Sons	40
rican Sumatra Tobacco Co.	100
yskens & Shaw	19
Rodriguez	15
A. Andre	4

Tobacco from Rotterdam

S. S. Nieuw Amsterdam —June 30

	Bales
H. Duys & Co.	148
Manus, Muller & Co.	128
Herzog & Sarluy	40
Cullman Bros.	55
L. Schmid & Co.	32
American Malaya Trading Co.	86
A. Bornholdt & Co.	49
Joseph Holzman	7
D. Dreux, Inc.	1
W. Van Doorn	5 cases

Tobacco from Chios

S. S. King Alexander —June 30

	Bales
E. Xylas	71
National Bank of Greece	136
To Order	446

Tobacco from Southampton

S. S. Aquitania —June 30

R. F. Downing & Co. ..... 2 cases

Tobacco from Bremen

S. S. Muenchen —July 2

American Foreign Service Corp. ... 1 case

Briar Pipes from Le Havre

S. S. Chicago —June 27

	Cases
D. A. Schulte, Inc.	19
Bank of United States	3
American Express Co.	1
Bernard Judae & Co.	1

S. S. Rochambeau —June 29

A. Oppenheimer & Co. ..... 1 case

Briar Pipes from Southampton

S. S. Olympic —June 27

	Cases
A. Oppenheimer & Co.	3
Guaranty Trust Co.	1

S. S. Aquitania —June 30

Alfred Dunhill ..... 6 cases

Briar Pipes from London

S. S. Maine —June 30

Davies, Turner & Co. ..... 1 case

S. S. President Adams —June 30

B. Weiss ..... 9 cases

Clay Pipes from London

S. S. Saxonia —June 28

To Order ..... 24 cases

Cigarettes from Cristobal

S. S. Cristobal —June 27

American Tobacco Co. ..... 60 cases

Cigarettes from London

S. S. President Adams —June 30

B. B. Dorf & Co. ..... 1 case

Cigarette Papers from Le Havre

S. S. McKeesport —June 28

Rose & Frank Co. ..... 5 cases

Cigarette Holders from Bremen

S. S. Bremen —June 26

W. Demuth & Co. ..... 1 case

Smokers' Articles from Southampton

S. S. Aquitania —June 30

F. Murray Hill & Co. ..... 5 cases

Briarwood from Genoa

S. S. Dante Alighiera —July 2

J. J. Toledam & Co. ..... 60 bales

Briarwood from Algiers

S. S. Presidente Wilson —June 30

S. M. Frank & Co. ..... 795 bales

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Representing CIFUENTES, PEGO & CO., of Havana, Cuba

"PARTAGAS"

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DRAGONES 106-108 HAVANA, CUBA

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Diehl's Havana Tobacco Cable Code, $15.00

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Dealers in All Kinds of Havana Tobacco

Specialty—Remedios & Vuelta Abajo Tobaccos

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Telephone M. 2368. Manuel Fernandez Grau.

Cable "Fegrau." Antonio R. Fernandez Grau.

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HAVANA, CUBA

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HAVANA LEAF DEALERS

SUAREZ HERMANOS S en C

110 Rayo Street, Havana, Cuba

Cable "Answer"

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GEORGE P. BRUCK

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A NEW PARK & TILFORD PRODUCT

"TILFORD CIGARS"

THESE CIGARS ARE MADE BY OURSELVES IN OUR NEW YORK FACTORY. In every respect they embody the PARK and TILFORD standard of quality and value.

This new departure has been made for the man who wants a FRAGRANT, VERY MILD AND FULL-FLAVORED CIGAR.

MADE IN SEVEN SIZES:

Tuxedos	10c	Perfectos	2 for 25c
Deliciosos	10c	Invincible Finos	2 for 25c
Londres	10c		
Club House	15c		
Invincibles	15c		

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D. J. Keith, General Representative

B. WASSERMAN CO., Inc.

Established 1870—Incorporated 1902

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Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

Licorice from Beirut

S. S. Canada —*June 30*
To Order .....47 sacks

Imports and Exports at New Orleans

The following are the imports and exports through the port of New Orleans for the week ending June 14:

Filler Tobacco from Cuba

By S. S. Excelsior
To Nathan Elson & Co., Inc..13 barrels
By S. S. Excelior
To M. Trelles & Co.....70 bales
By S. S. Chalmette
To Nathan Elson & Co., Inc..48 barrels
By S. S. Creole
To Nathan Elson & Co., Inc....14 bales

Wrapper Tobacco from Java

Via New York and Louisville & Nashville R. R.
To Nathan Elson & Co., Inc....18 bales

Scrap Tobacco from Cuba

By S. S. Cartago
To S. Falk & Son.....10 barrels

Cigars from Manila

Via San Francisco and Southern Pac. R. R.
To U. Koen & Co.....2 cases

Exports

By S. S. Cerea
For Genoa.....1000 hhds. tobacco
By S. S. Meanticut
For Antwerp.....62 hhds. tobacco
By S. S. Edam
For Rotterdam.....22 hhds. tobacco
By S. S. Edam
For Algiers.....57 hhds. tobacco
By S. S. Burgondier
For Antwerp.....214 hhds. tobacco
By S. S. Ogontz
For Lisbon.....83 hhds. tobacco
By S. S. Amsaldo
For Genoa.....1015 hhds. tobacco
By S. S. Delilian
For Liverpool.....540 tierces tobacco and 395 hhds. tobacco

To Return from Porto Rico

Charles Gans, of Max Gans' Sons, Inc., leaf dealers and packers, is scheduled to return to New York from Porto Rico on July 19. Mr. Gans has been in charge of the interests of his corporation on the island for several months, and has made heavy purchases of the record new Porto Rican crop.

Four Thousand Miles For a Smoke

Because "Eskimo Laura" greatl craved tobacco the Canadian Governmer was put to $600 expense a short time ag in the strangest case in which a devote of "My Lady Nicotine" probably eve figured. Laura is a pure blooded Eskim woman and lives on the delta of th mighty Mackenzie where that river emp ties into the Arctic Ocean. About tw years ago she learned to smoke and be came an adept at rolling her own ciga rettes, though not averse to an occasiona cigar which once in a long time reache the Arctic Circle.

Tobacco is expensive and often hard t get; but when Laura's husband, Mr. In inuk, protested against her inroads upo his supply the woman attacked him wit a dog whip and drove him from the igloo After confiscating his entire supply o tobacco she proceeded to barter away a the family furs for a big supply of th fragrant weed.

Now the "new woman" until the (1922) was not known in the Arctic Till Laura's assertion of equal rights Es kimo women since time immemorial ha been docile subjects to the men. Naturall her so outrageous conduct caused grea astonishment and much comment in th summer settlement on the delta. S much so that even the mounted police a Herschel Island, the farthest north polic post in the world, men well versed i Eskimo ways, were so impressed b Laura's behavior they decided she wa insane. So they took her in charge an sent her under escort 2,000 miles b river steamer and then by train to Ed monton, Alberta, and thence to Ponok Asylum.

But when the board of expert alienist gathered they all firmly agreed that while Laura was an "A No. 1" smoke and a wonder at rolling her own ciga rettes, she was most certainly not insane Indeed, the learned gentlemen pro nounced Laura most decidedly normal.

So back to the Arctic went Laura, a first class passenger by train, and durin the 2,000 miles of wonderful journeyin by steamer over the great inland water way via the Peace, Slave River and Lak and the mighty Mackenzie, all at the expense of the Canadian Government which had dared to make aspersion against Laura's sanity. And all through the 2,000 mile journey Laura smoke steadily. The scenery which brings crie of rapture from the tourists who are now beginning to pour into the land did no move Laura.

She had looked upon it from birth.—*New York Herald.*

Joseph F. Cullman, Jr., President Milton Samuels, Joseph Mendelsohn, Vice-Pres.
Chas. W. Duignan, Treas. Harry S. Rothschild, Sec'y

STERN-MENDELSOHN CO., Inc.

HAVANA & PORTO RICO TOBACCO

165 Front Street, New York

PACKING HOUSES: HAVANA, CUBA; CATANO, PORTO RICO

Tampa Tidings

Cigar Business Prosperous

Tampa, Fla., June 30.—Today ends the lf year. Consideration of the statisi- reports of various municipal depart- nts as well as those of sundry business ivities for the first half of 1923 shows trend of prosperity and growth along ry line, which augers well for the next f of the year.

During the past six months, Tampa's ar industry, now running smoothly l without any of the labor troubles, is ning out fragrant smokes in an ever reasing volume and has added to its ks several new factories in the past or three months.

Figures of production during the first f year have even eclipsed those for the half of 1922 which included the istmas order, always the heaviest pe- l of the year, and this looks as though finish of this year might show a rec- which will be way ahead of any- g in the history of cigar making. ost 3,000,000 cigars of all grades have n manufactured since January 1, ging to the internal revenue depart- nt, through its sale of stamps the sum $332,044.75.

Custom Receipts Jump

ustom receipts also took to the es- tor and slid upward going way ahead ast year's records, in fact beating it by ly $200,000; with over $1,000,000 for six months.

Sues Insurance Companies

our suits against as many insurance panies, and each for $8,000, were filed Jnited States Court here Tuesday af- oon by Alfonso Fernandez, doing bus- s as the Fernandez Brothers & Co. suits are against the Stuyvesant In- nce Company, New York; the Me- ics Insurance Company, Philadel- ; the National Ben Franklin Insur- Company, Pittsburgh, and the Cam- Fire Insurance Association, Camden, .

e suits are to collect insurance by andez, whose cigar factory here was aged by fire on December 23, 1922.

Making Good Showing

n L. Farmer, vice-president and manager of Arturo Fuentes Co., is making his headquarters in At- , is spending the week in Tampa at factory looking over the production of the business. He reports their gia business going strong. In South da their goods are handled by Davis ekle of Tampa, and they show in- ing sales.

rade and Personal Paragraphs

nuel Garcia of Perfecto Garcia & , and Pancho Gonzales of Garcia & have returned from Cuba.

ncho Arango is back from New , and goes on to Havana on the 5th.

T. Morgan has returned from the st," and goes on to Havana to pur- leaf.

Santaella is visiting his Tampa fac- this week. He and Mariano Alvarez eave on Wednesday for New York.

rry Slavinski of the G. & M. Cigar has returned from New York and go.

estina Vega will go to Havana July 15.

ge Leon has returned from a visit s trade in Memphis, Birmingham, ta, Jacksonville and intermediate . He will go to Havana on the replenish his stock of tobacco.

nuel Corral is back from Havana.

. French of Sanchez & Haya will or or about the 10th for Havana.

Gottsegen, president of Gradiaz, & Co., plans to be in New York the 15th.

"Who's Who Today"

its "Who's Who" Department, the *Times* says:

mas David Fisher, the well-known box manufacturer, is a native of a, having been born here June 27, and he has not only seen the one time straggling village develop into a metropolis, but has contributed substantially to that growth.

A Profitable Business

Mr. Fisher was the first American employed in the first cigar factory established here, the Ybor-Manrara Co. In 1901 he entered the employ of Cuesta, Rey & Co., resigning in 1910 to enter the cigar box making business for himself, being associated with G. F. Weideman and H. H. Sheip. This business has proved profitable from the start and is one of the largest in the state.

Mr. Fisher is a member of the board of trade, and is fraternally identified with the Knights of Pythias, D. O. K. K., and Woodmen of the World. He is affiliated with Palm avenue church.

Mr. Fisher married Miss Minnie Colson, February 6, 1893, and they have five children.

Ordered to Stop Using the Word Tampa

Washington, D. C., July 2.—A Corporation of Baltimore, Md., a manufacturer of cigars, is named as respondent in an order recently issued by the Federal Trade Commission. The concern, the Commission found, manufactured cigars in Baltimore and sold them under labels bearing the word "Tampa" in such a way as to lead the general public to believe that cigars so labeled were manufactured in Tampa, Florida.

A. M. Weeks, of Pittston, Pa., acting as a selling agent for the Baltimore company, is also named as respondent in the Commission's order.

According to the specific terms of the Commission's order, the respondents must discontinue using the word "Tampa" alone, or in combination with other words, in brands, labels or legends on cigars, and the containers thereof, manufactured by or for them, or either of them, in Baltimore, Maryland, or any other place than the City of Tampa, Florida, or the Tampa District, so called, unless if the cigars in fact are not made in Tampa, Florida, or the Tampa District, such word or words in type lettering equally conspicuous with the word "Tampa" which state the true place of manufacture.—Lamm.

Buy Florida Tobacco

Madison, Fla., June 30.—The Cherry Lake Land Co.'s crop of tobacco, consisting of around 35,000 pounds, has been sold to Speight & Cantey of Fowlstown, Ga. Mr. Cantey came here to see after the shipping.

The price realized was not given out, however, it was said that the figure was quite good. One tobacco grower stated that a price of 65 to 75 cents a pound average for a crop would probably prevail this year.

The Fraleigh-Smith Investment Co. is building a packing house this year, size 70x90 feet, on their place near Greenville. They hope to have it completed in a couple of weeks, and will pack their own crop.

Miami Increasing Production

Miami, Fla., June 30.—Reports from the fifteen cigar factories in this city to the effect that the forces are being increased, indicates the rapid expansion of the cigar industry in Miami. About seventy-five men are now employed in making cigars here, a remarkable increase within the past few months.

The local factories claim that the best five cent cigar made anywhere is manufactured here. They are now putting out a long filler cigar at ten cents, this to compete with the scrap cigars being offered.

Making "Clean-Up"

Jacksonville, Fla., June 30.—A general clean-up is being made here and in South Jacksonville of tobacco merchants who sell cigarettes to minors. Headed by Probation Officer Lamier, the crusade here netted more than 200 alleged offenders.

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.

Established 1873 Manufacturers New York

F. LOZANO, SON & CO.

U. S. BONDED MANUFACTURERS

HAVANA CIGARS

F. LOZANO
FLOR DE NARVEZ
VICLO

TRADE MARK

WALLS COURT
EL LESSERO
CALATRAVA

REG. U. S. PAT. OFF.

OFFICE & FACTORY TAMPA, FLA.

N. Y. OFFICE, 437 FIFTH AVE., N. Y.

PERFECTO GARCIA & BROS.

Manufacturers of

World's Finest Havana Cigars

Office
208 N. Wells St.
Chicago, Ill.

Factory
TAMPA, FLA.

FIRST CONSUL CIGARS

LINCOLN BROS., Manufacturers
466-468 Broome St., New York

MONTE CRISTO CIGARS

R. LOPEZ TRUJILLO

Manufacturers of Clear Havana Cigars Exclusively

KEY WEST, FLORIDA

La Mas Fermosa—Comal—Magnetica

A. E. HARDEE

HARDEE TOBACCO COMPANY

Growers and Packers

FLORIDA SHADE TOBACCO

MADISON, FLA.

PLANTATION & WAREHOUSES MADISON CO. FLA

A. E. FRALEIGH TOBACCO CO.

GROWERS—PACKERS—DEALERS

Florida Shade Grown Tobacco

MADISON, FLORIDA

Eduardo H. Gato's

1871 GATO 1871

Mild Clear Havana Cigars

For

Fifty Years

Our line has been the standard by which all **Clear Havana** cigars have been judged.

Write for open Territory

E. H. GATO CIGAR COMPANY

FACTORY: KEY WEST, FLORIDA

OFFICES: 16-22 HUDSON STREET, NEW YORK

E. P. Oakes
Western Representative

153 North Clark St.
Chicago, Ill.

For Gentlemen of Good Taste

SAN FELICE

2 for 15c

Two Good CIGARS

EL VERSO

10c — 2 for 25c — 15c

The Deisel-Wemmer Co., Mfrs. :: :: Lima, O.

HEYWOOD, STRASSER & VOIGT LITHO. CO.

Manufacturers of High Grade

CIGAR BOX LABELS, BANDS and TRIMMINGS

Selling Representatives

ADOLPH FRANKAU & CO., INC.
129 Fifth Avenue, New York

B. B. B. CO. (CANADA), LTD.
Montreal, Canada

Western Representatives

PAUL PIERSON
139 North Clark St., Chicago

ALBERT ABENHEIMER
Windsor Hotel, Denver, Colo.

San Francisco Jobbing Trade Doing Fairly Wel

The Summer "Quiet Spell" Not Causing Any Particular Con cern—Dealers Helping to Swell the Number Who Ar Indulging in Vacations—Golden Gate Gossip.

SAN FRANCISCO, Cal., June 26.—It is one of those weeks when there is nothing special in the air, yet the jobbing trade is bumping along in a very satisfactory manner. The summer "quiet spell" counted as one of the incidents of the trade does not seem to be giving any special concern either to jobber or retailer. With regard to going on vacations, the cigar fraternity is not in very good position to complain, for the dealers manage to do their share themselves.

Adolph Judell, of H. L. Judell & Co reports that a steady stream of orders coming in from their up-to-date sellin force. Chancellors and Norwoo Dreams, he says, are both growing stea ily. In fact they have no dead-heads o their list. "We get good service from th factories," he says, "and good repea from the customers. For the steady an substantial nature of our trade, we a tribute much to the fact that we try

(*Continued on page* 44)

Domestic Exports of Leaf Tobacco, Cigarettes an Smoking Tobacco During April, 1923

WASHINGTON, D. C., June 30.—The following tables show the domestic export of leaf tobacco, cigarettes and smoking tobacco during April, 1923, from th United States, by countries. The figures are subject to revision. They are a follows:

Statement	No. 2601 Bright flue-cured	2602 Burley	2603 Dark-fired & Kentucky Tennessee	2604 Dark Virginia	2605 Maryland & Ohio Export	2606 Green River (Pryor
	Pounds	*Pounds*	*Pounds*	*Pounds*	*Pounds*	*Pound*
Azores, etc., Is. ..	2,502	....	5,958	....	....	..
Belgium	108,089	78,895	1,602,046	515,711	144,655	90,4
Denmark	77,211	....	6,585	127,739	74,590	
France	....	225,685	5,948,541	296,820	....	..
Germany	1,697,508	....	220,588	662,199	231,005	49,2
Italy	....	....	3,067,365	....	....	1,589,7
Latvia	9,090	....	....	....	....	..
Malta,Gozo,etc.,Is.	20,144	....	6,655	....	....	..
Netherlands	219,527	52,140	43,425	3,500	330,625	..
Norway	5,086	....	....	86,386	....	..
Poland & Danzig	....	....	22,570	....	....	..
Portugal	38,176	293,455	342,355	100,234	....	..
Spain	....	....	464,055	....	....	..
Sweden	....	....	1,398,945	....	....	..
Switzerland	....	....	311,454	....	97,745	..
England	4,970,465	....	1,268,387	1,096,476	3,045	1,023,4
Scotland	15,701	....	152,838	....	....	..
Ireland	246,748	....	....	20,658	....	..
Can. Maritime Pro.	....	25	....	....	....	..
Que. and Ont...	2,042,475	....	5,140	50,808	....	..
British Honduras..	....	600	7,577	....	....	..
Nicaragua	....	....	7,385	....	....	..
Mexico	9,100	1,152	800	400	....	..
Barbados	724	515	2,430	....	....	..
Trinidad & Tobago	28,011	....	....	....	....	..
Other Brit. W. In.	....	....	16,328	1,915	....	..
Dutch W. Indies..	....	....	700	....	....	..
French W. Indies	....	....	8,230	....	....	..
Haiti	....	....	93,362	....	....	..
Vir. Is. of U. S...	....	....	1,225	....	....	..
Argentina	12,603	....	....	5,379	....	..
Brazil	490	....	....	....	....	..
Colombia	2,777	....	3,400	570	....	..
British Guiana ...	....	....	3,330	....	....	..
Dutch Guiana	....	....	1,115	....	....	..
French Guiana ..	....	....	5,855	550	....	..
Uruguay	....	....	26,360	....	....	..
British India	202,081	....	....	....	....	..
China	2,287,183	....	....	....	....	..
Java and Madura..	14,879	....	....	....	....	..
Hongkong	152,712	....	....	....	....	..
Japan	48,327	....	....	....	....	..
Australia	883,479	....	1,899	639,786	....	..
New Zealand	14,875	....	....	....	....	..
Belgian Kongo ..	....	....	....	3,486	....	..
British W. Africa	....	....	751,055	51,779	....	..
British S. Africa..	867	....	200	....	....	..
Canary Islands ..	....	....	58,235	16,778	....	..
Algeria and Tunis	....	....	62,785	33,935	....	..
Liberia	....	....	21,396	....	....	..
Morocco	....	....	3,035	....	....	..
Other Por. Africa	....	....	17,818	....	....	..
Total quantity.....	13,092,830	656,017	16,149,325	3,787,011	881,665	2,752,(
Total value	$5,092,881	$131,119	$2,778,798	$1,403,071	$82,710	$712,:



All "CHARLES DENBY" and "LA FENDRICH" cigars, strictly hand made, are manufactured in this ONE factory, under ONE management—under ONE supervision thus always insuring that ONE dependable quality.

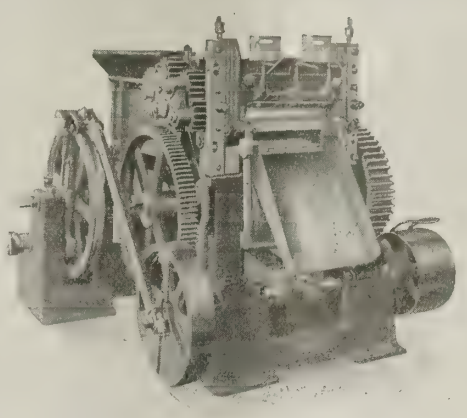
H. FENDRICH (Incorporated)

Evansville, Ind. **Established 1850**

Leaf Tobacco Exports

Statement No.	Leaf Tobacco 2611	2616	2619	Manufacturers of Tobacco 2622	2624
Countries	Cigar Leaf *Pounds*	Other Leaf Tobacco *Pounds*	Stems, Trimmings and Scrap Tobacco *Pounds*	Cigarettes *M*	Smoking Tobacco *Pounds*
zores & Madeira Is.....	....	7,382	....	....	....
lgium	....	186,236	....	....	....
nmark	10,035	72,823	38,165	20	1,615
land	....	....	3,420	....	....
ance	30	....	....	526	10
rmany	90	171,913	321,181	....	....
eece	....	....	....	2	....
lta, Gozo, etc., Is.	....	40,774	....	....	....
therlands	....	91,917	....	....	....
rway	....	....	....	50	540
land and Danzig	....	....	58,935	....	....
rtugal	....	351,192	....	....	....
eden	....	....	....	25	2,632
gland	25	285,920	....	100	47,538
otland	....	53,846	....	....	....
nada, Maritime Pro....	....	....	....	2	764
Quebec and Ontario	7,008	401,140	1,919	20	1,227
Prairie Provinces	....	291	....	7	3,501
Brit. Columbia & Yukon	....	....	....	20	2,226
tish Honduras	....	....	....	....	38
sta Rica	....	....	....	90	....
nduras	....	....	....	23	....
caragua	....	....	....	2,087	511
nama	....	....	....	9,041	2,157
xico	840	25,624	....	896	1,911
quelon & St. Pierre Is.	....	....	....	116	....
wfoundland & Labrador	....	....	....	40	3,391
rmuda	....	....	....	190	249
rbados	....	....	....	....	645
maica	1,627	....	....	5	46
nidad and Tobago	....	....	....	....	212
ner British West Indies	....	12,574	....	810	411
ba	....	1,967	....	1,165	5,578
minican Republic	....	....	....	225	11
tch West Indies	....	3,410	....	450	62
nch West Indies	....	32,411	....	....	....
ti	....	47,210	....	1,407	574
gin Is. of U. S.	....	4,234	....	1,295	166
gentina	....	....	....	1,640	1,280
zil	12,748	....	....	....	....
mbia	....	2,650	....	593	....
ador	....	....	....	24	....
tish Guiana	....	26,860	....	....	....
ch Guiana	....	2,868	....	240	....
nch Guiana	....	1,282	....	....	....
iguay	....	....	....	125	....
ezuela	....	....	....	60	30
tish India	....	528	....	3,850	1,744
uits Settlements	....	....	....	91,510	....
na	....	229,581	....	767,817	789
a and Madura	....	....	....	....	2,000
Eastern Republic	....	....	....	10	72
ekong	....	....	....	22,750	400
an	....	....	....	30,020	540
ngtung, leased territory	....	....	....	103,000	....
ippine Islands	....	1,841	....	16,095	335
n	....	....	....	....	40
tralia	....	....	....	240	....
ish Oceania	....	....	....	....	65
ch Oceania	....	....	....	20	253
Zealand	....	....	....	154	6,090
er Oceania	....	....	....	40	....
ian Kongo	....	2,000	....	....	....
ish West Africa	....	472,900	....	201	....
ish South Africa	....	....	....	1,500	....
ish East Africa	....	....	....	4,000	....
ary Islands	....	6,968	7,410	....	....
pt	....	....	....	....	150
er French Africa	....	252,017	....	75	....
ria	....	17,527	....	25	....
er Portuguese Africa..	....	21,772	....	608	....
ish Africa	....	3,708	....	....	....
l quantity	32,403	2,833,365	431,030	1,063,237	89,903
l value	$27,424	$672,549	$17,264	$2,064,662	$67,604

"ADT" Tobacco Machinery



The "ADT" Tobacco Cutter

Class B—Model No. 1 for cutting all kinds of Tobacco

Large Capacity Precision Cutting

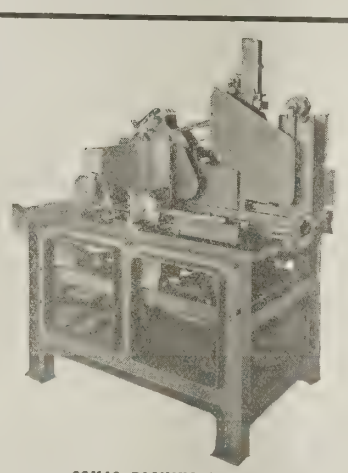
The Machine with the Crankshaft below the Knife

Our Catalog No. 50 contains full details and illustrations of 88 Tobacco Machines. We will be pleased to send you a copy.

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MACHINES FOR The Cigarette Industry



COMAS PACKING MACHINE, Three Models, 25,000 Packages of Cigarettes in Ten Hours. American Form Pouch Package.

The Comas Cigarette Machine Company

manufactures cigarette machinery of unsurpassed design and construction, including the following:

COMAS STANDARD CIGARETTE MACHINE, for Spanish form of cigarettes; capacity 90,000 a day.

COMAS JUNIOR CIGARETTE MACHINE, for Spanish form of cigarettes; capacity 30,000 a day.

COMAS AMERICAN CIGARETTE MACHINE, for American form of cigarettes; capacity 250,000 a day.

COMAS IMPROVED AUTOMATIC FEEDERS, adapted to any standard style of cigarette machine.

COMAS IMPROVED CIRCULAR KNIFE GRINDER.

The company furnishes also Tobacco Cutters, Tobacco Granulators, Tobacco Stem Flatteners, and other machines for the cigarette industry.

Machines in use in all parts of the world. Write for illustrated catalogue.

COMAS CIGARETTE MACHINE COMPANY, SALEM VIRGINIA, U.S.A.

Zering Warehouse Trucks

ZERING TRUCKS ARE BUILT FOR WORK



DUCK BILL
HOGSHEAD
PUSH TRUCKS
DOLLIES
TOBACCO BARROWS
CASTERS

THE H. ZERING MANUFACTURING COMPANY

Brazee and Oak Streets -:- OAKLEY, CINCINNATI, OHIO

We Manufacture Trucks Exclusively—500 Types

SANITARY PIPE CLEANERS

FOR PRICES WRITE

TROJAN SANITARY PIPE CLEANER CO., Inc.

ROCHESTER, N. Y.

STEFFENS, JONES and CO.

DOMESTIC LITHOGRAPHERS IMPORTED

STOCK LABELS AND STOCK BANDS

36 East 23d Street New York

COMPAÑIA GENERAL DE TABACOS DE FILIPINAS

35 South William Street, New York

Owners of

LA FLOR DE LA ISABELA

Factory at Manila, P. I.

San Francisco Office, J. B. Havre & Co., 916 Kohl Building

Supplying the trade for eighty-three years

LICORICE

EXTRACT POWDER ROOT

Laurel leaves, Deer Tongue, Lavender Flowers, Slippery Elm Bark, Star Anise, Orange Peel, Angelica Root, etc.

PEEK & VELSOR, INC.

76 William St. New York, N. Y.

Read Tobacco and Keep Up-to-Date

E. B. Embry, Pres. A. E. Watson, Vice-Pres.
E. M. Collins, Sec. and Treas.

Embry Tobacco Company

Incorporated

Growers and Packers of High Grade Shade Grown Leaf Tobacco

PLANTATIONS: QUINCY, FLA.
OFFICE & WAREHOUSE QUINCY, FLA.

QUINCY, FLA.

I. Gardner, Pres. S. Spitz, Vice-Pres.
Jos. Wedeles, Sec.-Treas.

MAX WEDELES TOBACCO CO.

DEALERS IN

Fine Florida and Georgia Shade Tobacco

QUINCY, FLA.

F. Perry May Fountain H. May
Fred L. May

MAY TOBACCO CO.

Growers and Packers of Shade Tobacco

YORK, PA. QUINCY, FLA.

B. Ottinger Henry Weinberg

B. OTTINGER & CO.

Fine Florida and Georgia Wrappers

QUINCY, FLA.

J. & O. ALTSCHUL TOBACCO CO.

Growers, Packers and Wholesale Dealers in

J. & O. A. TOB. CO. "THE BETTER SORT" QUINCY, FLORIDA

Florida-Georgia Shade Grown Tobacco

QUINCY, FLA.

J. T. BUDD, JR., & CO.

Growers and Packers

Florida and Georgia Shade Grown Wrappers

QUINCY, FLA.

The FLORIDA-GEORGIA Wrapper is the Wrapper of the Hour

FLORIDA and GEORGIA TOBACCO GROWERS ASSOCIATION

QUINCY · FLORIDA

The Florida Tobacco Commission Co.

Wm. M. Corry, President

Fine Florida and Georgia Tobaccos

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GROWER

Arthur Corry

PACKER

Quincy, Florida

D. A. Shaw C. H. Curry J. W. Shaw

Growers Tobacco Co.

Originators of Shade Grown Wrappers in 1896

QUINCY, FLA.

C. R. Shaw J. J. Love

Shaw Tobacco Co.

Growers and Packers Florida Shade Grown

Plantations: El Dorado, La Corona, Osceola

Quincy, Fla.

WEIL TOBACCO CO.

Growers and Packers Shade-grown

QUINCY, FLA.

G. H. Malone, Pres. D. Douglas, Vice-Pres.
D. C. Carmichael, Sec.-Treas. G. Y. Malone, Gen. Mgr.

FLORIDA SUMATRA TOBACCO CO.

Growers and Packers of Florida Shade Grown Tobacco

QUINCY, FLA.

Connecticut Tobacco Crop Getting Uneven Start

Seed Beds Have Been Reasonably Prolific—Transplanting Has Been Done in Good Time, But Much Resetting Has Been Necessary—Association Pays Out Large Sum

HARTFORD, July 1.—The present crop has been the hardest one to get started of any for several years, and many fields will start off uneven, due to so much resetting. However, there seems to be one consolation, as the older growers say that always when a crop was hard to get started that a good growth always followed. Certainly the growers have had a hard enough time this season to get their crop started, and it is hoped that the old saying will prove true.

Seed beds have stood up well this season and growers in most instances had plenty of plants to keep going every day. The crop is out in good time, although a few days later than last year. Many growers are better satisfied with it being later, as it will extend the time of harvesting a week or so longer and thus skip the end of Dog Days," which is generally a bad season for the tobacco just hung in the sheds; the danger of pole sweat is greater at that time than a little later.

Rain at East Hartford

Last Tuesday a heavy rain shower covered the section around East Hartford, which did not get any during the big storm Sunday. But the tobacco belt in the vicinity got a good soaking Tuesday, which was much needed following the dry, hot spell.

Setting out the 1923 crop is practically completed now, and ravenous cut worms are busy eating in many sections. These pests, together with the loss of plants caused by burning up of plants the previous week, keep the growers busy resetting. Some fields have been set out clean for the second time, and in some instances for the third time.

The early tobacco, which was set and got root before the extreme hot wave, is shooting along finely and in some fields it is now about one foot high and making great growth. There is plenty of moisture to carry it along for at least a couple of weeks more, even if there should not be any more rain within that time.

Growers Receive Checks

Checks totaling $1,000,000 have just been mailed from the office of the Connecticut Valley Tobacco Growers' Association to nearly 1,700 members, this being the second payment to the growers of Havana seed, on their 1922 tobacco. This news was welcome to not only the growers of Connecticut, Massachusetts, New Hampshire and Vermont, but also to merchants and bankers. This payment was arranged for during the past few weeks, when General Manager Fred B. Griffin sold practically all of the 1922 Havana seed at the fixed prices, which were set by the executive committee on January 23. In order to assort, pack, sweat and process the Havana seed and make the first payments it was necessary to borrow $2,600,000. Warehouse receipts which were issued by the 101 warehouses were used as collateral for these loans, and sufficient deliveries have been made to retire all of the loans and to make the second payment to the growers as the result of the turnover of the tobacco.

Shipments to individual purchasers vary in value from a few hundred dollars to $160,000. Over 90 per cent of the tobacco has gone directly to the manufacturers.

The broadleaf growers have received their first payments thus far, but as yet the prices have not been fixed on all the grades and probably will not be for a few weeks to come, as it is the intention not to sample the better grades until a little later. However, samples of brokes and fillers are being drawn, and the association has sold large blocks of these grades, and still has some to offer.

Pleads Guilty and Is Fined $50

The complaint brought by the people of the State of New York on behalf of the American Fair Trade League against the Phoenix Cigar Corporation for violation of Section 421 of the Penal Law, came on for trial Thursday morning at Special Sessions, Part I. The defendant pleaded guilty and the Court imposed a fine of $50 upon the defendant corporation, through its counsel, in open court stated and promised that it did discontinue, and would remove, all signs and labels which refer to cigars as being Mild Havana cigars, which cigars, however, contain a mixture of Havana and domestic tobaccos.

Explains to Court

The American Fair Trade League, through Edmond A. Whittier, its official representative, very clearly explained to the Court that the League brought this prosecution with the view only of protecting the community so that the smoker may freely go into cigar stores and when inquiry is made for a Havana cigar, be it mild or strong, he can feel safe and satisfied that he is getting what he asks and pays for.

It was because of the fact that Mr. Whittier was satisfied that the Phoenix Cigar Corporation intended to discontinue the use of the labels and signs of Mild Havana, as above stated, that the Court dealt with the defendant corporation so leniently.

This prosecution was brought to the attention of Joab H. Banton, District Attorney of New York County, by former Assistant District Attorney, Alexander H. Kaminsky, special counsel to the League in its Tobacco Investigation, and was prosecuted by Assistant District Attorney, Max Salomon, assigned to the Commercial Frauds Division, and who appeared at the Special Sessions ready for trial.

To Prosecute All Offenders

In commenting upon the result of this prosecution, Mr. Salomon said that the District Attorney's Office will prosecute diligently all complaints, after a proper investigation, which justify bringing a prosecution for similar offenses and will ask that the Courts impose as severe punishment as possible in order to discourage and to insure discontinuance of such practices.

Judges Alive to Situation

In commenting upon the result of the prosecution of this matter. Mr. Whittier, representing the American Fair Trade League, expressed his gratification and deep satisfaction at the manner in which the above case was prosecuted by the District Attorney's Office, and also for the expressions of opinions by the judges of Special Sessions, namely, Judges Freschi, Edwards and O'Keefe; and he feels satisfied that the judges are alive to the importance of this kind of litigation and will give the American Fair Trade League, and other institutions of similar kind who have the community's interest at heart, their entire co-operation.

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Co-ops Against Co-ops

RALEIGH, N. C., June 30,—Condemning the action which is being taken by some disloyal members of the Tobacco Growers' Co-operative Association, the organized tobacco growers of Pitt County in a unanimous resolution passed at Greenville on June 29 in their regular monthly meeting, stated that they proposed to resist to the uttermost the efforts of the class and character of men who are attempting to disrupt their association. Following the statement that "as loyal members, we pledge ourselves to aid and urge our directors to enjoin and prosecute to the uttermost such flagrant contract breakers," the Pitt County members of the tobacco co-operative declared, "We express our confidence in the directors and other officers of the association and our hearty approval of their administration of the business of the association. We call upon all loyal members to rally to the support of the association to fight for our rights, to resent all misrepresentations and slanders of our association and its officers, as reflections upon and insults to every loyal member."

Other resolutions approving the sales policy of their association and favoring the orderly selling of their tobacco at the association's prices, instead of dumping and selling at the buyer's prices, were unanimously passed with an expression of thanks to all business interests who have supported and helped the organized growers.

Under Restraining Order

The fate of Fred A. Elks, the largest tobacco grower of North Carolina's biggest tobacco growing county, who is under a restraining order to show cause why he should not deliver his 1923 crop to the co-operative association, and is being sued for $6,000 liquidated damages for tobacco that he is alleged to have sold at auction, may be shared by more than a hundred other Pitt County farmers who brought legal action against the association on the night of June 25.

According to M. O. Wilson, Secretary of the Tobacco Growers' Co-operative Association, these growers of Pitt County, "by their very suits have invited and laid themselves open to counterclaim and injunction."

Like W. T. Jones and Z. A. Harrell, the first contract breakers sued by the association, whose tobacco of the 1922 crop is still under the injunction issued by Judge Daniels more than eight months ago, the Pitt County farmers who seek to avoid delivery of their 1923 crop to their own organization, are giving their fellow-farmers with whom they have contracted to deliver, an early notice of the intention to abandon at its very start the enterprise which Chief Justice Clar of the North Carolina Supreme Cou called, "the most hopeful movement obtain justice and improve the conditio of farmers."

The effort of a few of the farmers Pitt County to avoid delivery of the 1923 crop of tobacco to their own ass ciation has caused a wave of loyal throughout Eastern North Caroli which has never been equalled in the h tory of the association. Several hu dred members of the association fr Craven County who met in Vancebo held the most enthusiastic meeting association members which has tak place in that section since the farm of Eastern North Carolina joined han to improve their system of marketi Director, J. Y. Joyner, from Rale headquarters; Director, J. H. Coward, Ayden; R. J. Works, of Kentucky; a Archie D. Odum, of Nashville; w among the speakers who addressed me ings of Pitt and Craven County toba growers during the past week.

The serious crop shortage in Virgi has reached alarming proportions, acco ing to the latest reports of the cou chairmen and secretaries of the toba association in twenty-four counties that state, and a shortage of 35 per c as compared to last year's crop, se certain from the estimate based u reports handed in from twenty-four V ginia counties on June 21.—S. FRISSELL.

Oxford Crop Outlook

OXFORD, N. C., July 2.—A light sho Thursday night and cooler weather s has tended to improve the growing c Indications are today that we will h rain which is quite badly needed.

The eastern and southern section the county are beginning to top and crop in these sections looks fair. northern section, along the Virginia is quite dry and the crop small for first week in July.—W. A. ADAMS C

From the Old North Stat

H. G. Whitehead, of Whitehead & derson, leaf tobacco commission chants and exporters, of Wilson, N arrived in New York a few days ag a business trip. He returned to his s southern home Tuesday evening.

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J. D. Rogers Makes Change

DANVILLE, Va., July 2.—J. D. Rogers for several years vice-president of the E. B. Ficklen Tobacco Co., of Greenville-N. C., has resigned that position to become associated with the John E. Hughes Co., of this city.

The Tobacco Association Convention

(*Continued from page* 11)

of this, representatives from all branches of the tobacco industry were recently invited to Washington to discuss with the Department the program of work to be pursued, and to advise us how we could best serve their industry with our organization, consisting of the staff in Washington and more than a thousand representatives in all parts of the world. As an outgrowth of this conference, a committee, composed of five representatives from various branches of the tobacco industry, was selected to co-operate with the Department in the promotion of the tobacco industry, and to act in an advisory capacity on problems arising in the Department concerning the trade.

This committee, known as the Commerce Relations Committee, is composed of your esteemed President, Mr. Carrington, W. L. Crounse, of the National Cigar Leaf Tobacco Association, B. G. Meyer of the General Cigar Company, of New York City, Charles Dushkind, Managing Director of the Tobacco Merchants' Association, of New York City, and James C. Stone, President and General Manager of the Burley Tobacco Growers' Co-operative Association at Lexington, Kentucky.

I shall not ask your indulgence in a long outline of a program we propose to execute, but as indicative of the scope of work we expect to accomplish I desire to call your attention to the following brief synopsis of the lines of activity already outlined, which is to embrace every important producing and consuming country in the world.

First, production by quantity and type; second imports and exports—indirect shipments; third, lists of foreign importers and manufacturers; fourth, Internal Revenue, tariff laws and foreign tobacco monopolies; fifth, port and warehouse facilities—free zones; sixth, contracts, terms of payment, credits and exchange; seventh, current information from the leading markets of the world; eighth, consumption.

There is another matter which I desire to call to the attention of the members of this Association, and that is the special agricultural inquiry that is being undertaken by the Department of Commerce, under special authority granted by Congress during the last session. There have been many conflicting statements emanating from various sources regarding the economic conditions of our principal agricultural products and the Department is undertaking a thorough study of the conditions affecting our international trade, in order to determine the true situation as it exists today. By virtue of its position in our international trade, ranking fourth among our export agricultural commodities, and constituting more than seven per cent of our total exports, tobacco has been included in this special survey that is to be made between now and October 1.

The general intention back of this work is to provide a fund of information and a basis of fact upon which a policy for marketing agricultural products may be predicated.

It is planned to make a thorough-going statistical analysis of trade in tobacco in each important consuming and producing country, the object of which is to compare the present trend of our own trade with that before the war and to show the relation of our trade with that of other countries and to make a general analysis of the trends shown. The second phase of this study deals with the question of export facilities and methods. We plan to study the supply of credit, methods of financing followed by exporters and importers now as compared with those before the war, as well as questions of transportation, storage, trade routes, free ports, and a large number of related subjects which have a bearing on the future of our tobacco industry.

It is imminent that some pertinent facts can be developed on the international trade of tobacco in connection with this work that would be of paramount interest to the members of this association, in view of the fact that such a large proportion of its membership consists of firms directly interested in export trade. The Department welcomes any suggestions you may have to make in this respect.

In this work, the tobacco industry is in a position to have a real service rendered them, such as has not heretofore been offered. Therefore, I earnestly solicit the fullest co-operation of this Association with the Department in this undertaking, and can assure you that if we can have the support of the members of this Association, as well as other important tobacco trade associations, that something will be accomplished of real value to the industry.

Mr. Hughes address was greeted with hearty applause.

Crop Reports

Crop reports were made from the various sections, as follows:

W. A. Goodson said that in the Winston-Salem section prospects were for a good crop, with the acreage about the same as last year, but from ten to fourteen days late.

W. H. Cozart of Wilson, N. C., reported for Eastern North Carolina, that there would be an increase of about 10 per cent with prospect of a good crop, but about 10 days late.

W. P. Clark of Mullins, S. C., reported that the South Carolina crop was the best since 1902, and of much better quality than the 1922 crop.

C. W. Walters, South Boston, Va., said the crop in his section was not looking any too well, needing rain badly, and also that the crop would be quite late.

C. B. Davis of Danville, Va., said the crop in Pittsylvania County was the worst in 20 years; was three weeks late on account of dry weather, about 80 per cent acreage planted, and if rain comes quickly there may be a fair crop.

R. G. Robertson of Lynchburg, Va., said that 75 to 80 per cent crop was planted, but would be a little late.

J. W. Dunnington of Farmville, Va., stated that in his section and Blackstone, there would only be from 65 to 70 per cent of a normal crop, owing chiefly to the scarcity of plants.

James G. O'Brien, Louisville, Ky., said that there would be from 10 to 15 per

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cent increase of the crop in Kentucky, and that the crop was looking excellent.

H. E. Spilman of Huntington, W. Va., said the crop in his section was very good, but was a little late.

James W. Dean, Knoxville, Tenn., said there was a special increase in Knox County and that the crop would be somewhat later than in 1922.

Around the "Festive Board"

At the conclusion of the crop reports, everybody seemed perfectly willing to retire to the banquet hall. Hence, adjournment was taken until after the feast had been properly dispatched.

About 125 sat down to an excellent banquet, and after coffee was served, President Carrington introduced R. L. McKellar of Louisville, Ky., foreign representative of the Southern Railway who said:

Exports and Transportation

"Great Britain has practically resumed its position as the leading nation of the world, which leadership was voluntarily relinquished by the United States in refusing to become a member of the League of Nations."

Mr. McKellar said that it is no doubt true that the exporters of tobacco have suffered along with all other exporters since the slump in foreign trade subsequent to the war, due so largely to unsettled economic conditions in Europe.

While the European situation is by no means yet in anything like satisfactory shape he stated, nevertheless, it shows some signs of improvement. Continuing he said: "England has perfected a very satisfactory arrangement for the payment of its immense debt to the United States, and is rapidly getting its financial affairs in order. Its coal mining industry has been pacified and restored with exportation of this commodity practically back to normal. It has also taken steps to protect its oil interests in the Far East, Mexico and even in this country."

"France," he said, "is taking no chances in collecting its indemnity from Germany, and the latter is endeavoring to evade its just obligations, with result that these two countries are now engaged in a commercial conflict which will likely mean the survival of the fittest."

"As an illustration of what these European conflicts mean to us in this country," Mr. McKellar declared, "I will state that our export movement to Europe through one port alone dropped off approximately 500 cars the first month following the occupation of the Ruhr by France, which is a slight indication of what 'splendid isolation' would mean to this country.

Turning to the railroad situation, the speaker said in part: "If the domestic and foreign commerce of this country continues to expand as it has within the last 10 years, the ratio of railroad betterments to keep pace with our commercial expansion, should approximate one billion dollars per year for a period of 10 years; or, in other words, the investment of railroads at the end of that period should approximate thirty billion instead of twenty billion as at present."

Quoting figures on the progress of the railroads, Mr. McKellar said: "In 1904 the value of all kinds of property in the United States was estimated by the Bureau of Census to be $107,000,000,000. Of this amount the property of the railroads represented $11,000,000,000, or thirteen per cent. In 1919 the total national wealth had risen to $188,000,000,000, of which the railroads represented $16,000,000,000, or eight and five-tenths per cent in 1920 the total national wealth had jumped to the enormous figure of $290,000,000,000, which the railroads may be taken as representing approximately $19,000,000,000, or only six and six-tenths per cent.

"As an evidence that active measures have been taken and are being taken to care for the expansion," he continued, "attention is called to the fact during the year 1922, the railroads' commitment in cars, locomotives and other essential materials approximated $440,000,000. While the figures for 1923 are not complete during the first four months of 1923 the commitment was $1,100,000,000.

"Present indications point to a flood of adverse if not radical railroad legislation with the opening of next Congress," he said.

"It is true," he continued, "that the Transportation Act of 1920 is by no means perfect. Its compulsory consolidation provision is, in my opinion, wholly impracticable, and, it will likely require a Supreme Court decision to determine whether the surplus earnings of the stronger roads should be taken from them and used to build up the weaker roads."

"The Railroad Labor Board," Mr. McKellar said, "has also developed weakness, but, in the main, the law is constructive and the best that has yet been placed on the books, and in view of the vital need for adequate and sustained transportation service, the shipping public should urge that railroad legislation be minimized until this Transportation Act has been given a fair test under something like normal conditi

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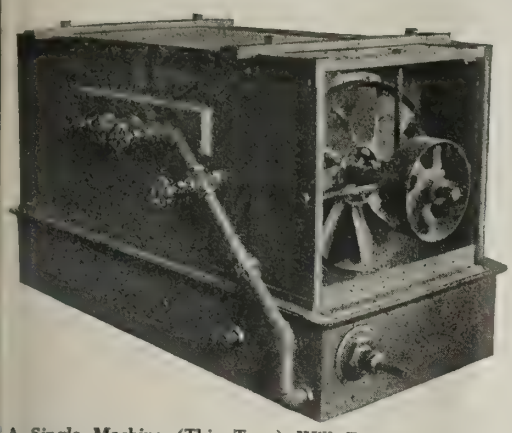
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BOSTON (19), MASS.

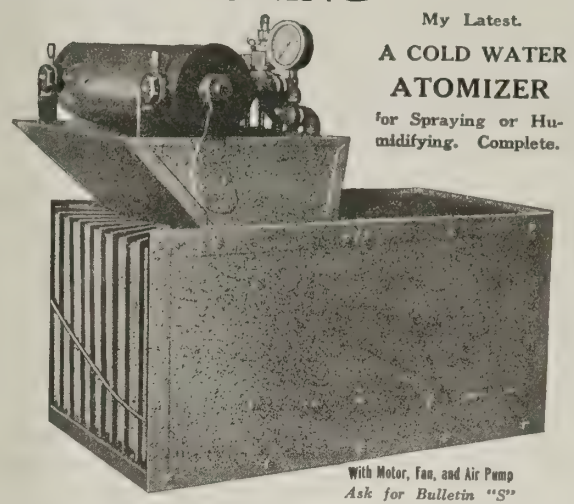


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A COLD WATER ATOMIZER

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With Motor, Fan, and Air Pump

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ich in reasonable fitness will require period of at least five years beginning h August, 1920."

Following Mr. McKellar's address, a ech was delivered by Charles A. ebb, President of the North Carolina ss Association. Mr. Webb was ened to with marked attention.

Although the majority of delegates sent at the banquet were from neighing states, they were astonished at statistics on the progress of North rolina, presented by Mr. Webb.

Of peculiar interest were the figures the tobacco industry. Mr. Webb dered that last year North Carolina paid enue of over $93,000,000 to the govment and indications point to over 0,000,000 for the fiscal year ending e 30.

Mr. Webb has massed interesting data the growth of North Carolina since war between the states to the present e, covering all lines of industry in all ions and these were strikingly preted.

His humorous stories of the great ustries of the state were heartily apded and injected a good natured it into the occasion.

The Election of Officers

After these two able and informative resses, the Nomination Committee orted. The result showed that Col. M. Carrington was elected for the nty-fourth consecutive year. The owing are the other officers, executive committee and board of governors ted for the ensuing year:

V. T. Clark, Wilson, N. C., First e-President.
V. T. Reed, Richmond, Va., Second e-President.
J. J. O'Brien, Louisville, Ky., Third e-President.

The Executive Committee

A. B. Carrington, Danville, Va.
H. I. Miller, Richmond, Va.
John L. Wingo, Richmond, Va.
W. T. Clark, Wilson, N. C.
W. T. Reed, Richmond, Va.
J. J. O'Brien, Jr., Louisville, Ky.

The Board of Governors

H. I. Miller, Richmond, Va.
J. O. Tuck, Louisville, Ky.
C. B. Ficklen, Greenville, N. C.
C. V. Webb, Kinston, N. C.
W. G. Rogers, Warrenton, N. C.
J. M. Edmunds, Danville, Va.
C. W. Walters, South Boston, Va.
A. P. Thorpe, Rocky Mount, N. C.
John L. Wingo, Richmond, Va.
H. E. Spilman, Huntington, W. Va.
E. C. Kirkpatrick, Lexington, Ky.
L. H. Reed, Richmond, Va.
W. L. McGill, Petersburg, Va.
S. W. Venable, Durham, N. C.
G. T. Patton, Darlington, S. C.
J. A. Clark, Bedford, Va.
J. H. Hodge, Henderson, Ky.
E. G. Currin, Richmond, Va.
O. C. Gregory, Richmond, Va.
W. L. Petty, Lexington, Ky.
R. P. Watson, Wilson, N. C.
A. B. Carrington, Danville, Va.
Andrew Jameson, Oxford, N. C.
W. A. Goodson, Winston-Salem, N. C.
J. W. Dunnington, Farmville, N. C.
Clyde B. Austin, Greenville, Tenn.
John F. Burton, Rocky Mount, N. C.
H. L. Hotchkiss, Richmond, Va.

Resolution on Storage Bonds

Lower rates for bonds on tobacco storage warehouses were urged by the association and the members passed the following resolution:

"Whereas, the companies issuing bonds on tobacco storage warehouses have advanced their rates very materially, and,

"Whereas the protection offered by the revenue laws minimizes the risk in the greatest degree. "Therefore, be it

RESOLVED, that the president of the Tobacco Association be requested to take the matter up with the proper authorities in an effort to have the rates reduced."

Opening Dates for Auction Sales

After considerable discussion, the Warehousemen's Committee and the Standing Committee of the Association, finally agreed upon the opening dates for the auction sales, as follows:

August 1, South Carolina.
August 2, Georgia.
August 21, eastern North Carolina, from Raleigh east.
September 25, Old Belt, territory including Danville, Va., Winston-Salem, and Durham, N. C.

This completed the regular work of the convention, which was then adjourned until 1924, the time and place to be selected and announced later.

(*Continued on page* 44)

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W. Y. NOELL & SON

LEAF TOBACCO DEALERS

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Rail Road Mills Snuff, Est. 1825
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INC.

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Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage at Low Rates.

Correspondence Solicited.

Louisville Tobacco Market Reports

LOUISVILLE, Ky., June 30.—The Louisville Tobacco Board of Trade reports the hogshead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to June 29

Warehouses	Week—Auction sales	Week—Private sales	Week—Total for week	Year, Jan. 1, to date
Turner	...	....	....	792
Kentucky	55	16	71	6,513
Main Street	...	1	1	2,599
Planters-Farmers	182	37	219	8,006
New Tenth Street	27	6	33	3,038
Louisville	...	....	....	4,102
	264	60	324	25,050
Year 1922			731	44,554
Year 1921			793	38,192
Year 1920			339	32,596

Classification of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	267	....	267
Dark	57	....	57
	324	....	324

Classification of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	8,034	14,660	22,694
Dark	1,798	558	2,356
	9,832	15,218	25,050

Classification of Sales to Same Date

	1922	1921	19
Burley	42,365	35,585	31,
Dark	2,189	2,607	1,
	44,554	38,192	32,

Comparisons with Previous Years

Sale—	1923	1922	19
Total sales of new crop to date	19,740	14,750	30,
Sales of new crop to date. Original inspection	16,017	12,247	25,
Rejections—			
Rejections this Week:			
Burley	49	....	
Dark	8	....	
Total	57	149	
Percentage of Rejections to Auction Sales:			
Burley	22	....	
Dark	20	....	
Total	21	25	
Rejections Jan. 1 to Date:			
Burley	5,047	....	
Dark	406	....	
Total	5,453	9,406	7
Receipts—			
Receipts this week	276	435	1
Receipts, Jan. 1 to date	17,643	27,072	30

Official Quotations at Louisville, June 29, 1923

	Burley: Dark Red	Burley: Bright Red	Burley: Colory	Dark: Manufactur
Trash (green or mixed)	7 to 8	8 to 9	9 to 11	to
Trash (sound)	10 to 12	12 to 14	15 to 17	4½ to
Common Lugs	12 to 14	14 to 16	18 to 20	5½ to
Medium Lugs	15 to 16	16 to 18	20 to 22	6 to
Good Lugs	18 to 20	20 to 22	22 to 25	7 to
Common Leaf (short)	12 to 14	14 to 16	18 to 20	8 to
Common Leaf	15 to 17	18 to 20	22 to 25	10 to
Medium Leaf	22 to 24	24 to 26	27 to 30	14 to
Good Leaf	26 to 30	30 to 32	32 to 35	18 to
Fine and Selections	35 to 40	40 to 42	42 to 49½	22 to

N. B.—Unsound or defective in condition, length or color, or mixed packa from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

Co-op Growers Get Checks

HOPKINSVILLE, Ky., July 1.—Checks totalling about $700,000 were sent the last of the week to the 7,000 members of the Dark Tobacco Growers Co-operative Association in the Stemming district. This was their second payment on their crops delivered to the association. The amounts were about seventy per cent of the initial advances paid the growers.

Many of the growers had made assignments of their participation receipts and this necessitated the issuing of about 8,000 checks instead of 7,000.

This payment was authorized at the meeting of the directors held at Paducah on June 7. It was greatly desired that a payment equal to the first one be made the members, but this would have necessitated such a heavy loan that it was decided best not to do that. This course was taken on the advice of the bankers. With the matter handled as it has been the association is left in a very st financial position which not only as the taking care of present conditions quately, but also during the delivery son next fall.

The second distribution in the Fired district has also been autho and it is to be made the latter pa July. This will approximate $4,50 This will be between 70 and 80 per of the first payment.

A payment in the Green River di will come later in the year. The m for that tobacco does not open until September, at which time the sal partment of the association believ large part of it will be market short order.

Smaller Crop Indicated

Reports from the school district in many sections of the district in that the crop this year will not be so large as last year. It is yet too

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make definite figures on this, but a iber of reports have come in stating planting at this time is not so large ast year. Labor conditions have had h to do with this, for large numbers negroes have been attracted to the s by the offer of large wages on conction work there. It has been nothunusual for tobacco growers to lose y negro on their farms and in many s the farmer was fortunate if he reed these in part. And without good r and plenty of it, tobacco cannot be wn successfully. So without a proper unt of labor many farmers have had urtail their crop this time.

he warehouse being built at Paris, n., by the business men of that town rovide adequate accommodations for iving the crop there, has about been pleted, but is yet to be equipped. t station during the past season lled nearly 2,000,000 pounds of to-o, which averaged fourteen cents a d.

he school district locals are now rishing all over the district and are ing a source of much interest and e to the members, as well as furing the officials at headquarters with ful information as to crop condis and the problems of the individual bers.—M. E. Bacon.

rksville Average, $11.12

ARKSVILLE, Tenn., June 30.—Tobacco s on the Clarksville Loose Leaf ket, since last report, total 77,845 ds. Sales for season to date, 8,944,- pounds. Sales to same day last on, 12,503,795 pounds. Average price recent sales, $11.12. Average for this on, $14.54. Average to same date season, $15.83.—J. F. Smith, Super-

Paducah Prospects

ADUCAH, Ky., June 30.—The movet of loose tobacco has been light n this week, which is due largely to vorable weather conditions. Besides larger part of the crop has moved no doubt the greater part of the in farmers' hands will move during next few days.

ne Dark Tobacco Growers' Co-opve Association warehousemen have busy with classing and prizing the ld stocks and have gotten the greater of this prized, and from now on the ries will be cleaned up very quickly deliveries have been made.

ost of the dealers are getting gh with packing and the handling n will be over in the next few s.

e have had heavy rains and wind ns during the past several days h has caused great damage to be to the growing tobacco crop in some ons. A great deal of tobacco has drowned in low lands and considerable damage on uplands by washing. It is hard to say what the damage will be, but no doubt something like 10 per cent of the crop has been badly injured, but plants are plentiful and some of it will be replanted.

The crop, generally speaking, is in fair condition and a good part of it in splendid condition, but farmers generally have not been able to work their crops as they would like to do, but with favorable weather the crop will soon be put in good shape and indications are that we will have a good crop. Some tobacco will be topped in the next fifteen days and the greater part of the crop is early enough. —W. B. Kennedy.

Owensboro Outlook

Owensboro, Ky., June 30.—While the week has not been altogether favorable for the cultivation of growing crop, I can say that it is making rapid growth and farmers are availing themselves of every opportunity for timely cultivation. —J. S. Phelon, Tobacco Broker.

Burley Officials in Indiana

Madison, Ind., June 30.—James C. Stone, president and general manager of the Burley Tobacco Growers' Co-operative Association, today told a crowd of farmers of Jefferson and adjoining counties in Indiana what the Burley Co-operative had been instrumental in accomplishing for the tobacco producers of Indiana, Kentucky, Ohio, West Virgina, and Tennessee in the past two years.

Mr. Stone told of the plans for financing the organization, how the merchants and bankers of the district, realizing its importance to them, had turned out and helped to sign up the farmers. He said that every cent received by the association for the tobacco, except the actual expense of marketing their crops, is paid by the association to the growers. This expense, he said, for the first year was $1.54 a hundred pounds. The crop for the second year of the co-operative's operation, he said has not yet been sold. He said that the association had received approximately 200,000,000 pounds of the 1922 crop, that it had sold of this amount close to 150,000,000 pounds on the association grades and at the association prices, which he read to the audience; that the tobacco still in the hands of the association is of the higher grades and that he believed the association would be able to sell it without prolonged delay at a good price.

Discussing the statements made that growers who remained outside the association received more money for their tobacco than the growers who joined the co-operative, Mr. Stone said that was not the fact, but that the growers who delivered to the association received a higher price than outsiders and paid their instalments due on real estate besides.

"But, even if the outsiders did get a good price," said Mr. Stone, "you who

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embers of the association have re- far more money than you would received had you not formed the ation. The true test of this organi- is its efficiency, its ability to get fair and profitable price. I have alked with a grower since we sold irst crop but has admitted that we responsible for the stability of s, whether he was in the association t.

hile we have had some complaints ading, the new system of grading the grower a far better chance to his tobacco fairly graded than the ystem. Many of you men here to- ave had in your crops when you to deliver them too many flyings to one basket. You placed half on asket and half on another, and you sold that tobacco at auction some- one bringing 10 cents or 15 cents und more than the other. Our rs certainly do not miss an accurate that much."

. Stone told of plans to organize and the women and children of the rs and to better the condition of communities generally. He declared f the farmers would stand by their usiness, "for this is your business," urley district would witness an era osperity unparalled in its history the next few years.

. Stone said that the organization d with 55,617 growers, that it had the second year and that to date embership had grown to 85,500 and He answered statements as to the tion of the association, and when d concluded his set address said he would be glad to answer any ions asked by any member.

is organization of ours is not per- said Mr. Stone, "but you can de- on it that the mistakes we make are t mistakes and that they will not peated. All it needs to insure its ss is the loyalty of its membership, verlasting teamwork of every farm- the association who has cause for ude that it has given him not only but confidence for the future, and it will mean continued prosperity appiness for the people of the Bur- istrict."

. Stone was accompanied by Captain am Collins, chief of the field service, J. Sherman Porter, editor of the *y Tobacco Grower*, the association's zine, Mr. Porter also spoke briefly.

At the Eleventh Hour

PKINSVILLE, Ky., June 29.—H. C. nnell, of Caldwell County, has just red to the receiving house of the Tobacco Growers Co-operative Association here one of the best crops of tobacco handled this year.

On three acres of ground Mr. McConnell produced 3,200 pounds which graded in price from $8 to $38 per hundred, or at an average of $28.79. The advance check on this crop was $394.50, giving him an average of $12.33 per hundred as a cash payment.

This is a splendid record under the most favorable conditions, but it demonstrates the stabilizing effect of the co-operative plan of marketing to the growers who make late deliveries of their crops.

Under the old method of selling, the market was virtually closed in the late spring or early summer. After that time the belated grower found the demand lessened and often prices reduced when he delivered his tobacco.

But under the Association plan, just as in the case of Mr. McConnell, these late deliveries find they receive the same grades, the same proportionate advance payments and the same grade prices on their crops as did those growers who delivered in the height of the season.

This is not done to encourage slow deliveries. On the other hand the Association has done everything possible to get the tobacco into the warehouses as early as possible. The Association even announced recently crops in the Dark Fired and Stemming Districts not delivered by June 15 would not participate in the second distribution to be made in those districts very shortly. Even this did not cause all the tobacco to be delivered by the date fixed.

However, under the Association plan, every grower is assured the same price for the same grade and condition of tobacco, and that is what they are receiving. And especially among those whose crops came in late is it proving to be most satisfactory.—Press Service Dark Tobacco Association.

Distributes Bering Brand

B. Wasserman Co., Inc., of 77 Chambers street, New York, importers of Havana cigars and jobbers of domestic cigars, are now distributing the renowned Bering brand (manufactured by Corral, Wodiska y Ca., of Tampa, Fla.) in the Metropolitan territory.

A Middle-West Revival

John Riordan, of Grosvenor, Nicholas & Co., has returned from a highly successful trip in the Middle West. He noticed a great revival of business throughout his territory.

Among the Pines

Capt. Joe Cullman, Jr., of Cullman Bros., is spending the week in Belgrade, Maine.

Auction Houses Necessary

Until the co-operative marketing of tobacco grows much more extensive than it is at present, it will be necessary to run auction houses for disposing of tobacco under that plan. Towns where there are no auction houses will lose business and trade by reason of tobacco being carried to the independent floors of other towns. Conway expects to be better off this year than last by reason of having more independent floors than it had last year. Bowles & Bass will run the Peoples Warehouse. It is said that another new auction house will be provided in the brick building in the rear of the Kingston Hotel, the livestock business of Conway Livestock Company being moved for that purpose to one of the new buildings across the street.—*Conway (S. C.) Herald.*

Home from Holland

Lothar Herzog, of Herzog and Sarluy, arrived from Europe recently on the Cunard liner *Mauretania*, after attending the Amsterdam inscriptions.

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BURLEY OHIO MARYLAND

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No matter what the wrapper may be—Sumatra, Havana, or Connecticut shade-grown—unless the cigar has the right Tobacco in the filler it will not satisfy the discriminating smoker.

No longer is it necessary for a manufacturer to misbrand his product as "A Mild Havana" for the smoking public is gradually realizing that the ideal, mild, fragrant cigar which it has learned to enjoy invariably contains Porto Rican Tobacco either exclusively or blended with other high grade Tobacco in the filler.

This year the crop of this Island is of almost uniform excellence while that grown on the uplands of the interior is said by experts to equal in quality the Tobacco grown in any part of the world.

Manufacturers who have studied the taste of the average American smoker are using Porto Rican Tobacco in their cigars and reaping the reward in their popularity—if you happen to be one of the few who don't, now is the time to start, for

This Year It's Porto Rican Tobacco

If it hasn't the White Stamp it's not Pure Porto Rican Tobacco

For Information about Porto Rican Tobacco and the Guarantee Stamps, write the

GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

W. L. Dannahower
Agent

136 Water Street
New York

Telephone:
John 1379

Tobacco Exports from Port of New York

Custom House Figures for April, 1923

Bright Flue Cured Tobacco

Destination	Dollars	Pounds
Azores	626	2,502
Belgium	550	1,925
Denmark	7,595	46,941
Germany	1,900	3,675
Latvia	2,556	9,090
Malta	5,610	20,144
Norway	725	5,086
England	519,137	732,516
Barbados	153	724
Trinidad	10,364	28,011
Argentina	6,302	12,603
Brazil	191	490
Colombia	487	2,777
British India	70,403	202,081
Java	4,038	14,879
New Zealand	10,561	14,875
British South Africa	78	867
	641,978	1,099,186

Burley Tobacco

Destination	Dollars	Pounds
Netherlands	3,500	10,885
Barbados	200	515
French Africa	1,109	3,550
	4,809	14,950

Dark Fired Kentucky Tobacco

Destination	Dollars	Pounds
Azores	2,840	5,958
Belgium	20	141
Malta	798	6,655
Spain	29,160	464,055
Switzerland	20	189
England	10,988	32,056
Barbados	723	2,430
Other British W. Indies	3,065	16,328
Dutch West Indies	133	700
French West Indies	1,439	8,230
Haiti	21,429	93,362
Virgin Islands	230	1,225
Colombia	1,960	3,400
British Guiana	833	3,330
Dutch Guiana	200	1,115
French Guiana	1,210	5,855
Uruguay	11,098	26,360
British West Africa	235,246	746,945
British South Africa	63	200
Canary Islands	9,451	42,855
Algeria	1,054	8,940
Other French Africa	52,030	182,513
Liberia	5,291	21,396
Other Por'guese Africa	5,093	17,818
	394,374	1,692,056

Dark Virginia Tobacco

Destination	Dollars	Pounds
Norway	27,859	86,386
Portugal	22,246	100,234
England	14,821	18,225
British West Indies	373	1,915
Argentina	1,342	5,379
Colombia	859	570
French Guiana	143	550
Belgium Kongo	766	3,486
British West Africa	13,463	51,779
Algeria	4,660	33,935
Other French Africa	17,299	71,902
	103,831	374,361

Green River Tobacco

Destination	Dollars	Pounds
Denmark	50	58

Cigar Leaf Tobacco

Destination	Dollars	Pounds
Denmark	1,708	10,035
France	50	30
Germany	175	90
England	25	25
Mexico	1,809	840
Jamaica	5,435	1,627
Brazil	14,023	12,748
	23,225	25,395

Other Leaf Tobacco

Destination	Dollars	Pou
Azores	2,805	7
Belgium	5,029	96
Malta	7,195	40
Netherlands	1,285	9
Portugal	41,025	351
England	7,960	21
Other British W. Indies	2,399	12
Dutch West Indies	494	3
French West Indies	3,302	21
Haiti	9,948	47
Virgin Islands	48	
Colombia	1,478	2
British Guiana	4,270	20
Dutch Guiana	570	2
French Guiana	307	1
British India	221	
China	939	11
Philippine Islands	1,055	
Belgium Kongo	575	
British West Africa	131,806	47
Canary Islands	1,825	
French Africa	68,831	25
Liberia	4,954	17
Other Por'guese Africa	6,095	20
Spanish Africa	1,052	
	305,468	1,43

Stems and Scraps

Destination	Dollars	Po
Denmark	575	1
Finland	115	
Germany	1,971	1
Canary Islands	222	
	2,883	4

Cigars and Cheroots

Destination	Dollars
Panama	225
British West Indies	98
Dominican Republic	686
Algeria	140
	1,149

Cigarettes

Destination	Dollars
Denmark	220
France	3,364
Greece	50
Norway	167
Sweden	275
England	670
Costa Rica	176
Honduras	64
Nicaragua	4,399
Panama	15,179
Mexico	2,202
Miquelon	301
Newfoundland	123
Bermuda	648
Jamaica	17
Other British W. Indies	1,252
Cuba	3,588
Dominican Republic	825
Dutch West Indies	1,383
Haiti	4,737
Virgin Islands	2,664
Argentina	5,251
Colombia	1,669
Ecuador	72
Dutch Guiana	797
Uruguay	375
Venezuela	154
British India	10,750
China	414
Philippine Islands	225
Australia	746
New Zealand	611

A. M. SANTIAGO HMNO S. en C.

GROWERS, PACKERS & EXPORTERS OF

Porto Rican Tobacco

P. O. Box 113, Aibonito, Porto Rico

Plantations at La Plata, Aibonito

ritish West Africa...	605	201
ritish South Africa..	3,000	1,500
ritish East Africa...	8,000	4,000
ench Africa.....	230	75
iberia	75	25
ther Por'guese Africa	617	606
	76,895	30,621

Plug Tobacco

Destination	Dollars	Pounds
enmark	724	735
ibraltar	475	1,500
weden	3,275	4,273
ngland	613	1,069
itish Columbia.....	72	120
icaragua	9	10
anama	3,847	16,180
ewfoundland	4,115	10,454
ermuda	721	1,960
rbados	1,372	3,051
ther British W. Indies	2,183	5,040
iba	7,081	21,191
ominican Republic...	235	399
utch West Indies....	475	1,080
aiti	105	192
irgin Islands.....	26	86
rgentina	662	1,270
olombia	80	105
ritish India.....	333	577
raits Settlements....	319	704
hina	274	352
ongkong	403	1,008
ilippine Islands.....	3,159	7,000
ustralia	5,965	11,917
ew Zealand.....	39,528	51,393
itish West Africa...	60	100
nary Islands.....	642	1,550
gypt	41	50
	76,794	143,366

Smoking Tobacco

Destination	Dollars	Pounds
enmark	1,009	1,615
rance	13	10
etherlands	117	100
orway	324	540
weden	2,267	2,632
ngland	1,802	1,948
icaragua	24	24
nama	1,339	2,157
exico	185	373
ewfoundland	987	1,331
ermuda	163	249
rbados	313	645
inidad	216	212
her British W. Indies	116	249
iba	3,950	5,504
ominican Republic...	12	11
utch West Indies...	55	62
aiti	514	574
irgin Islands.....	159	166
rgentina	1,289	1,280
enezuela	18	30
ritish India.....	1,320	1,744
ina	574	442
va	1,400	2,000
ongkong	344	400
am	30	40
ew Zealand.....	4,040	6,000
gypt	83	150
	22,663	30,488

Other Manufactured Tobacco

Destination	Dollars	Pounds
etherlands	28	115
ngland	10	12
anama	260	1,032
rbados	360	600
iba	1,308	3,383
aiti	23	36
rgentina	10	6
	1,999	5,184

Re-Exports

Cigar Wrapper Leaf Tobacco

Destination	Dollars	Pounds
rmany 107,850		116,436
etherlands	8,167	4,082
exico	2,030	954
maica	206	171
aiti	954	505
	119,207	122,148

Other Leaf Tobacco

Destination	Dollars	Pounds
Germany	15,281	44,508
Gibraltar	5,950	13,123
Greece	7,950	27,682
Italy	2,352	13,189
Netherlands	570	1,483
Panama	812	850
Mexico	1,159	605
Cuba	326	480
Colombia	3,422	3,133
Canary Islands.....	500	5,388
Egypt	4,726	4,808
	43,048	115,249

Cigars and Cheroots

Destination	Dollars	Thousands
Argentina	740	112

Other Manufactured Tobacco

Destination	Dollars	Pounds
Germany	38,659	92,939
Cuba	2,811	4,110
Dominican Republic...	93	125
	41,563	97,174

Legal Lore

You May Not Know All This About Post Dated Checks

I want to say something in this article about post-dated checks, that is, checks dated ahead. I have had to take them many times, not only personally, but in the course of professional business, and so has every reader hereof except the fortunate individual whose business is all cash.

What is the legal status of a post-dated check? Is it negotiable like other checks? Can it be passed from hand to hand like an ordinary check? And has it that most peculiar and characteristic element of negotiability—can the third party holder collect it from the drawer, regardless of any defense the latter might have against the drawee? Of course, everybody knows that with an ordinary check dated the day it is given, the answer to all these questions is yes. When you give a check dated a month ahead, however, you are giving what to a great extent is like a promissory note or a draft, and this might change the law.

A case has just been decided (—— vs. —— State Bank, an Iowa case) which, if it is to stand for the law of the whole country, would completely upset the status of post-dated checks. Happily, however, it practically flies in the face of the unanimous opinion of the other courts of the country, which makes it of very little value.

In the Iowa case, A bought $1,000 worth of merchandise from B, and gave him in payment a check dated one month ahead. B, thinking himself quite canny, went to the bank on which the check was drawn and had it certified. He then passed it on to a third person, in settlement of his own debt.

Before the check was due, A found that the merchandise wasn't up to contract, and ordered the bank not to pay the check. The bank was in an unfortunate position, for its certification of the check had made it liable for it. However, it refused payment and the third party holder of the check brought suit against it. The case was fought through the whole line of courts, and the final decision was that the bank needn't pay. There were a number of technical grounds for the decision, such as the absence of legal consideration when the check was indorsed by the drawee to the third party, and so on. Under the facts of the case, which apparently showed the original transaction to be phony on the seller's part, I was glad to see the case decided as it was, but it nevertheless



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Specialty—Comerio and Naranjito Tobacco

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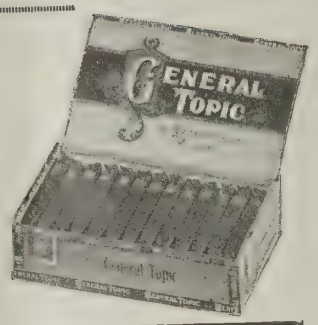
GENERAL TOPIC

Selected Long Filler Cigars

Jobbing Territory Open

5c

HERBERT M. SMITH CO., Red Lion, Pa.



THE MEADS TOBACCO CO.

If It's **TOBACCO** *We Have It*

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The MEDITATION Cigar

Write Us if you need

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PENNSYLVANIA TOBACCO

All Lancaster County Grown
The Cream of the Rich Northwest Section
MT. JOY FARM PRODUCTS CO., Inc.
Co-operative Packers and Jobbers
MT. JOY, PENNSYLVANIA

Lancaster Market Gliding into a Summer Qu

Sales and Inquiries Dropping Off Gradually Into the U Warm Weather Torpor—Interest in 1921 Goods Hol Up Well—Cigar Situation Shows Improvement.

LANCASTER, Pa., July 2.—Sales and inquiries from buyers are dropping off and the Lancaster market is gradually slipping into the usual midsummer torpor. Very few transactions, and those insignificant in size, were recorded during the past week and although requests for samples are still arriving at local warehouses, packers do not expect activity of any proportion until later in the summer or early fall.

Interest in 1921 goods is holding up extremely well and there are prospects of several sales of some importance within a short time. Reading manufacturing circles have for some time shown more than a usual degree of interest in this class of seedleaf and visits from several cigar men from that section were reported by Lancaster packers. Reading-made cigars cover a wide range in quality and the Berks county district turns out everything from nickel goods to the better grades running as high as the twenty-five cent article.

Cigar Business Picking Up

The cheaper cigars have not come out of their early season slump as yet, although prospects look considerably brighter and business is picking up. There will have to be much improvement, however, before the industry is entirely on its feet again and on more of an equal basis with the better grade of smokes. Local merchants and dealers declare the situation, as far as they are concerned, is in *status quo* and shows no sign of change.

Several of the smaller factories in the county in the manufacturing district of Lancaster have been forced to close down, but the larger concerns are running nearly at par. Wages, although not reaching their former high level, are fairly satisfactory and cigarmakers are not disposed to complain. The boom in the building and other associated trades has relieved any surplus of labor which might have existed and there is just a chance that this inflated condition may, in time, react on the cigar industry.

Elastic Industries

Lancaster county, one of the most highly diversified sections of the entire country, presents an extremely elastic labor and industrial situation. Should the bottom drop out of the cigar manufacturing industry, the large industrial plants can, without difficulty, absorb the surplus. If the reverse occurs, which has happened frequently in the past, the cigar and tobacco interests or the enormous agricultural resources of the county equalize the situation.

This condition has nearly always succeeded in isolating Lancaster county, more or less, from any of the depressions which paralyze other sections of the country. The tobacco and cigar interests are assured a stabilization that carries them unscathed through periods which would ordinarily affect them seriously and are guaranteed almost instantaneous recovery from slump periods which would cripple them for some time after "normalcy" had been reached.

The New Crop Now Making Progress

The oncoming crop of 1923 cigarleaf has weathered the worst part of the season and is now on a fair road to a large and well grown acreage of tobacco. depredations of the cut worm durin past several weeks threatened to c tute a serious menace to this year's leaf but danger from that source is removed as the worm has gone int larva stage and can do no more A number of large growers had entire acreage totally destroyed b worms and were forced to replow plant over the second time. In s cases this was done three times immunity was finally secured fro pest.

Dry Weather at Critical Peri

A protracted period of dry w which arrived just after the bulk planting was completed struck the at its most tender stage and played with the young plants. Heavy rai week alleviated this condition to a extent but large quantities of m will be needed to put the plants they should be. The diversified cr system employed by Lancaster farmers was responsible for the la son affecting the care given the t crop and many growers have been n ing their seedleaf. Indications at are that no harm has been done th however, and with favorable weath tobacco will come through in good

Annual Tour in August

The annual tour of the county w conducted by the members of th caster County Tobacco Growers' ciation will take place this year on 20, it was announced by Otto Olso retary of the organization. The made up of practically the total growing fraternity of the county cludes all of the good tobacco fa this section. A visit to the Feder perimental Station at Ephrata will cluded in the itinerary and it is e that the program of entertainme include speakers of national promin tobacco circles.—KEYSTONE.

Fertilizer Men Interested Chemical Show

The Southern Fertilizer Associa a letter from E. E. Dallis, Sec Treasurer, of Atlanta, Ga., to Dr. H. Herty, chairman of the advisor mittee of the Ninth National Ex of Chemical Industries, acknowled invitation from the management 1923 Chemical Exposition to the f manufacturers at their recent con at White Sulphur Springs, W. Va tend the exposition this year. It held during the week of Septe to 22, at the Grand Central Palac York.

Celebrate Fifth Wedd Anniversary

John L. McGuerty, of Gr Nicholas & Co., and Mrs. M celebrated the fifth anniversary wedding last week and were the ents of congratulations and good from their many friends in the industry.

D. DREUX, Inc

Successors to Wm. Quanjer, Inc.

Importers of Sumatra and Java Tobacco

Telephone John 2709 136 Water Street, New Yo

Lord Northcliff



5c Straight

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Brands that know no competition

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"Not an experiment"

Get in touch with us. Samples sent on request to reliable houses.

D. C. Kaltreider & Sons

Cigar Manufacturers

Red Lion, Pa. Established 1898

Western Representative: Max S. Austrian, 5132 Drexel Ave., Chicago, Ill.



5c Straight

York County Activities

York, Pa., July 2.—The General Cigar Co., which recently leased the D. Frank Kaltreider building, South Charles street, Red Lion, began operations Tuesday. The White Owl and the William Penn brands will be manufactured in the Red Lion factory. The factory is in charge of Grover C. Smith, a Red Lion man, who has 10 years' experience in conducting a cigar factory, having been superintendent in factories for the San Telmo Cigar Co. and the Tampa Cigar Co. Although there were practically no idle cigar makers in Red Lion, there was no trouble in securing workers for the new factory. The building, which is a four-story brick, is the largest cigar factory in the borough of Red Lion. There is room in the building for 200 cigar makers.

The Fair & Square cigar factory, Stewartstown, formerly the J. C. Heckert Co's cigar factory, closed June 26, to take an inventory, necessitated because of the recent death of a member of the firm in New York city.

Stewart S. Shindler, manager of the C. N. Foreman Cigar Co., Red Lion, has returned from a business trip to Ohio.

B. S. Sentz, manager of the Consumers Cigar Box & Lumber Co., Red Lion, has gone to Janesville, Wis., in the interest of the firm.

The H. J. Roth Cigar Co. is operating in full time at its factory in Bair.

Fred Gabbach, a member of the firm of Gabbach & Cukrote, cigar manufacturers, who became seriously ill on June 26 in the factory at Windsor, has recovered and resumed his duties.

The General Cigar Co., which recently leased a building in Dallastown, is reported to be operating in full.

"Youth" Believes in Tobacco

That tobacco will hurt no one, if used moderately, and that it assists in preserving the teeth, is the belief of George W. Keller, the oldest resident of Shrewsbury, York county, who recently observed his 90th birthday anniversary. When a young man he started the use of tobacco and still continues the habit at his advanced age. He is a farmer by occupation and up until a short time ago worked several lots all alone "in order to give himself exercise and keep healthy." Mr. Keller claims that there is nothing that will keep one alive longer than work. When a young man, he was one of the strongest in the neighborhood. He is the last of his family in that section of York county. All lived to be old and he expects to exceed them by reaching the century mark. He is one of the oldest Odd Fellows in Pennsylvania and is a member of the Masonic fraternity also.

Revenue Receipts Show Slight Decline

The tobacco industry in the York-Adams county district of Pennsylvania during June shows slight decline, in the returns from the sale of revenue stamps for the month reported by G. Frank Lindemuth, collector of internal revenue for the York office. These receipts show the cigar stamp sales amounted to $197,718.73. The report of the tobacco stamp sales is very similar. The receipts for the month ending June 30 were $8,525.61, or $331.11 less than the receipts of May.

New Benedict

Henry S. Throne, a wholesale cigar dealer of this city, and Miss Nora A. Sechrist, also of York, were married last Saturday in Christ Lutheran church by the pastor, Rev. Walter H. Traub. The ceremony was witnessed by a number of relatives and friends.

Legal Lore

(*Continued from page* 39)

transgresses about all the law there is in the United States on the subject. For this reason the case may attract some attention, and that is why I am attempting to make it clear that it does not express the general law. Under the general law of the United States the bank would have had to pay.

Under all the cases but this new one, a post-dated check is a negotiable instrument just like an ordinary check. You can transfer it to somebody just as freely as any check, and it has, just like any ordinary check, the element of negotiability I spoke of, viz.: That which lets a third party holder collect it regardless of a possible defense between the drawer and drawee. If the Iowa case had been tried anywhere else, the third party holder would have been given a verdict against the bank, because he *was* an innocent third party holder, and was therefore not bound at all by the fact that A could have defended against the note had it remained in B's hands. The bank would have had to pay because of its certification.

A bank, however, has no right to certify a check before its maturity, and if it does, does so at its peril, because the maker of a check who dates it a month or a week ahead has the right to stop payment any time up to maturity, and the bank is robbing him of this right when it certifies it ahead of time. Not only that, but the bank that certifies a check ahead of time of course plays safe by deducting the amount from the drawer's account, thus practically forcing him to pay his check before it is due. I explained in a former article that a bank couldn't do this with a depositor's note, and by the same token it can't do it with a post-dated check. If it does do it and the drawer could have escaped payment except for the certification, the bank must itself pay.

But even when the bank doesn't certify a post-dated check, the drawer may not be able to stop payment on it. If it has gotten into the hands of an innocent, third party holder for value, he will have to pay it even though he has a perfect defense as against the man that he gave it to in the beginning.

Perhaps I don't need to explain, but will do so on a chance so that nobody may misunderstand any part of this article, that when a bank certifies a check it makes itself responsible for payment—guarantees the account in other words. Naturally it only certifies when it has enough of the drawer's money on its books to make it safe to do so.—*Copyright, 1923, by Elton J. Buckley.*



Full Value

BANK NOTE

Imported Sumatra Wrapped

The National 5c Cigar

Perfecto and Londres Shapes

Sold from Coast to Coast for Over 30 Years.

Jobbers and dealers desirous of handling this famous brand write

SUPERIOR CIGAR CO.

W. C. FRUTIGER, *Pres.* **E. L. SECHRIST, *V. Pres.***

RED LION, PA.

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The Havana Cigar—Par Excellence



QUALITY SUPREME

IN THREE SHAPES

BROKERS .....10c STRAIGHT
BANKERS .....2 for 25c
FINANCIERS .....15c STRAIGHT

Made of the very finest Vuelta Havana filler—Imported Sumatra Wrapper

Manufactured for Jobbers and Dealers who cater to discriminating smokers by

SMITH CIGAR MFG. CO.

Green and Cedar Streets, READING, PA.

MARSHALL FIELD

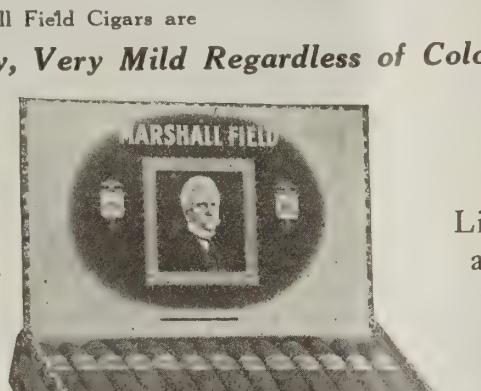
NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets *Philadelphia, Pa.*

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257 West 17th Street **New York**

Philadelphia Business Showing Reasonable Gai

Hot Weather Affects Production—Wholesalers and Retailer Generally Share the Better Conditions—Federal Reserv Bank Reviews June Business—Collections Are Fair.

PHILADELPHIA, July 3.—Big business for the big producers continued to be the trade experience during the week of such intense weather that production, which the larger manufacturers are endeavoring to increase, lagged behind their desires. The wholesalers and the retailers generally were able to share in the better experiences of the big producers, the increment in sales arising principally from the special demands for the holiday celebration, and the vacation period, but also most satisfactorily from a slow but perceptible increase in staple business. It there could be made any distinction between counter and box sales it would be in favor of the latter, although, despite several torrid days when transient business fell off markedly, the aggregate for the week still was satisfactory and most encouraging after the season of quiet passed through during the last fortnight.

Conditions in the manufacturing, distributing and leaf branches of the industry, as they are viewed by the Third Federal Reserve Bank, whose territory includes the largest cigar manufacturing district in the United States, are set forth in an official bulletin, reviewing June business which goes into the mails this week, advance proofs of which were furnished for TOBACCO. It sets forth the following:

Cigars

"Manufacturers of cigars report that orders booked this month (June) have been larger than those received in May, but in general the demand is only slightly better than it was in June, 1922. The large producers of cigars state that business is good, but the smaller manufacturers characterize it as only fair. With the smaller producers, particularly makers of 5 cent and 8 cent cigars the demand has been light since April, and stocks on hand are rather heavy. Consequently, they have curtailed production severely, and are operating at an average of only 65 per cent of capacity. However, the recent improvement in business makes the outlook more encouraging. Large manufacturers of nationally advertised brands report that though sales are not as heavy as had been anticipated, they are on the whole satisfactory. The warm weather of this month has stimulated the demand, but jobbers' orders for the summer resort business are smaller than usual. The very cautious buying policy of retailers has caused some jobbers who have a standing order for a fixed quantity of cigars weekly, to cut down the size of these orders. A distinct decrease in the call for 15 cent, 3 for 50 cents, and higher priced cigars is noticeable, but this has been counterbalanced by an increased demand for 10 cent and 2 for a quarter sizes. Several manufacturers of Class C and Class D cigars have temporarily stopped the production of 15 cent and 3 for 50 cent sizes and are concentrating their output on 10 cent and 2 for a quarter sizes. The average of plant operation by the large producers is approximately 80 or 85 per cent. Practically all orders are for prompt shipment.

"Though the demand in April and May was rather disappointing to many manufacturers, the output of cigars in the United States during the first five months of this year was considerably greater than during the same period of 1922 and 1921. Cigarette production during this period was enormous and far in excess of the first five months of 1922 and 1921.

"In general, cigar prices have remained unchanged during the month. Leaf tobacco prices, too, are holding firm. Manufacturers' stocks of cigars are moderate and are remaining stationary or decreasing slightly. The supplies of leaf tobacco held by manufacturers, also, are moderate.

"The supply of skilled cigar makers at most factories is adequate, but some scarcity of unskilled labor is still noted. Wage scales, on the whole, are unchanged.

"The majority of firms report that collections are fair to good, and in most i stances they are stated to be more prom than they were a month ago.

Tobacco Leaf

At the close of May many large fa tors entered the Lancaster market a made some big purchases of 1922 Pen sylvania packed wrappers, but that ma ket has not shown much activity sin Leaf dealers report that buying by man facturers has been light and that the lar producers are really the only purchase The packings of 1922 Pennsylvania wra pers have appeared on the market in lar amounts and about a month earlier th usual. Current quotations on these va from 26 to 30½ cents per pound, act weight based on September 1, 19 weights and inspection. Of the to amounts that have appeared on the m ket, leaf dealers report that about 80 cent was purchased by large cigar man facturers. No 1922 packed fillers ha yet been offered in the Lancaster distr and practically all of the 1922 fillers the bundle were brought up several we ago by tobacco manufacturers.

"Nearly all of the 1922 Pennsylva and Ohio tobaccos have passed from farmers' hands, probably not more tha per cent of the crop being still held the growers. Leaf dealers state that in the past 25 years have the growers Ohio and Pennsylvania tobacco b sold out as closely as they are now.

"On June 8 American importers cigar manufacturers bought 2,750 ba of Sumatra tobacco on that day's sale Amsterdam, Holland. The aver prices paid for American grades w considerably higher than the average any of the previous sales this year. L dealers report that their sales of Sum tobacco this month were heavier t those of a month ago, despite rec prices. The Rotterdam sales of J tobacco have opened and about 1 bales have thus far been purchased Americans. The prices although h were much lower than at the Sum sales at Amsterdam.

Current Prices High

"American packers and dealers tailed their buying in Porto Rico late month, and as a result that market not been very active. Because of lack of buying, prices softened somew although they are still higher than were last year. Purchases of the Cuban (Havana) crop by dealers packers have been heavy in the Vu Abajo district, but in the Remedios Partido sections buying has been ra light. The prices demanded by the gr ers in the two latter districts—50 t cents per pound—seem to have effecti stopped buying. A strike of the tob selectors, who demanded a 50 per increase in wages in the Cuban distr also contributed to the halt in purch The strike in the Partido section been settled by granting the strikers' mands. Most of the Vuelta Abajo has been sold by the farmers in the dle at close to 1920 prices, but the mand of the other districts for p higher than those of 1920 has made Cuban market less active than usua June. As a result many of the gro are accepting lower prices and the P edios crop is now selling at about 40 per pound."

Making Progress

All the production of the Louis Cigar Co., and of the closely allied K Co., hereafter will be concentrated in Philadelphia factory at 9 Bank st established several years ago and w has grown steadily as a result of ness which increased at so rapid a that it is now three times as large the beginning. Executive and distr ing offices will be continued in Hart Conn., at 284 Asylum street, where iously production also was carried The Philadelphia headquarters now cupies three floors of the five-story b

ig, 9 Bank street. The company recent- l took over the additional floor, and it ntemplates in the near future adding t two remaining so as to become sole tant of the building. All the produc- rn will be under the continued super- ision of A. N. Davis as general manager. laf buying is the specialty of President (M. Kahn, who far a quarter of a ntury, has been experienced in this lanch of the business and who now is i Europe in the interest of the company. e is expected to return a week hence, which time further announcement of pansion probably will be made. J. J. argolies, Secretary and Treasurer of t company will be in charge of the irtford distributing center. The com- ny employs 150 hands, producing the ng Perfecto in 3 sizes; the Little Jr., ailing at 5 cents, the Perfectos at 2 r 25 cents and the Imperials at 15 cents. ie cigar is a Havana filled with Sum- a wrapper, or Connecticut broadleaf apper. Four salesmen on the road ntribute its 40,000 per day production ve for the standing order of 40,000 per ek from the Schulte Co. disposed of rough its New England stores. The le is handled by many jobbers through- t the New England States and is cked in 20's, 40's, 100's and 200's, all lted at the same price. Established ree and a half years ago the King t. has concentrated efforts in the New gland field with Hartford as the main ntributing point.

Alfred Mellor's Estate

An estate valued at $230,000 of which 0,000 consists of personal property, is disposed of to the widow, two sons d grandchildren, by the will admitted probate during the week of Alfred ellor, who long was associated as Vice esident with the MacAndrews & rbes Co., of Camden, manufacturers licorice flavoring for tobacco manu- cturers. He died recently at his home, 2 West Walnut Lane, Germantown.

Wedding Bells

Herbert E. Calves, of E. Calves & Co., lvana leaf tobacco importers, 3rd and ne streets, has taken unto himself a fe in the person of Miss Elizabeth sanave, daughter of Mr. and Mrs. John Casanave. The ceremony took place ring the week at St. Matthias' Church, la-Cynwyd, Montgomery County.

Trade Notes

Charles M. Hipple, head of the firm of ipple Brothers, 151 N. 3rd street, is ring the central part of the state, find- g ready sales for the Sumatra which purchased at the recent inscriptions at nsterdam.

Premises at 1220 Chancellor street, ve just been leased by John J. Mc- nley retail cigar dealer.

In the United States District Court, a tition in voluntary bankruptcy was filed ring the week by the Friedman Cigar ., Inc., of Bethlehem, Pa., giving liabil- es as $16,589 and assets as $5,222. eorge F. Coffin, was appointed referee.

Factory Changes Location

Word was received during the week at the Vetterlein Cigar Co., formerly of iladelphia, is moving its factory from opersburg, Pa., to Greenville, Pa.

A large lot of the 1921 crop of Con- ecticut Seedleaf and Broadleaf has just en received by Samuel Yudelson & Co., N. 3rd street. Already much of the tter has been disposed of, sales having en made before the arrival of the ck. The firm has been at the present adquarters since the first of the year d is fast advancing to the forefront of e leaf trade.

G. R. Conover & Co., which occupies rt of the Yudelson store has disposed the complete stock of Havana leaf it d on hand. The head of the firm, G. Conover, leaves shortly for the Cuban etropolis to replenish the supply.

Baltimore Market

BALTIMORE, Md., June 28.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND.—For the past week receipts were 439 hogheads and sales 405 hogheads. All desirable grades continued in good demand.

OHIO.—Nothing to report.

Association Data

The Leaf Tobacco Association of Baltimore City, issues statistics for the week ending June 27:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date	Same 1922
Maryland.	458	4,712	5,170	3,910	4,574
Ohio		324	324	256	338
Total ..	458	5,036	5,494	4,166	4,912

Reinspections this week: Maryland, 19; to date, Maryland, 1,260; Ohio, 68.

Deliveries

	Maryland				
	Coastwise and Domestic	Foreign	Total	Ohio	Total
This week....	117	535	652	...	652
Previously ..	2,153	7,825	9,978	1,031	11,009
	2,270	8,360	10,630	1,031	11,661

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1.....	9,590	3,025	12,615
Receipts since	3,910	256	4,166
	13,500	3,281	16,781
Delivered since	10,630	1,031	11,661
Stocks today	2,870	2,250	5,120

Sales

	Maryland	Ohio	Total
This Week.....	405	...	405
Previously	3,836	825	4,661
Totals	4,241	825	5,066

Drawbacks Allowed

WASHINGTON, D. C., July 3.—The Customs Service of the Treasury Department has announced the allowance of drawback on smoking tobacco manufactured by Yale Brevda, of New York City with the use of imported leaf tobacco.

Announcement has also been made of the allowance of drawback on pipe tobacco manufactured by Sahadi Brothers, Inc., of New York City with the use of imported leaf tobacco.

Cigar Slogans from Holland

RENKUM, Holland, May 23. (Delayed).—Having read in TOBACCO of the 10th inst., the article entitled, "Cigar Slogan Committee Much Disappointed," I as a Dutch reader of this well known trade paper, beg to respectfully submit the following slogans, viz:

"There is a bunch of sunshine in every Cigar." Or "There is a bunch of sun rays in every Cigar." Respectfully yours—KRUN BENNIK.

Dismiss Complaint Against Eisenlohrs

WASHINGTON, D. C., July 2.—The Federal Trade Commission has dismissed its complaint against Otto Eisenlohr & Bros., Inc., of Philadelphia, Pa. The corporation is a manufacturer of tobacco products and in the complaint was charged with fixing and maintaining certain specified standard prices.—LAMM.

Buys Business

GREENWOOD, Wis., June 29.—Frank Miller has bought the Lind Aegertor Cigar, pool hall and soft drink business.

EL PRODUCTO

IT'S the distinctive character of the El Producto blend that holds the smoker to El Producto. He knows from experience that the quality never varies.

Be sure you line 'em up in the case and reap the benefits of El Producto advertising.

G. H. P. CIGAR CO., Inc.
Philadelphia, Pa.

New York Branch
131-135 Prince Street

Indianapolis Branch
235 E. Ohio Avenue

Detroit Branch
2130 Grand River Avenue



Puritano Fino
13c or 2 for 25c

10c straight
Bouquet

13c or 2 for 25c
Puritano Fino Blunt

15c straight
Panatela Favorita Corona

3 for 50c
Escepcionales Queen Quaker

30c straight
Supreme

Escepcionales 3 for 50c

for real enjoyment

Protect that Delicate Aroma

Safeguard your cigars, cigarettes and tobacco by packing them with Diamond F Protective Papers. Good both as an inside or an outside wrapping.

Diamond-F
PROTECTIVE PAPERS

GLASSINE—is noted for its fine transparency and grease proof qualities. This paper is free from wax and is particularly adapted for the tobacco trade. It can be had in either plain or beautiful embossed sheets of various designs. Write today for samples and a quotation on an attractive protective paper that will safeguard your goods and save you spoilage losses.

Diamond-F

Diamond State Fibre Company
Bridgeport (Near Philadelphia) Pa.
In Canada: Diamond State Fibre Co. of Canada, Limited
245 Carlaw Ave., Toronto, Ont.

Five in Foil 25c.



Ten in Tin 50c.

Tins of 25 and 50 as well. Four inches of a 25c. cigar

ALSO MANUFACTURERS OF
FLOR DE MOSS LA TERESA SAY-SO

KRAUS & CO., Inc.
BALTIMORE, MD.

AMERICA'S FINEST LABELS
GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request.
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TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

TOBACCO MERCHANTS ASSOCIATION OF THE U.S. TMA

OFFICERS AND EXECUTIVE COMMITTEE

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
William Best, New York, chairman executive committee.
Major G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

San Francisco

(*Continued from page 26*)

be fair with both factory and customer, and to profit more by large sales than by large margins." H. L. Judell, the "boy" of 73, is off for the annual convention of the Commercial Travelers, to be held this year at Columbus, Ohio. Mr. Judell is one of the "boys" who gets no older in spirit, and will prove himself one of the youngest of the crew. If progress is youth, he has it yet.

Chas. Knubel, representative of Charles the Great and Salvador Rodriguez, is taking his vacation in Fresno County. He has a valuable ranch there, and will spend the time in part at least, looking after farm and crop.

C. W. McCormick, the Norwood Dream promoter, has left for a trip east, and a visit to the factory. His last trip through the Sacramento Valley recently was very satisfactory.

David Horn of the Golden State Leaf House says he is ready now to do all kinds of business if the business will just come along. This is a little doubtful, however, as it is the quiet season for the leaf trade. He has just returned from a most enjoyable trip to the Santa Cruz Mountains with his family, where they had a quiet, restful time.

E. Horn is taking an extensive trip through the south part of the state accompanied by his family. They are having an easy-going pleasure trip, which will be interspersed with a little business as well.

Ed and Ben Rotholtz, of Reno, Nev., have been visiting the city, calling on the trade.

Sol Spring, of the well-known Spring Cigar Co., of Seattle, Wash., was a recent visitor in the Golden Gate.

G. R. Webb has been making an extensive tour of the Pacific slope, both north and south, in the interest of the J. Martinez products of Tampa, Fla., and has been meeting with good results.

Izzy Mendelson is smoking the pipe of peace at the popular resort known as Siegler Springs in Lake County, sometimes known as the Switzerland of America.

Robert Gans, of the former firm of J. J. Gans & Bro., which sold out a year ago in Los Angeles to Glaser Bros. of San Francisco, has been making the city the past week and calling on old business acquaintances.

A few business changes continue to take place, regardless of whether trade is lively or dull. Among others, Karl Matthias has sold his stand at 35 Montgomery street to Henry Fox. Henry Fox recently sold his business in the Santa Marina building.

George Morse, formerly with Irving Pollack in his Merchants' Exchange stand, has opened a stand of his own at 28 Leidesdorf street.

The Harry Bercovich Cigar Co. has opened a new stand in front of Stevens Bar on Market street near Drum.

E. R. Walter, formerly with the Reynolds Tobacco Co., has joined the splendid sales organization of Jos. Rinaldo & Co.

Michalitschke Bros. & Co. have found business improving, especially with Henry IV. They have put on another salesman in the East Bay region.

Sam Israel, the Jackson street jobber, reports an increase from 72 to 74c on smooth Climax tobacco, effective from July 1.

The distributing house of George R. Webb reports surprisingly good placement of their new cigar, the Tampa Hand Made.

A. Czarnecki, salesman for Frankel, Gerdts & Co., is reported to be having a fine time in New York.

CLASSIFIED ADVERTISING

I WANT TO BUY MORE CIGARS, FIRST-CLASS, FROM 10c DOWN. ANTHONY CARUSO, 4831 DIX AVENUE, DETROIT, MICHIGAN.

The Tobacco Association Convention

(*Continued from page 33*)

Members and Guests in Attendance

The following is a fairly representative list of all those present:

Col. T. M. Carrington, of Carrington & Co., Richmond, Va.
Col. W. T. Reed, of Larus & Bro. Co., Richmond, Va.
H. A. Ford, Larus & Bros. Co., Richmond, Va.
A. C. Hempel, of Cardwell Machine Co., Richmond, Va.
James I. Miller, of J. P. Taylor Co., Richmond, Va.
O. C. Gregory, of O. C. Gregory & Co., Richmond, Va.
Julian H. Hill, Banker, Richmond, Va.
S. P. Ryland, of First National Bank, Richmond, Va.
Robert Haskins, of Imperial Tobacco Co., Richmond, Va.
L. G. Larus, of Larus & Bro. Co., Richmond, Va.
Wirt. H. Hatcher, Folk Tobacco Co., Richmond, Va.
F. M. Collier, of Folk Tobacco Co., Richmond, Va.
Leslie H. Reed, of Imperial Tobacco Co., Richmond, Va.
H. S. Hotchkiss, vice-pres., Planters' National Bank, Richmond, Va.
R. T. Corbell, secretary of Tobacco Association, Richmond, Va.
Jas. Miller, of Universal Leaf Tobacco Co., Richmond, Va.
J. H. Drake (R. R. Co.), Richmond, Va.
E. G. Currin, of Export Leaf Tobacco Co., Richmond, Va.
E. C. Bonder, Richmond, Va.
U. Wilson, of Southern Railway, Richmond, Va.
Col. A. B. Carrington, of Dibbrell Bros., Inc., Danville, Va.
A. B. Carrington, Jr., of Dibbrell Bros., Inc., Danville, Va.
H. L. Boatwright, of Dibbrell Bros., Inc., Danville, Va.
John J. Boatwright, of Dibbrell Bros., Inc., Danville, Va.
T. L. Hughes, Danville, Va.
W. T. Cousins, of W. T. Cousins & Co., Danville, Va.
Frank Talbott, Banker, Danville, Va.
T. S. Williamson, of T. S. Williamson & Co., Danville, Va.
C. B. Davis, of Danville Warehouse Co., Danville, Va.
J. D. Rogers, of John E. Hughes & Co., Inc., Danville, Va.
James H. Wilson, Warehousemen, Danville, Va.
W. T. Lea, of W. T. Lea & Co., South Boston, Va.
D. D. Walters, of Walters & Co., South Boston, Va.
C. W. Walters, of Walters & Co., South Boston, Va.
A. L. Collie, South Boston, Va.
J. E. Boyd, South Hill, Va.
W. G. Suhling, Jr., of Suhling & Co., Lynchburg, Va.
R. G. Robertson, of Lynchburg Tobacco Warehouse Co., Lynchburg, Va.
J. W. Dunnington, of Dunnington & Co., Farmville, Va.
C. L. Candler, Executive General Agent Southern R. R., Norfolk, Va.
A. G. King, Director of the Port, Norfolk, Va.
Geo. A. Reinhart, Manager International Mercantile Marine Lines, Norfolk, Va.
W. H. Cozart, of Cozart, Eagles & Carr, Wilson, N. C.
W. T. Clark, of W. T. Clark & Co., Wilson, N. C.
W. T. Clark, Jr., of W. T. Clark & Co., Wilson, N. C.
B. F. Fields, Wilson, N. C.
S. H. Anderson, of Whitehead & Anderson, Wilson, N. C.
W. J. King, of Wilson Tobacco Co., Wilson, N. C.
Major A. P. Thorpe, of Thorpe & Ricks, Rocky Mount, N. C.
C. D. Noel, of Garrett & Co., Rocky Mount, N. C.
W. E. Fenner, of W. E. Fenner & Co., Rocky Mount, N. C.
E. G. Johnson, Rocky Mount, N. C.
Andrew Jameson, of W. A. Adams & Co., Oxford, N. C.
W. H. Hunt, president First National Bank, Oxford, N. C.
J. F. Meadows, of Meadows & Co., Oxford, N. C.
Geo. Henderson, Ashville, N. C.
H. L. Skinner, Smithfield, N. C.
E. J. Chambers, of Chambers, Reeves & Co., Fairmont, N. C.
O. A. Reeves, of Chambers, Reeves & Co., Fairmont, N. C.
E. V. Webb, of E. V. Webb & Co., Kinston, N. C.
James S. Ficklen, of E. B. Fick Tobacco Co., Inc., Greenville, N. C.
F. D. Foxhall, Greenville, N. C.
J. B. Dyer, of R. J. Reynolds bacco Co., Winston-Salem, N. C.
F. B. Davis, of Norfleet & Co., W ston-Salem, N. C.
W. A. Goodson, of Winston Leaf bacco & Storage Co., Winston-Sal N. C.
Thos. W. Blackwell, of R. J. F nolds Tobacco Co., Winston-Sal N. C.
H. E. Spilman, of Spilman & Huntington, W. Va.
Clyde B. Austin, of The Austin Greeneville, Tenn.
L. McWhirter, Jr., of The Austin Greeneville, Tenn.
J. S. Bernard, Jr., Greeneville, T
J. J. Russell, Greeneville, Tenn.
W. H. Doughty, Greeneville, Tenn
James W. Dean, Knoxville, Tenn.
James G. O'Brien, of E. J. O'Brie Co., Louisville, Ky.
G. F. Vaughan, of G. F. Vaugh Co., Lexington, Ky.
R. D. Cothran, Manning, S. C.
A. H. Buchan, of Dixon-Buchan bacco Co., Mullins, S. C.
W. P. Clark, Mullins, S. C.
G. T. Patton, Darlington, S. C.
G. R. Bowen, Lake City, S. C.
J. A. Winslow, Agricultural A Central of Georgia Railway, Cuth Ga.
E. L. Ring, of Southern Railway, lanta, Ga.
E. L. Ring, Hahiva, Ga.
Geo. R. Myers, of *Western Tob Journal*, Cincinnati, O.
W. O. Smith, of W. O. Smith & New York.
J. W. Slaughter, of American chine & Foundry Co., Brooklyn, N.
T. L. Hughes, of Bureau of For & Domestic Commerce, Washin D. C.
R. T. Tanner, of TOBACCO, New Y
J. E. Murphy, of Richmond & N Steamship Co., New York.
Sidney Stevens, of Cornwall Stevens, New York.
N. C. McLoud, of *U. S. Tob Journal*, Baltimore, Md.



All Settled

The steady quality and the steady advertising of the Blackstone cigar have settled the cigar question for thousands of smokers.

They like Blackstones and they know it. It never occurs to them to switch brands or experiment. Blackstone is long Havana filler, imported Sumatra wrapper. It is hygienically made under the eyes of visitors.

Blackstone

2 for 25¢ CIGARS *Also makers of* TOTEM 8¢ *cigar*

WAITT & BOND, Inc., Newark, N. J.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

ol. LXXVI. No. 11 NEW YORK, JULY 12, 1923 Per Annum, $3.00 Per Copy, 10 Cents

consin Growers "Enjoy" Variety of Weather

her Man Makes Effort to Provide Fine Growing Season — Jupiter Spills Surplus of Moisture — Fields Submerged — Edgerton Saw Finish of Devastating Storm.

RTON, Wis., July 7.—It is queer we are having. Very variable—k would make a person think that ther man was in a conspiracy to umper crops, while the next one make the same party positive that Pluvius was mad at every plant tate.

first part of the week saw light and fine weather. The growers ed it as ideal weather to finish ecord-breaking job of resetting. day morning a strip about twenty vide and fifty miles long was l by a terrific cloudburst. It couple of hours. The weather reports that 3.2 inches of rain fell nour it was at its height. Auto- were stalled by the hundreds, up ubs in water. Washouts and in- tracks were the lot of the rail- Many fields of tobacco were sub- and all the resettings were lost, nothing of older plants that had rough the heat wave. Traveling sterly, it struck the tobacco territory south and east of Janes- as perhaps at its worst around nd Milton Junction, and spent its the neighborhood of Edgerton.

o Thousand Acres Affected

y morning its replica drenched the sections generally. Uncon- reports have it that the northern were hard hit by the storm Fri- o. Several operators estimated haps two thousand acres in the regions would be affected by the

ool Reports Recent Sales

pool announces that large quan- D-2 were sold last week. This d in the bundle. It is also an- that this sale will reduce their o assort, very materially. It is that Lorillard and Jefferson were hasers.

three assorters answered the all when they opened the large ir warehouse, now operated by Brothers. They immediately vn, and announce they will reopen ay.

ool had another rally meeting last n Edgerton. About 55 growers esent. The only pool official to as Lars Lien, one of the two most l men in the organization. The its on grading are unceasing evi- as grading was the crux of the The decision was reached to committee of seven members for ol district, to nurse things along grading complaint. The com- or this district meets tonight for t meeting. It is safe to say, that ork remains for them to do on

Handling Expenses

Lien might have intimated, per- at expenses of the pool were heavier than commonly expected, as accentuated that next year the ght to be able to bring their charges down to a half cent a pound. This is all the more an unwelcome surprise to the grower, for Selmar Neprud, the northern power of the co-op, announced in an April number of the *Pool Bulletin* that expenses of the farmers venture were under a half cent a pound for the '22 crop handling charges. This statement has been constantly referred to by growers whenever expenses were on their minds. It was explained at last night's meeting, that many expenses incurred last year owing to the organization's inexperience, could be avoided next year, in whole or in part. Today the town is buzzing with guesses as to what the pool's deduction to the farmer will be per pound.

A plausible explanation was given sub rosa to the writer, by a pool man who knows, that conditions are very unsatisfactory to the pool's officials within their organization. That the organization could not go on without an improvement in its internal conditions, and of its *esprit de corps*. Hence the unceasing round of rally meetings.

Wednesday next sees the big pool picnic at Hippe's Grove, north of Edgerton. Bands are hired, and all equipment commonly used to quicken the pulse are to be there. Meanwhile, one or two rallies are held every day at some point throughout the state.

Various Activities

E. M. Hubbell & Sons have about two months to run. When Spitzner shut down, they took over a large portion of the latter's crew.

A. Jenson & Son report the purchase of a small 1920 packing purchased from L. O. Felland & Son.

W. Dickinson & Son closed their season's run this week.

The pool's assorting is running along in fair shape. They must be putting out in excess of 125 cases a week. Chippewa Falls, London, Rockdale, Cambridge, Stoughton, Madison, Janesville, Orfordville, and Edgerton are all running at least one warehouse on their packing of unsold southern.—BADGER.

Big Gain Expected at Greeneville Market

GREENEVILLE, Tenn., July 7.—It is now estimated that the burley tobacco crop in Greene county will be fully 30 per cent larger than in any previous year, and from reports the same thing can be said of the adjoining counties. Many sections are raising burley for the first time this year, and especially is this true in Hawkins, Sullivan, Hamblen, Carter and Unicoi counties and as a result instead of this market selling 10,000,000 pounds this fall, the amount sold last year, the sales are expected to reach the 15,000,000 pound mark over the Greeneville warehouse floors alone.

Never before has there been brighter prospects for the burley crop, so farmers state. A good stand was obtained in almost every instance and the season since planting has been ideal. With anything like favorable weather conditions the next few weeks, farmers of the burley section apparently will be able to rest on their oars in so far as their money crop this year is concerned, as tobacco men say there is no question but what the splendid prices that prevailed the last two seasons will be maintained possibly for several years to come.

Proposed Warehouse Deal Falls Through

While it has been known for several weeks that the Kentucky co-operative association is making an effort to organize this section in the tobacco pool, especially in Greene county, where the bulk of the burley tobacco is grown, but little headway has been made, in so far as is known. It is quite certain, however, that they have not abandoned their intention of trying to enter this field, but plans on foot for the purchase of local warehouses seem to have been halted for some reason.

Prices Again Sky-High at Amsterdam

AMSTERDAM, Holland, July 7.—The prices on American grades at yesterday's Sumatra inscription, which was the closing sale of the season, are said to have reached new high records. More than 1,500 bales were purchased for the United States market. The principal American buyers, and the approximate number of bales bought, follow:

General Cigar Co., 500 bales.

Manus, Muller & Co., 423 bales, including Senambah/TR, Senambah/LP, Deli My/—, Deli My/C, Deli My/LM, and Deli My/NO.

H. Duys & Co., 420 bales, comprising Deli My/L, Deli My/WB, Senambah My/SA, and other fancy marks.

Cullman Bros., 86 bales.

D. Dreux, Inc., 75 bales, including Deli My/L.

Arthur Bornholdt & Co., 35 bales.

Herzog & Sarluy, 20 bales.

Kingsport to Have Tobacco Warehouse

KINGSPORT, Tenn., July 7.—Kingsport is to have a tobacco warehouse, the work of construction of which is to commence very shortly. A corporation has been formed, capitalized at $50,000; and the building is to cost $30,000, on a site valued at $10,000.

The committee appointed by the Kingsport Business Men's Club for the sale of stock consists of I. M. Fuller, chairman; A. D. Brockman, W. R. Jennings, G. W. Taylor, T. C. Warrick and J. E. Huffaker.

Tentative plans for the warehouse call for a concrete, steel and brick structure. The committee on plans consists of C. E. Brooks, A. D. Brockman, Allen Dryden and J. E. Miller. The committee was named at a special meeting of the Business Men's Club to complete plans and estimates and consider bids.

The tentative officers in whose name the corporation, to be known as the Kingsport Tobacco Market, Inc., will be organized were elected at the meeting as follows: J. E. Miller, president; Dr. W. H. Reed, vice-president; H. H. Poarch, secretary, and Clinton Minnich, treasurer.

Pollack Estate Buys West Virginia Factory

WHEELING, W. Va., July 7.—Stockholders of the West Virginia Tobacco Co. recently voted to accept the offer of the Pollack estate to buy outright the four story factory of the company, located at Eighteenth and Eoff streets. The sale meant the dissolution of the West Virginia Tobacco Co., and the surrender of its charter. No official figures were given out on the sale price, but it is understood to have been in the neighborhood of $60,000. Ninety per cent. of the stock was represented at the meeting.

The West Virginia Tobacco Co. has not operated actively for the past fifteen years. Previous to that time the company manufactured Red Letter chewing and smoking tobacco and Tabby Long Cut, a once popular brand.

For the past ten years the factory at Eighteenth street has been leased by the Pollack estate, and has been operated as a part of the Pollack Tobacco Co.

The factory represented nearly the total assets of the West Virginia Tobacco Co.

Jess W. Speidel, president of the dissolved company, conducted the final meeting of the corporation.

R. M. Barker Tells of the Greeneville Situation

LEXINGTON, Ky., July 6.—Burley tobacco growers in eastern Tennessee not only will have an opportunity to join the Burley Tobacco Growers' Co-operative Association, but will have a receiving plant at Greeneville at which they can deliver their crops, according to a statement made by Ralph M. Barker, Director of Warehouses of the Burley Association.

Mr. Barker's statement followed his return from Greeneville, where a meeting of the interests opposed to the co-operative marketing of tobacco was called hastily, when it was learned that Mr. Barker was in Greeneville and that his purpose was to obtain possession of the Bernard warehouses in that city for the Burley Co-operative. Word was sent to Mr. Barker that he was not wanted at this meeting and he did not attend it.

"We have the support of the leading warehousemen of Greeneville, Walter W. Bernard," said Mr. Barker. "He is thoroughly in accord with and believes in our co-operative association. I was refused a hearing at the meeting in Greeneville because it was dominated by pinhookers and speculators who have always profited largely from the efforts of the farmers of that section to grow a crop of tobacco. We intend to put the co-operative idea of marketing tobacco before the farmers of East Tennessee within the next ten days or two weeks. We are going to do this because some of the leading farmers of that section, who talked with me while I was in Greeneville, were enthusiastic over the prospect of an opportunity to join our Association and to market their crops co-operatively.

"The opposition in Greeneville is led by a warehouseman and the farmers in that territory have not forgotten the big profits he made off them in 1920. We are fully aware of the fact that all the pinhookers and speculators who formerly infested the Burley district of Kentucky

now are centering their activities about Greeneville, for that is about the only Burley territory left that is not signed up to our Association.

"Western Tennessee has signed up almost solidly, and the growers are thoroughly satisfied with their first year's experience.

"The business men of Greeneville do not understand the co-operative marketing of tobacco, and they never will understand it if the Greeneville warehousemen, pinhookers and speculators can prevent it. At the meeting of the citizens and business men of Greeneville, called as soon as the warehouse interests learned that I was in town, everything said in opposition to the co-operative marketing of tobacco was 'played up' in the Greeneville papers, but nothing said by Walter W. Bernard, or other advocates of the Association ever appeared in these newspapers, which carried reports of the meeting. The whole effort of the warehousemen and speculators is to prevent the growers of that section from learning the truth about the co-operative marketing of Burley tobacco.

"At Johnson City we were cordially treated by the Chamber of Commerce and the attitude of the business men was entirely different, as they appeared to want to know the truth about the new system of selling tobacco, which removes almost entirely the middlemen who have been dividing with the farmers the fruit of their toil.

"We invited a delegation from Tennessee to come to Lexington June 25, to make a first hand investigation of the methods and merits of co-operative marketing of Burley tobacco. We were perfectly willing to abide by the report of this delegation, as we were to abide by the reports of the delegations of representative men who came here from other states and looked into our methods of operation before recommending to their tobacco growers that they come into the Association. In every such case the report of the visiting delegations was that the Association had the right plan, and the only plan that would guarantee a fair return to the grower for his crop and get him permanently out of the clutches of the tobacco speculator. That, after all, is the real reason for the vigorous opposition to the facts of co-operative marketing of Burley tobacco being made known to the growers and business men in Greene County."

Putting Up Stiff Fight Against Dark Co-op

HOPKINSVILLE, Ky., July 9.—The first hearing in Court of the legality of the membership contract of the Dark Tobacco Growers' Co-operative Association is scheduled to come up at Springfield, Tenn. The association is organized under the Bingham co-operative marketing act, a Kentucky statute, and in this state a number of suits have been filed against alleged violators of the membership contract but none of these has ever come to trial. On the other hand, most of them have made settlements by paying liquidated damages and costs of action, before the cases came up for hearing.

But in Robertson County, Tenn., R. H. Mason and W. H. Holman, two growers against whom suit was filed, employed attorneys and have laid the foundation for a vigorous fight. The defendants to the suit first filed their formal motion for a dismissal of the action, and then last week, without waiving their rights under this motion in any measure, they filed their answer to the petition. This is a lengthy document of seventeen paragraphs and it sets forth fully the position of the defendants.

For the defendants the attorneys named are, John E. Garner, of Springfield, and John Belle Keeble and Ed T. Seay, of Nashville.

Make Strong Demands

The defendants answer denies every allegation made in the plaintiff's petition, even to the incorporation of the association in Kentucky, and demands strict proof of every allegation, such as proof of the organziation, production of the charter, etc.

But even if it be proven that the association is duly incorporated in Kentucky, the defendants deny at length that it has complied with the laws of Tennessee for doing business there; or that if it did comply with the Tennessee laws it was not until November 25, 1922. And it is specifically charged that at the time the contract complained of in the petition was signed in October, 1922, that the association had not been organized, it is claimed that the contract is therefore void.

Say Contract Was Defective

Objection is raised to the manner in which the contract appears, defendants contending that it was not properly signed or joined in by other members of the association. Also that the signatures were secured by fraud, in that it was represented to them that 60 per cent. advances in money would be made by the association to the growers, and that this was not done.

It is charged that it was promised that farmers would be put in charge of the business of the association, and that this was not done.

Claim Contract to Be Oppressive and Unjust

The defendants claim the contract is hard and oppressive and unjust, unfair and inequitable, and they assert their confidence that it will not be enforced by a court of equity in that the association, it is alleged, assumes to itself the right to incur such expenses as it deems proper for warehouses and overhead expenses and the right to run the business as it thinks best without the consent of the grower, making such advances to the grower as it sees fit and when it sees proper.

The defendants further charge that the association has breached the contracts, even if they were ever in force, which th defendants deny.

Charge Reckless Management

The answer further contends that the association has been reckless in the handling of the business; that it has wrongfully graded low a great deal of the tobacco and sold it from seven to eight dollars a hundred lower than tobacco of the same quality sold outside the association; and it has taken money outside the Springfield territory and has deposited it in banks in other territory in furtherance of a scheme to destroy the Springfield tobacco market.

Finally the petition asks that the case be tried before a jury.

Both sides are understood to have made much preparation and the hearing will be an occasion of much interest.

The association attorneys and officials say they have no fears of the outcome of the case. They say that the co-operative principles under which this association is organized have been amply tested in many other states and they see no reason why Tennessee laws should be an exception to the general rule. Everywhere the association plan and the legal safeguards thrown around them, have been upheld by the courts. The association leaders say that the contracts which the two defendants to this action signed, are identically the same which were signed by nearly 60,000 other growers of the dark tobacco district and they were all signed under the same legal conditions.

(*Continued on page* 33)

Hearing Postponed

HOPKINSVILLE, Ky., July 10.—Hearings of the Dark Tobacco Growers' Co-operative Association suit against two members on grounds set forth that the defendants had violated their contracts, which were scheduled to be heard at Springfield, Tenn., today, were continued to August 15, on motion of the defendants.—M. E. BACON.



Miss Helen Leslie, Now Acting the Part of the Heroine in "Whispering Wires." She Is Here Seen as an Enthusiastic Smoker of "Matoaka" Cigarettes, Whereas She Has Heretofore Smoked Turkish Cigarettes.

Success Crowns Efforts of a Genius

The pronounced success of the Matoaka Smoking Tobacco and Matoaka Cigarettes is undoubtedly due to the great genius of F. A. de Pilis, whose original ideas regarding publicity are bearing fruit. One big jobber reports that his sales on these two brands during the past four weeks increased tenfold over his sales of the previous four weeks, which were then considered good. Other jobbers are doing equally as well.

Mr. de Pilis says that it was only on last May 15 that the real distribution started, and that now these brands put out by the Patterson Bros. Tobacco Corp., can be found from Coast to Coast.

Smokers' League

Mr. de Pilis is taking out a charter for the Smokers' League, and is to have associated with him some of the most prominent men in the country.

F. A. de Pilis has demonstrated he is an important factor in the tob industry. He has recently made con tions abroad, whereby the export bus to be conducted, will no doubt prov be a most valuable asset to the Patte Bros. Tobacco Corp.

Not Afraid to Raise Prices

A big advertising campaign is sc uled to start on September 15, at w time the price of Matoaka cigarett to be raised to 25 cents per package o Mr. de Pilis is the first in this cou to raise prices on cigarettes, and he not entertain any fears as to the c quences.

The T. M. A. Cig Committee Active

The sub-committee, headed by President Best of the General Cigar and consisting of R. E. Christie, president of the American Cigar Julius Lichtenstein, president of the solidated Cigar Corp.; Ben R. L president of Otto Eisenlohr & Bros., Samuel Bayuk, president of Bayuk Inc., and Geo. H. Hummel, vice-pre of P. Lorillard Co., appointed b general Cigar Committee formed a recent T. M. A. convention for the pose of considering ways and mea improving the cigar business, with F G. Wemmer, of the Deisel-Wemme as chairman, as well as the Special gan Committee composed of Fran Harwood, advertising manager o General Cigar Co., chairman; F. J. president of F. J. Ross Co., Inc.; H. Eyles, president of the Richa Foley Advertising Agency; Geo. C. man, president of Sherman & L Inc., and C. R. Sherlock, vice-pre of the United Cigar Stores Co., been devoting a good deal of thei and attention to the development of for increasing cigar consumption.

Unhampered by the recent hot and with a sincere ambition to wo some practicable and beneficial these committees have held not les three meetings at the office of Mr within the last three weeks, bes number of informal conferences, before them the benefit of advice expert advertisers, draftsmen, writers, and general promotion ad ing specialists.

It is now reported that the initi for the promotion of the cigar b has practically been agreed upon announcement to this effect is ex to be made by Chairman Best wit next week or two.

Leading Leaf Dealers R from Holland

Among the prominent passeng the Holland-American steamer *dam*, due to arrive in New Yo Saturday, are Joseph Cullman, Cullman Bros., Henry M. Duys, Duys & Co., and Alfred Schmid, Schmid & Co., all of whom hav attending the Amsterdam and Rot inscriptions.

Saturday a General Ho

Practically all the local leaf have announced their intention c ing their offices on Saturdays dur rest of the summer season, a cor that is deeply appreciated by the employes.

Returning From Amste

D. Dreux, of D. Dreux, Inc., to arrive in New York Friday Cunard liner *Berengaria*. While ing the Amsterdam and Rotterd scriptions, Mr. Dreux succeeded chasing some of the finest Sumatra wrappers for his corp

Home from Porto Ri

Harry Marks, of Durlach Bro has returned to New York fro Rico, where he has been enga several months in supervising an ing the new crop for his corpora

wth of the Tobacco Industry

csidering the tobacco crop as a whole has been marked and almost con- cs increase in production during the rty years, says the Department of ulture in reporting the results of a of the tobacco industry conducted scialists in the Bureau of Plant In- and in the Bureau of Agricultural nmics. The rate of this increase in ction, it is stated, has more than ace with the increase in population. er a well-balanced system of diver- farming, including winter feeding sers, the yield per acre of tobacco an upward tendency, the report out, adding that under a highly in- e one-crop system heavy fertilizer arently failing to maintain yields at igh levels which were first estab- With an extensive system on poor soils, in which cropping to o alternates with a period of "rest- the land, the yield is being main-, though at a relatively low level. these circumstances, says the re- the level of yields has been consid- raised by use of commercial fer- s.

orts of tobacco are considerable and increased decidedly in recent years, h in the aggregate they amount to more than 10 per cent of the ex- the report states, indicating that a proportion of the leaf tobacco im- is used for blending purposes and ore does not come into competition domestic leaf. Net exports of to- though large and increasing, have ept pace, it is stated, with the in- in production. The report declares erious effort is being made in vari- arts of the world to produce to- s similar to those exported from this ry, but that it remains to be seen success will follow these endeavors. ne tobacco industry," says the report, ted sharply to conditions created by World War. Abnormally high prices ing from greatly increased foreign domestic demand stimulated heavy iction, which culminated in a crop ore than one and one-half billion ls in 1920. The precipitate drop in in that year for a crop grown at cost resulted in serious losses. ly as a consequence of these condi- production in 1921 virtually receded pre-war level of one billion pounds. average farm price for the 1921 crop about 89 per cent above pre-war fig-

Distinctive Types

ith respect to the several distinctive of tobacco, significant changes have place both at home and abroad in arity of the different forms in which co is consumed. These changes sarily affect the relative demand for different types of leaf. Maximum iction of chewing tobaccos was vir- reached as early as 1897. On the hand, production of pipe-smoking cos increased rapidly until about while the subsequent rate of in- e has been much slower. Manufac- of cigars increased rapidly until t 1906, but since that time the rate crease has fallen off.

eginning about 1910 the production achine-made cigarettes began to in- e with remarkable rapidity, and this of increase has been steadily main- d. It is apparent that chewing is popular than formerly and is giving to smoking, and the cigarette is now ning the favorite smoke. In line these facts there has been a very increase in production of the bright cured tobacco, which is the leading ette and granulated pipe-smoking with an upward trend in price. e has been, moreover, an increasing gn demand for this type, thus plac- t in a relatively strong position.

lue-cured tobacco has long occupied nportant position in the manufacture lug, but any loss in demand in this tion has been more than offset by the in domestic and foreign demand for king purposes. Burley, which has the leading type of leaf for the man- ture of plug, also has recently come great demand for cigarette and smok- grades of leaf, the net result being a rate increase in total demand for this type. The dark fire-cured and air-cured tobaccos have always been mainly export types, domestic use being confined mostly to the production of chewing tobacco and snuff. Foreign markets are indicating more and more a preference for the light-colored cigarette types of leaf, at least so far as concerns increased purchases in this country.

"As would be expected from these facts, there has been no notable permanent increase in production of the dark types in recent years. Cigar leaf is largely restricted to a single domestic use, and production has shown but little increase in the last decade, thus further indicating a slowing down of the increase in consumption of cigars.

Tobacco Culture in New Territory

"The question is frequently raised whether tobacco could be grown with profit in sections where it is not at present a commercial crop. In the search for new crops in various regions it is natural that attention should be directed toward tobacco because of the fact that it is a cash crop of high acre value. For the five-year period ended with 1920 the average acre value of tobacco was approximately $205, as compared with $125 for potatoes, $42 for cotton and $26 for hay.

"There are two principal aspects of the question as to prospects for tobacco culture in new territory, namely, whether present production fully equals the demand and whether new regions could successfully compete with the sections already growing tobacco. As a matter of fact, from the earliest days of the colonists overproduction has been the one greatest menace to profitable tobacco culture. In most of the principal centers of production less than 10 per cent of the total acreage of the tobacco farms is devoted to this crop each year, and rising prices for tobacco are almost invariably followed by marked increase in production. In recent years by far the most marked increase in demand and in production has been in the flue-cured type of the South Atlantic States, but in these States there is a very large acreage of land lying idle which is not sufficiently productive for general farming but is available for meeting any increase in demand for flue-cured tobacco.

"It is apparent, therefore,that commercial tobacco culture in new territory must be at the expense of the established producing districts. As bearing on the second phase of the question, it has been described in full elsewhere how through a long process of evolution and specialization tobacco production has become definitely localized, each region because of its particular combination of soil and climate producing a type of leaf peculiarly suited for certain uses and differing in important characteristics from other types.

"So marked are the effects of soil and climate that it rarely if ever happens that two different regions will produce exactly the same type of leaf, and for this reason the trade usually looks to some particular section producing tobacco of known characteristics for the required supply of each of the commercial types of leaf. Under ordinary circumstances, therefore, commercial tobacco culture is not likely to prove successful in new territory."

Receives Havana Shipment

Selgas & Co., of 128 Water street, the well-known importers and packers of Havana and Porto Rican tobacco, recently received a consignment of 254 barrels and 140 bales of choice Havana leaf per the New York & Cuba Mail S. S. Co.'s liner *Orizaba*.

Covering Western States

Leonard Jacoby and J. W. Small are covering the western territory for the Kohlberg- Gonzales Corp., and are securing a good number of orders for their enterprising organization.

American Cigar Co. Dividend

American Cigar Co. has declared regular quarterly dividends of 1½ per cent on the common stock, payable August 1 to stock of record July 14.

Dolly Madison

Made in Three Sizes

Invincibles, Panatellas and Londres

All 2 for 15 Cents



Open Territory for Jobbers

JOHN H. WITTER

Established 1887

NEWMANSTOWN, PA.



MATOAKA

CIGARETTES

CAME

SOLD

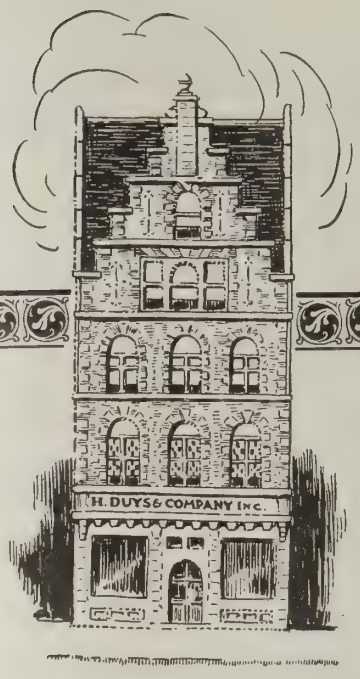
CONQUERED

TO BE SOLD AFTER SEPT. 15, 1923, AT

25c FOR 20

Patterson Bros. Tobacco Corporation

Richmond, Va.



Manufacturers buying

Sumatra or Java Tobacco

without looking over our line, do themselves an injustice.

Our stock comprises such enormous quantities and of such varied selections, that we are bound to suit the most fastidious buyer.

Our purchases of the 1922 crop of Sumatra are upward of 10,000 bales.

H. DUYS & CO., Inc.

142 WATER STREET NEW YORK

American Headquarters for Sumatra and Java Tobaccos

Trade-Marks Filed

In U. S. Patent Office

The following trade-marks were published in compliance with section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from the date of official publication.

* * *

Ser. No. 157,507. ORIENTALISCHE TABAK- U. CIGARETTENFABRIK YENIDZE, INHABER, HUGO ZIETZ, Dresden, Germany. Filed Jan. 4, 1922.

Salem Gold

157,507.

The trade-mark consists of the words "Salem Gold."

Particular description of goods.—Raw Tobacco, Tobacco for Smoking, Chewing Tobacco, and Snuff, Cigars, Cigarillos, and Cigarettes. *Claims use* since Aug. 10, 1910.

* * *

Ser. No. 178,003. R. J. SEIDENBERG Co., Buffalo, N. Y. Filed Mar. 24, 1923.

THE SEAL OF GUARANTEED QUALITY

SELECCION DE LUXE

178,003.

Applicant disclaims the words "The Seal of Guaranteed Quality" and "Seleccion De Luxe."

The particular description of goods.—Cigars. *Claims use* since Mar. 9, 1923.

* * *

Ser. No. 178,213. ISAAC BLUM, New York, N. Y. Filed Mar. 29, 1923.

MIRROR

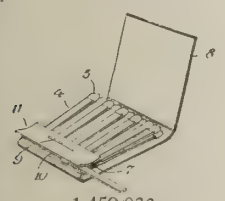
178,213.

The particular description of goods.—Cigarettes. *Claims use* since Mar. 15, 1923.

Patents Recently Granted

By U. S. Patent Office

No. 1,459,033. BOOK MATCH. CLARENCE L. PFERSCH, Barberton, Ohio, assignor to The Diamond Match Company, Chicago, Ill., a Corporation of Illinois. Filed Apr. 23, 1920. Serial No. 375,953. 2 Claims.

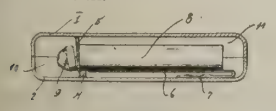


1,459,033.

In a match package having a cover portion including an integral end fold provided with an external coating of ignition material, a flexible protective flap mounted on said fold and constituting a permanent part thereof, said flap overlying the said ignition material and having a free lower portion whereby the said flap can be flexed and the head of a match inserted between the flap and the ignition material.

* * *

No. 1,459,077. CIGARETTE-SALVAGE CASE. HAROLD J. WINANS, Nashville, Tenn. Filed Feb. 25, 1921. Serial No. 447,689. 1 Claim.

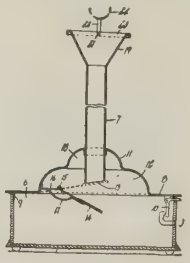


1,459,077.

A cigarette case comprising a hollow cylindrical casing having integral ends, said casing being split longitudinally at its center forming two symmetrical sections, a relatively wide arcuate seat in one of said sections, the radius of the concave portion of said seat being equivalent to the radius of the cigarette, a light flexible plate secured in the bottom of the same section, said plate being folded upon itself to extend nearly to said seat, and a circular shear blade fixed in the other of said casing sections adapted to co-operate with the outer edge of said seat in shearing a cigarette resting partially on the seat and on said spring plate, said blade being equivalent in diameter to the interior of the casing.

* * *

No. 1,459,096. ASH RECEIVER. JAMES W. GIBBONS, Boston, Mass. Filed Mar. 29, 1921. Serial No. 456,715. 4 Claims.

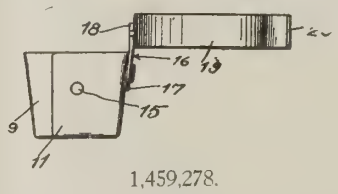


1,459,096.

An ash receiver comprising a base constituting a container, a cover hinged upon said base and provided with a raised central portion forming a recess in the under side thereof, means to lock said cover to said base, a tubular column mounted upon the raised portion of said cover and projecting into the recess upon the interior thereof to form a pocket therearound between the lower end thereof and the under surface of said cover, a gate pivotally mounted upon said cover adjacent to the lower end of said column and adapted to close the lower extremity thereof, a conical extension located at the upper extremity of said column, and constituting an inlet to the interior thereof and a rod extending across the upper extremity of said conical extension, the opposite end portions thereof being bent upwardly and constituting supports for a cigar rest and a match box or similar smoking accessories.

* * *

No. 1,459,278. MATCH BOX. ALBERT Z. BROOK, Mountain Grove, Mo. Filed Mar. 14, 1921. Serial No. 452,009. 2 Claims.

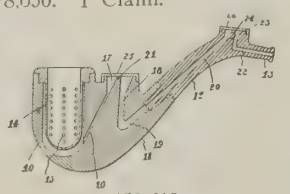


1,459,278.

A match box embodying a resilient U-shaped clamp adapted to embrace and frictionally engage a support, an arm secured to the bright portion of the clamp and extending beyond the lower edge of the clamp, and an elongated receptacle, one side portion of the receptacle being secured at its central portion to the outer face of the arm, the edge of said side of the receptacle being spaced from the adjacent edge of the clamp.

* * *

No. 1,459,619. PIPE. JACOB E. DODD, Orange, Tex. Filed June 18, 1921. Serial No. 478,650. 1 Claim.



1,459,619.

A smoker's pipe comprising a bowl, a stem, and a mouth piece arranged at an angle with respect to the stem and bowl, and said stem and mouth piece being provided with a zig-zag smoke passage beginning at the bowl inclined

Patterson Bros. Tobacco Corporation

OF RICHMOND, VA.



15c 15c

MATOAKA

Blue Ribbon

SMOKING TOBACCO

The best Patterson ever made

Exclusive Distributors Accepted in Open Territory on Liberal Plan

An entirely new standard of cigar value—the new

Flor de MELBA

The CIGAR SUPRE



Flor de Melba was born with our determination to surpass every previous effort at value-giving.

We determined to offer a cigar of such quality—at such a price—that equal value could not be found in any other cigar in the world.

Through changing conditions we have stood by our resolve and now, with the return to normalcy, we are able to offer the new Flor de Melba, increased in quality and size—all Havana filler — delightfully mild — with the taste and aroma found only in imported cigars.

Display the Flor de Melba—and watch 'em sell!

Made By

I. LEWIS CIGAR MFG. CO.

Largest Independent Cigar Factory in the World

NEWARK NEW JERSEY

2 for 25c

Escepcionales Size

Our Selections of the
1923 crop of

PORTO RICO TOBACCO

will sustain our reputation as to the unexcelled uniformity of our grades and the exceptionally fine quality of the tobacco.

STERN-MENDELSOHN CO.
INCORPORATED
165 Front Street
New York City

THE "EBULATOR SYSTEM" of AIR CONDITIONING

for the Tobacco Manufacturer

HAS NO EQUAL

Let Me Prove It.

Heat and Humidify your rooms with less coal and less power (than by any other system)

EVERY INSTALLATION GUARANTEED

None of My Machines Require Water Pressure

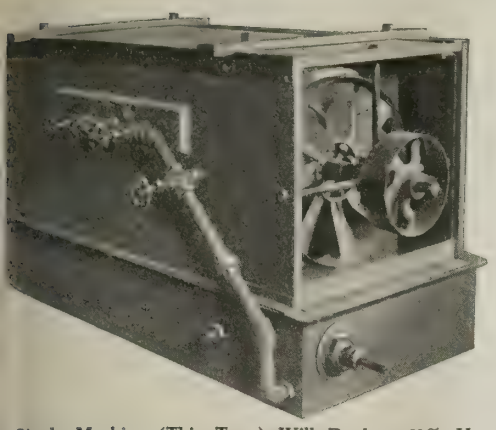
No Nozzles to Clog or Get Out of Order

Atomization and Saturation of the Air Accomplished by Methods That Never Fail.

ASK FOR LIST OF USERS

D. P. GOSLINE, MFR.

BOSTON (19), MASS.

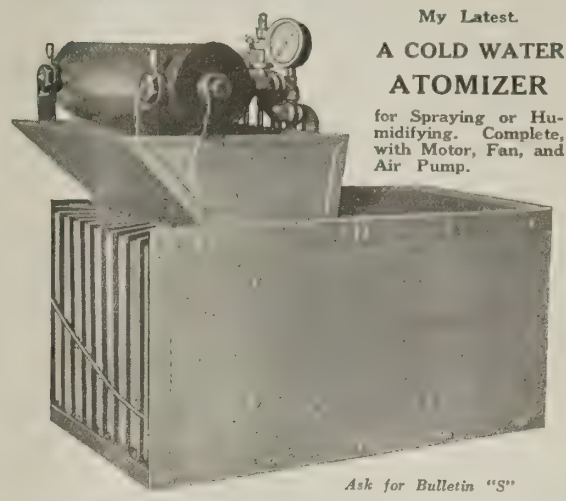


Single Machine (This Type) Will Produce 80% Humidity in a Room of 100,000 Cubic Feet. Perfect Diffusion Moisture Secured.

My Latest.

A COLD WATER ATOMIZER

for Spraying or Humidifying. Complete, with Motor, Fan, and Air Pump.

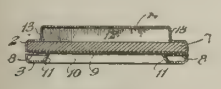


Ask for Bulletin "S"

rdly therefrom and opening into a t, a removable cap secured to said and adapted to overlie the pocket, e the passage extends downwardly communicates at its upper portion the pocket through the medium of away portion which is also covered ie cap, said passage from its down- course is again inclined upwardly greater distance than its first in- ion and communicates with the h piece through the medium of a id cutaway portion and is thence tly inclined toward the greater in- tion and downwardly directed a er distance than the first downward se and ending in a near horizontal se to the end of the mouth piece, a id cap being adapted to cover the mentioned cutaway portion.

* * *

. 1,459,785. MATCH BOX. THOMAS OVEGROVE, Philadelphia, Pa. Filed 21, 1920. Serial No. 432,232. 4 ns.

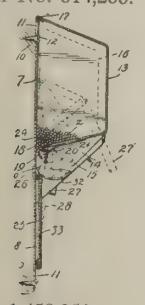


1,459,785.

match box consisting of a body and er therefor, said body being adapted ntain therein matches and a match- ing surface, said cover being hinged ne end to said body and having in near the other end thereof a ge which is adapted to form a nunication with and expose of said h-striking surface, the walls of said ge being continued inwardly toward striking surface.

* * *

. 1,459,850. MATCH BOX. LEWIS S. E, Minneapolis, Minn. Filed Nov. 921. Serial No. 514,233. 14 Claims.

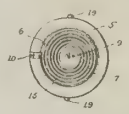


1,459,850.

e combination with a receptacle hav- match escape passageway, of a feed movable into and out of the re- cle through said passageway, and escapement normally closing said geway and arranged to be operated by the feed blade to open said passage- way.

* * *

No. 1,460,095. CIGAR LIGHTER. CHARLES H. CUNO, Meriden, Conn., assignor to The Cuno Engineering Corporation, Meriden, Conn., a Corporation of Connecticut. Filed Sept. 13, 1922. Serial No. 587,905. 14 Claims.

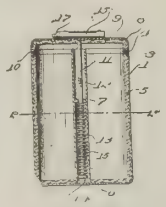


1,460,095.

In a cigar lighter, an insulating body member having a recessed front end and having a boss at the rear end, said body having a side groove therearound and having longitudinally-extending wire passages from the front to the rear end, a substantially flat coil of resistance wire positioned in the recess in the front end to form a heater coil, one end of said resistance wire passing to the rear of said body and being electrically connected to a terminal at the end of said boss, said resistance wire being also wound about said body and positioned in said side groove to form a resistance coil, and a metallic ferrule fixed on the side of said body, the other end of said resistance wire being electrically connected to said ferrule.

* * *

No. 1,460,296. WATERPROOF CIGARETTE CASE. JOHN G. WELSH, Youngstown, Ohio. Filed Oct. 17, 1921. Serial No. 508,103. 3 Claims.



1,460,296.

A waterproof cigarette case comprising a body open at one end, a removable cover, means for sealing the joint between the body and cover when the latter is in closed position, and yielding means within the body and connected with the cover for yieldingly holding the cover under pressure against the body.

* * *

No. 1,460,641. DETACHABLE CIGAR BAND. ERNEST L. BROOME, Tarrytown, N. Y. Filed May 25, 1922. Serial No. 563,639. 4 Claims.

(*Continued on page* 40)

Arthur Bornholdt & Co.

Importers of

SUMATRA

139 Front Street New York

Amsterdam

Frascati-Nes

Alfred W. Penner
Western Representative
Room 416, 186 North La Salle St.
CHICAGO . . . . ILL.

Meerschaum Coloring Clay Pipes

Our famous Cash Prize assortment made from the finest English coloring clay

12 different styles to suit every smoker

They come assorted per dozen.

We also make Common Clay Pipes, T. D.'s, etc., and highly finished Pipes with Hard Rubber and Celluloid Stems.

Ask for catalogue and price list.

American Clay Pipe Works, Inc.

239 4th Ave., New York

Factory, Brooklyn, N. Y.

HEYWOOD, STRASSER & VOIGT LITHO. CO.

Manufacturers of High Grade

CIGAR BOX LABELS, BANDS and TRIMMINGS

Selling Representatives

ADOLPH FRANKAU & CO., INC.
129 Fifth Avenue, New York

B. B. B. CO. (CANADA), LTD.
Montreal, Canada

Western Representatives

PAUL PIERSON
139 North Clark St., Chicago

ALBERT ABENHEIMER
Windsor Hotel, Denver, Colo.

LOUISIANA FARM BUREAU PERIQUE TOBACCO GROWERS' COOPERATIVE ASSOCIATION

SALES DEPARTMENT

600 Title Guarantee Building, New Orleans, La., U. S. A.

We handle only genuine celebrated St. James Parish Perique Tobacco. Quality guaranteed. Balance of stock 1922 crop now ready for shipment. Write to us for samples and quotations.

Minneapolis and St. Paul Doing a Good Business

Dealers Catering to More Tourists Than Ever Before at this Season of Year — Factories and Jobbers Selling in Good Volume — Placing Orders for Christmas Goods.

MINNEAPOLIS, Minn., July 6.—The summer trade has been very healthy this year and the St. Paul and Minneapolis dealers have waited on more tourists than ever before, at this season of the year. This is due to the fine country roads that cover the state, and with the hot spell, the stream of travelers has been very heavy. Dealers are buying from the jobbers and factories in good volume and already some early orders have been placed for Christmas packings. While it is a little early, the conditions of the Tampa factories must be considered by the merchant. At present the word that comes from Tampa is that many of the larger factories are today taking orders subject to six weeks' delay. As we get nearer the holiday season for buying, conditions will become worse, so now is the time, Mr. Dealer, to get busy and place your holiday orders.

Jonas Schuchat, representing E. Popper & Co., New York, was a recent visitor. Popper's Ace, a 10-cent cigar in cans, is, from reports that reach here, one of the big selling cigars in Chicago.

Made in Bond

When buying Tuval and Redencion cigars, from Marcelino Perez & Co., one must think of Mort Hammer, the clever chap who represents this bonded factory. Mort called here recently and while he sells fine cigars, he does not refer to his brands as "clear Havana" but says "Bonded." He has several fine accounts in the Twin Cities.

Three Favorites

Graham Davis comes here for the General Cigar Co., and it's a safe bet that Wm. Penn, White Owl and Robert Burns cigars are not overlooked by the local dealers.

E. S. Peters of the cigarette department of the Liggett & Myers Tobacco Co., spent several days here going over the local market.

E. P. Oakes of the Gato Cigar Co. is due for his annual summer visit. Cressida, Gato and Keywesters are sold in many of the local stores.

Independente, created by the Morgan Cigar Co., at Tampa, has a fine distribution. Havana filled and very mild, it has proven to be a quick and steady seller.

Much in Evidence

Blue Boar cigarettes continue to be featured on the tops of the showcases and The American Tobacco Co. is still handing out those crisp new one dollar bills.

In the Front Rank

Harvester cigars get a heavy call. Harry Lewis of The Harvester branch of The Consolidated Cigar Corp., surely hit this market right and Winston-Harper-Fisher Co., his distributors, have placed it right up in the front rank.

Growing in Popularity

Marie Antoinette cigars from E. Kleiner & Co., are coming to the front. Frank J. King Co., of St. Paul, distributes this cigar and it is placed in many cases in both St. Paul and Minneapolis.

A 10-cent size of Cinco cigars has been placed with the trade.

The Endicott Cigar Store, St. Paul, Thos. Short, manager, reports a very good sale on Virginia Lee mild Havanas, made in Tampa, Fla.



Old Favorite in New Packing

Edgeworth tobacco gets much publ and the dealers all push it for E O'Donnell, the Larus & Bro. Co. agent. Several new packings of this brated smoking mixture have been p here recently.

Cashing In

Sight Drafts, now at 5 cents, are ing many friends for E. B. Crabtre This brand, formerly sold at 2 fo cents, and is made by W. K. Gre Son.

Sales Increasing Weekly

Blackstones, from Waitt & Bond, now are on sale in a 5-cent size. W Collins was here after covering a section of the middle west. In Ch he finds Blackstones gaining in sales week.

A Popular Seller

The 10-cent tin of ten El Roi cigars has proven a steady seller the dealers. At $1 per box, many been purchased at week-ends and ers are all featuring this packing.

Featuring Websters

Webster cigars increase in sale the Louis Nathanson Co. is sendin more and more each day to custo A heavy advertising campaign is no and Websters are featured in many dow displays.

Work and Merit Win

A busy fellow and one who early and late, is George Buckin representing Philip Morris & Co. G is having a highly successful yea English Ovals and it only goes to that hard work always wins out.

Kan't Kick

Carl Thomas, who took over the len Cigar Co.'s stores on Seventh some weeks ago, can find no fault business. La Esperanza and H cigars are featured in this and his retail establishment.

Ever Increasing Demand

E. P. Stacy Co., who has so su fully placed the El Producto cig this market, finds the call getting and bigger. Assisted by the G. Cigar Co.'s advertising campaigns time to time, the firm has El Pr strongly entrenched here.

In the 2 for 15 cents field are Owl and Charles Denby, both of have a large sale. White Owl ads newspapers are shown often by the eral Cigar Co.

Makes Maiden Trip

W. W. Rossbro of the New Tampa Cigar Co. paid his first v the Twin Cities for his new conn "Doc" landed, but who is to get hi sonality and Jenny Lind brands s mains a secret, but "it will b shortly.

El Paxo, in 10 sizes, 10 cents a is shown in all the cases. H. S Co., Inc., of Quakerstown, Pa., ma tures this mild Havana.

Business Always Good

Thomas Sweeney of the Sweene Co., and Thomas Sweeney, Inc. stands in the Radisson and Dy Hotels, is away on his summer va Business is always good with hi Tuval, La Palina and Sanchez an always get the big display.

The Short Cut to Succes

Walter Short, Inc., with several features advertised brands strong ever, and in his cases one now fin the popular sellers. "Once upon Walter featured private labels, b he takes it the easy way, quick more of them, at quicker profits.

On the Way

Several factory men are looked day now. Herbert Mesick of Rey & Co., Jack Rosenberg of E Gonzalez & Co., Sig Mayer of F. Son & Co., Wm. Rosenfeld of S Rodriguez & Co., and Albert S of the San Telmo Cigar Co., are ported on the way.—H.

om Southern France

Tilford, head of the firm of Tilford, arrived in New York day on the Cunard liner *Maure-*Mr. Tilford has been recuperat-outhern France for the last three

om Southern Europe

Selgas, of Selgas & Co., arrived York last Monday from Spain, ana, and expects to make a pro-stay in Gotham.

udying Local Market

Jefferson, of the Jefferson Leaf Co., of Sparta, Wis., brother ley Jefferson, vice-president of lustrial Leaf Tobacco Co., has in New York and will study nditions.

In Motor City

Rothschild, of Cullman Bros., ng his Detroit clients this week.

Good Western Trip

y Sarluy, of Herzog & Sarluy, rned to New York after a very ul western trip.

Cigars of Today as Good as Ever

Editor, *The New York Herald:*

Where did Dr. W. H. Ballou get that stuff? Tobacco is a *weed*, but cigars continue to be made from only the tobacco weed, because no other has its requisite qualities.

Cigars are carefully assorted into varied shades of color of their wrappers and then packed into boxes, so that each box and each cigar in it has the shade desired by the smoker.

No Chemicals Used

But no chemicals are used to produce varied wrapper shades, nor are wrappers ironed after applying chemicals. There are no processes for producing dark colors, nor are vats used in preparing wrappers.

There is as much cleanliness, order and system seen in any well regulated cigar factory as in any other, but the factory is equipped solely for the work to be done in it, same as is the kitchen of the Ritz for preparation of meals served in dining rooms.

There may be restaurant kitchens so slovenly that one would not care to dine there, and there may be similar cigar factories, but one neither stops dining nor smoking because of it; one seeks and finds places to suit one's idea of what they ought to be.

There are as good and as many good cigars made now as before the war or at any other time, and there still are popular brands which formerly sold at 5 cents. But they cost more now because everything about the cigar, from the cigar box tack to the revenue stamp costs more.

Your contributor may not know, but since the war tobacco has practically doubled in cost; so have cigar boxes; labor receives better pay, and even the tax from a uniform $3 per thousand has been made a graded one, $4 to $15 per thousand, according to retail selling price of the cigar, the present average tax being $6.50 or thereabouts.

Your contributor may not know that within the last thirty years the paper cigarette has become the popular national smoke; that from an annual consumption then of less than a billion, we devour over fifty billions, over 100,000 *every minute of the day.*

Your contributor may not know that though taxed $3 per thousand, many leading brands of cigarettes are retailed at 13 cents per package of twenty, two packs for 25 cents, $6.25 per thousand; in other words, the mere average tax on cigars equals and exceeds the retail selling price of cigarettes.

Billions Smoked Yearly

Your contributor may not know that despite this wonderful cigarette competition, between 6,000,000,000 and 7,000,000,000 cigars are consumed annually.

The American consumer is no fool; he

(*Continued on page* 40)

UNITED STATES TOBACCO IMPORTS DURING APRIL

Figures compiled by the Department of Commerce. Values stated in dollars.

, AND COUNTRIES FROM WHICH IMPORTED.		UNIT OF QUANTITY.	APRIL—				TEN MONTHS ENDING APRIL—			
			1922		1923		1922		1923	
			Quantity.	*Value.*	*Quantity.*	*Value.*	*Quantity.*	*Value.*	*Quantity.*	*Value.*
(total)				4,234,420		6,992,300		49,855,602		67,191,791
nufactured—										
uct of the Philippine Islands	free	Pound	40,944	6,600	257,742	32,845	360,898	42,386	1,444,236	160,242
suitable for cigar wrappers	dut	do	150,303	305,660	1,036,998	2,612,250	3,626,340	7,328,689	6,837,812	14,522,749
ther	dut	do	5,344,107	3,389,011			48,364,255	37,443,470	[2] 10,129,471	[2] 8,192,729
leaf—										
stemmed	dut	do			1,124,979	869,217			[1] 8,805,165	[1] 6,892,899
mmed	dut	do			1,137,121	1,225,956			[1] 7,617,547	[1] 7,930,239
rette leaf	dut	do			2,888,439	1,437,319			[1] 31,349,850	[1] 21,320,220
p and other unmanufactured	dut	do			310,535	79,263			[1] 1,704,122	[1] 502,370
actures of tobacco—										
rs and cheroots	free	do	114,562	182,382	369,123	470,608	1,205,154	2,164,585	3,196,576	4,433,761
	dut	do	42,461	315,633	28,602	229,328	309,061	2,642,235	383,844	2,888,378
rettes and paper cigars	free	do			515	816	1,480	1,552	3,250	6,456
	dut	do	1,173	3,040	989	5,221	5,741	24,900	10,374	67,724
other	dut	do	27,404	32,094	27,308	29,477	227,126	207,785	244,539	274,024
neous vegetable products:										
	dut	do	1,200,656	56,141	1,576,045	46,993	6,945,656	308,957	4,737,502	317,636
able glue	dut	do							[1] 22,399	[1] 1,120
able ivory	free	do	3,012,711	71,740	3,855,386	116,529	24,612,605	650,795	28,496,213	767,661
seaweeds, etc., crude	free	do	552,538	32,754	718,507	27,325	7,271,962	412,499	10,810,737	479,975
free	free			28,492		300,615		[2] 80,860		1,260,966
	dut	Pound	53,471	23,885	82,532	13,796	699,059	292,122	1,196,938	240,287
her	dut			[2] 3,863		230,347		[2] 37,678		741,205

[1] Beginning Sept. 22.

[2] July 1 to Sept. 21

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

Mill-Factory and Main Office
NEW HAVEN, CONN.

-Salesrooms-

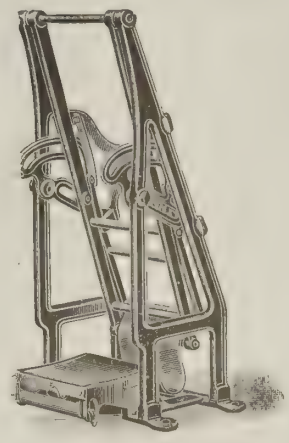
NEW YORK
25 W. 43rd St.

PHILADELPHIA
1215 Filbert St.

BOSTON
99 Chauncy St.

THE STANDARD BUNCH MACHINE

Will Cut Your Cost and Make Better Cigars



Patented

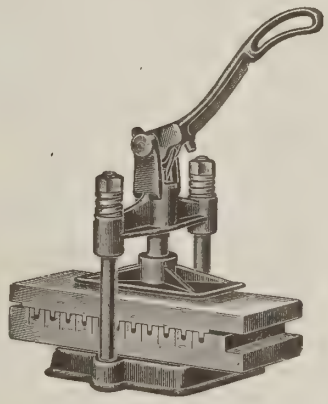
6,000,000 Cigars Daily

are made in the United States on the **Standard Bunch Machine.** Why not make yours on the machine that is used by the makers of the best and largest selling brands in the country. Put your cigars in the same class by using the **Standard Bunch Machine** which produces workmanship superior to hand work and makes a saving of 40% on Binders and 10% on Fillers.

Price $35.00 F. O. B. Detroit

Write us for particulars and free trial offer

THE
STANDARD SHORT MOLD LEVER PRESS



Patented

Features No Other Press Has

When pressure is released, the handle will remain up and can be operated with one hand. With our specially hardened springs, this Press will give all molds a positively uniform pressing, taking care of variations of thickness of the molds, and pressing the entire length of the mold, insuring an even pressure to all the bunches. Our Press weighs but fifteen pounds and occupies less space than any other press on the market.

One Mold Size, Price $5.00 each
Two Mold Size, Price $6.50 each
Net F. O. B. Detroit.

Worthy of its name—STANDARD. Almost indestructible. Different in construction. The most pressing power with the least effort. Adjustable in a few seconds.

STANDARD BUNCH MACHINE CO.

3960 Chene Street
Detroit, Mich.

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PUBLISHED EVERY THURSDAY
by the
Tobacco Trade Journal Company
10 East 39th Street, New York
Telephone, 2380, 2381, 2382 Vanderbilt

Geo. S. Macdonald, President — Nicholas Volk, Secretary
R. T. Tanner, Business Manager — C. L. Franklin, Editor

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, JULY 12, 1923

CRITICISING PRESENT-DAY CIGARS

"In the good old days prior to the world war, the lost, enchanted years when life was lived at its best in all human history, the five cent cigar was the standard, the unit of American smokers. It was a good smoke, a cigar that had the true odor of Virginal tobacco and the taste to the tongue that tobacco should have. Not for five times that amount can one today get a smoker that has either the odor or taste of Virginal tobacco.

"I remember what was known as the 'millionaire's five cent cigar' of from thirty or more years ago, down to 1914. It was manufactured by a concern then in existence, Straiton and Storm, and was called the Cameo. There was a friend then alive who headed a large corporation in Wall Street, who ordered from 5,000 to 20,000 of this brand periodically, according to season. Just before each Christmas he gave his largest order, to present each of his many wealthy friends a box of 100. He passed boxes out right and left to heads of branch offices all over the country, as well as remembering his chums at home. He always had a Cameo in his mouth. When you entered his office, he opened a drawer, offered the visitor a Perfecto, at the same time taking a fresh Cameo for himself. It was a bully good cigar, and it never varied the slightest in quality during all of the years of its existence. Another millionaire head of a great corporation also smoked the brand constantly, keeping his office and house stocked with them.

"During the war, the five cent cigar almost entirely disappeared. The brands in existence that had sold for five cents advanced a cent at a time until they reached a dime. One brand after another disappeared. Today, so far as I know, not one of the former brands of five cent smokers is in existence. Little attempt has been made since the war to restore the five cent smoker to its former supremacy. True, a hundred or more five cent brands are now on sale, but only a strong man can smoke one and live. For that matter, there is little difference in odor and taste between a modern five cent cigar and one costing 35 cents. A president of a great tobacco corporation said sarcastically recently that even in Havana it was possible to get a very good cigar for an American dollar, 'and,' he added, 'it is a possibility which is destined to continue for some time to come.' In other words, we must continue indefinitely, smoking the present wretched and almost abominable cigars, no matter what price is paid.

"A cigar today of whatever price looks very tempting in its box. So far as the eye can discern, the exact color and appearance is there. The exact shade wanted is easily secured. There's a reason. Tobacco leaf is put through chemicals which will produce every conceivable shade and appearance. Afterwards, the wrappers are ironed until perfectly smooth. Chemicals are used to make mild smokes for those that call for them. Strength is given for dark colors of maduros and Colorado maduros, or 'black' cigars, by other processes. A visit to the vats where the leaf for wrappers is in its original preparation would cause the oldest smoker to give up his life long habit. For that matter, by use of chemicals, the manufacturer need not use tobacco leaf at all, as he can produce the same appearances with the large leaves of ordinary weeds. For all we know, we are smoking just weed leaves."—Dr. W. H. Ballou, in *New York Herald*.

Although we strongly suspect that the balderdash quoted above was intended for the comic supplement of the Sunday edition of the *New York Herald*, the lingo really appeared in the magazine supplement and, therefore, has to be taken—like the good medico's pills—more or less seriously—that is, supposing him to be a medical doctor. Of course there are others.

Anyway, time has evidently wrought havoc with the Doctor's palate, and if he could only prescribe for himself the right kind of medicine, one that would restore a healthy taste, we feel assured that he would be able to extract full enjoyment out of many of our present-day high-grade brands of five cent cigars, while the "thirty-five" cent cigar—which he professes to scorn—would indeed taste like Nectar to the Gods.

The most extravagant part of the Doctor's jargon is the statement that, by the use of chemicals, the manufacturer need not use "virginal" tobacco at all, as he can produce the same appearances with the large leaves of ordinary weeds. This is "rich," and perhaps the Doctor will tell the world something more about this remarkable process. It requires much elucidation—and then some!

For the Doctor's information, we can assure him that the tobacco produced today is even better than it ever was before. Only the very best fertilizers are allowed to be used in its production. Government experts, scientists, and growers are working continuously to improve the quality of the leaf and they are making rapid progress towards perfection.

The Doctor evidently is unaware of the intense competition that has taken place this year in the world's leaf markets, for all kinds of tobacco, and the remarkable prices that have been paid by dealers and manufacturers for the best leaf—especially for light colored wrappers. But then, we must not take the Doctor too seriously.

However, if he is not a real jokesmith, Tobacco extends to him its deepest sympathy for his evident loss of the power to appreciate the flavor of the good cigars now on the market; and we sincerely trust that his sense of taste will speedily return to him, and that he may live long to enjoy many more five, ten and even "thirty-five cent" cigars.

CHECKS AT PAR—AN ULTIMATUM

When a New York manufacturer pays for raw material shipped to him from Pittsburgh, or Chicago, or St. Louis, he gives a check on a New York bank. Similarly when Oshkosh, Wis., or Atlanta, Ga., or New Orleans, La., firms pay the New Yorker for his finished product, each sends a check on his local bank. That all such checks, all checks, should be accepted at par for deposit everywhere, collection to be free, is the contention of the Federal Reserve Board. Some Georgia banks, which had been charging one-tenth of one per cent for collection, carried the issue to the Supreme Court of the United States and got a ruling that the Federal Reserve Board had no control over the practice of nonmember banks, though member banks might be regulated, says the *Brooklyn Eagle*. This was a technical victory for the Georgians, a technical defeat for the universal "checks-at-par" principle. Now the Federal Reserve Board, pursuing its purpose, has issued what is real ultimatum to nonmember institutions.

Henceforth the banks that keep up t charge for check collection will find chec on them barred from deposit in Reser banks, and member banks accepting su checks will be compelled to collect a retal tory charge of one-tenth of one per cent. T two rulings taken together cannot be m understood. The petty annoyance of m chants must cease. Recalcitrants in any s tion will be brought to terms very quickly

Our judgment is that the Federal Reser Board deserves the thanks of the whole m cantile community from Maine to Californ and from the Gulf to the Great Lakes. U der our present unified financial system the is no expense of check collection that justifi in any way the practice which has prevail in many rural sections in the past, and all t banks will find checks at par more profitat for them in the long run.

SEDATIVES AND STIMULANTS

A distinguished man in Salem (Mas who is a great scientist, celebrated his 85 birthday recently, and as he is still at work the same job he has had for 50 years, peo asked him how he kept his health and he t them. He summed up his story by a talk tobacco, as follows: "The use of sedativ and stimulants is merely natural to man. Africa, where one can find the finest spe mens of physical strength in the world, t bacco is used by both sexes in various forn almost from childhood. I do not wish be understood, however, as recommendi the use of tobacco by young people, but it as natural for a man to use tobacco as it for a cow to eat grass."—*Northampton (Mas Gazette.*

SIXTY BILLION CIGARETTES

In 1895 the nation produced 4,000,000,0 machine-made cigarettes. Last year the p duction exceeded 60,000,000,000, or appro mately 600 for every man, woman and ch within our borders. Fortunately, as so may think, a considerable proportion of th were exported chiefly to the Orient.

Today more than 450,000 farmers, in states, are growing tobacco on 2,000,0 acres, and more than 60,000 plants, empl ing 183,000 individuals are engaged in t manufacture. The leaf tobacco industry alo aggregates more than $500,000,000 a year a the nation's internal revenue from t source is in excess of $300,000,000 annual It is a lot of money.

You may abominate tobacco and all works, but you cannot blind yourself to part it plays in our national life. Ev though the defense which Matthew Arnold up for wine-drinking—"that it adds to pleasure of living"—may fail, it will lack for earnest advocates when its enem brings it to the bar of public opinion *Bangor (Maine) News.*

THE TOBACCO WAREHOUSE

The method and lesson of the drive for tobacco warehouse for Knoxville, which been closed with an over-subscription of $75,000 called for, can be conned and cop with advantage for the city in future ent prises of this character.

The committee of the Board of Comme promoting it set out to convince the mone and business people it selected as prospe of two things: that a tobacco warehouse Knoxville would be a good thing and pr able thing for the city and that it would a good and profitable investment for the dividuals who put their money into i *Knoxville (Tenn.) Sentinel.*

The Progress in Domestic and Foreign Cigarette Tobacco Culture

Quality of Cigarettes Depend Mainly on the Tobaccos—Other Materials Considered —American Products Play Important Parts in Popularizing World Consumption— Every Requirement Met—Prime Requisities in the Production of Cigarette Leaf.

By Dr. ARTHUR SELWYN BROWN

THE EXCELLENCE of a cigarette depends upon the tobacco it is made from, the paper it is rolled in and the way it is made. The most important factor is the tobacco. The reason that American cigarettes have played such an important role in the smoking world arises from the effective way in which they are prepared. Every requirement is met. The light yellow Virginia leaf is ideal for cigarettes, the best of cigarette papers are used and the cigarettes are perfectly made in the finest machinery and by the most effective methods known.

The prime requisites for every class of high-grade tobacco are suitable soil, temperature moisture and climatic conditions. Fortunately, these in certain of the Southern States are ideal for bright yellow tobacco and it can be grown in quantities to meet all market requirements.

The use of white burley tobacco in cigarette making began in 1864, when, the records show, 19,770,000 cigarettes were made in the United States chiefly from Bright Yellow and Burley leaves. Bright Yellow tobacco is the principal crop grown in the United States for cigarette-making purposes, and is largely exported to foreign countries for the manufacture of cigarettes, or for blending with foreign-grown leaf. It is the most famous cigarette tobacco grown in the United States and the one which has done more to make cigarettes popular the world over. About 240,000,000 pounds of yellow leaf, as compared with 220,000,000 pounds of Burley tobacco is grown annually in the United States. These types are also extensively grown for cigarette purposes in many foreign countries, but rarely does the quality of the foreign-grown leaf compare with the American grown.

Virginia, North Carolina, South Carolina and Georgia are the main producing areas of bright yellow crops.

First Production of Bright Yellow in Commercial Quality

The first bright yellow crops were raised in Caswell County, N. C., about 1852. Several crops were marketed in that year. Some lots brought such high prices, that in the following season yellow tobacco crops were grown in other parts of North Carolina and in Virginia. It soon became one of the favorite Southern crops. The Civil War prevented its expansion for a time. After the war, there was an extraordinary demand for this variety of leaf for plug fillers and wrappers. Soon afterwards flue-curing came into wide use in the South and this greatly improved the value of plug tobaccos made from the yellow leaf. The improvement in quality of the yellow plug tobaccos led to a world-wide demand for them. This was reflected in a greatly increased local demand with higher prices. Farmers in other states began to cultivate the crop and almost every year since the statistics have shown a greater acreage under yellow leaf.

Improvement Pays

The favorable response which followed the improvement in the strain of the plants of the yellow tobacco plant, and the improved and more intense culture, together with the improvement in manufacturing introduced with flue-curing, contributed to mark an epoch in the history of the American tobacco industry. The increased demand for the new leaf and the improvement made in the tobaccos showed in a remarkable manner that the public, and foreign buyers, quickly respond to improvements in manufactured tobaccos and that it pays to always keep on improving them.

There are important variations in the qualities of the yellow leaves grown in various parts of the Southern States. Each of the principal tobacco districts in the Carolinas, Virginia and Georgia produces a distinctive quality of leaf. The Durham district, for exemple, has long been celebrated for its plug wrappers. The western section of the Old Tobacco Belt, North Carolina, has a reputation for producing an unusually high proportion of leaves adapted for fillers in flat plug tobaccos. The soil around Winston-Salem, and Stokes County, N. C., and Henry County, Va., which are noted producers of good plug fillers, is more clayey than that in the districts producing the highest grades of cigarette tobacco. Fine cigarette grades appear to prefer a sandy soil, rich in vegetable mould which has been augmented by lime phosphates.

The soils in South Carolina are more sandy than those in the eastern portions of North Carolina and they produce leaves which are lighter, both in color and body than compared with tobacco grown in North Carolina.

There also appears to be a marked correspondence between all the good qualities of the leaf and the soil. It is found that yellow leaf tobacco grown in good sandy loams, with clayey subsoils, rich in humus and artificial phosphates, has good color, a good general appearance, comparatively low nicotine content, mild flavor, a marked aromatic fragrance and splendid keeping qualities. It is because of the fine qualities and mildness of the tobaccos made from the Virginian flue-cured leaf, and the adaptability of the leaf to such a variety of uses, including granulated and cut smoking tobacco, paper and all-tobacco cigarettes, plug fillers and wrappers and the regular forms of popular tobacco, that a practically universal demand for flue-cured leaf is created. Their colors run to mahogany and red.

Cigarette Mixtures

Cigarettes are made from the pure yellow leaf tobacco or from mixtures of this leaf with Turkish and other choice varieties or with perique.

"White Burley" is a fairly recent development of a "sport," or the result of accidental cross-fertilization, which attracted attention about 1867, when cigarettes were becoming more popular in America.

The success of the early white burley crops in Kentucky and Ohio led to experiments in adjacent states. Before its culture in Kentucky, growers in Ohio were familiar with this type through their crops of "Little Burley," from which "White Burley" appears to have sprung. They were the next to plant "White Burley" extensively. Growers in Indiana and West Virginia planted crops later.

The White Burley crop in Kentucky has given its name to the river counties where it was first raised and is now most extensively grown. The district north of Lincoln, Marion, Nelson and Carter counties is known as the "White Burley District." It includes the famous "Blue Grass" areas which have been referred to as containing the richest agricultural soils in the United States. These important factors, the peculiar qualities of "White Burley" leaf, the rich soil and the large crops grown annually have brought great wealth to the people of Kentucky. It is their finest "cash crop," and one of their greatest economic assets.

The soil best suited to "White Burley" crops in Kentucky is limestone debris from the Lower Silurian limestones of North Central Kentucky, and Southern Ohio.

The tobacco lands are in rolling areas with many depressions and valleys. The hills are from 300 to 400 feet high and extend back from the Ohio River.

The tobacco lands on the Ohio side of the river, where the best crops are grown, are on both sides of hills which are well drained and have a similar soil to the Kentucky tobacco farms. The valley land in Ohio, not being well drained, produces an inferior crop to the hill land, unless the farms are artifically drained.

Heavy clay soils of a deep red color produce the best crops. Virgin soils were mostly favored in the early days, but now growers apply scientific methods of farming and get equally good results from crops on soils, which have been extensively worked. Burley is much used for blending various popular brands of cigarettes.

Tobacco land is plowed, harrowed and rolled with the necessary quantities of fertilizers. Ammonium sulphide, potash, and similar fertilizers are suited to the limestone soils. Phosphate of lime gives good results where the soil has smaller lime contents.

The Culture and Uses of Perique Tobacco

Perique is a peculiar American product. It is a tobacco which has been cured in a special manner so as to give it extraordinary properties. Perique is principally used in small quantities for mixing with other cigarette and smoking tobaccos with the object of giving them, or developing in them, special flavors and aromas.

Perique tobacco has been made in America since the time of the first European settlements. It was made in South and Central America in the time of the Spanish Conquistadores. The French settlers in Louisiana, known as the Arcadian colonists, grew Perique extensively in the bottom lands in St. James and Assumption parishes, in Louisiana.

The annual production of Perique tobacco in the United States in 1897 amounted to 50,000 pounds. The present production exceeds 250,000 pounds annually.

The principal Perique-growing district today is a small area in St. James Parish, Louisiana, on the eastern bank of the Mississippi River.

The farms are small and have between 9 and 15 acres of dark tobacco varieties under cultivation in addition to some sugar cane. The land is usually the higher and drier portions of the alluvial farms. It is generally heavily bedded and set with about 2,500 plants per acre. The plant rows are between 5 and 6 feet apart. Annual crops are raised, but, after harvesting the tobacco in June, crops of cowpeas are raised in order to prepare the land for the following year's planting of tobacco. The usual advantages of crop rotation are thus obtained on account of the exceptionally rich character of the alluvial soil. About 200 pounds of cottonseed meal, or the equivalent in other fertilizer is plowed into the land before the tobacco is planted out. The plants are topped and suckered in the usual way.

When the tobacco is harvested and dried, by hanging on wires stretched across a barn, it is twisted into ropes, then cut into lengths, weighing about a pound, and packed in strong boxes 11 inches square and 16 inches in height, to undergo the sweating process. Up to this time, the leaves resemble the leaves harvested in the

dark tobacco districts of Tennessee and Kentucky. Lever presses are utilized to compress the twists until the tobacco juices ooze out of the leaves in a black and sticky mass. The juice is allowed to remain outside the tobacco until fermentation is completed. It is then permitted to be re-absorbed. In order to promote re-absorption, the boxes are opened every few days and the twists are "worked" by being loosened so that the air, with its moisture, can reach the tobacco. Once or twice during the process, the twists are opened out completely so that any dry leaves from which no juices have been expressed, may be discovered and put on the outside of the twists. These are dampened by blowing a water spray upon them before they are returned to the boxes and pressed.

When the fermentation is finished and the bulk of the tobacco has shrunk to one-half the original size, the pressure on the leaves is renewed. The tobacco is then allowed to rest for several months in order to mellow. During this period it acquires its strong aromatic odor and its peculiar characteristics. It strengthens the flavor of cigarette blends and improves the appearance of some mixtures.

Turkish Tobacco Long Famous Among Cigarette Smokers

In the early years of the 19th century, when cigarette smoking was beginning to become fashionable in Europe, the cigarettes were chiefly made out of Turkish tobacco, and mainly from the variety known as Latakia. The Russian, and other Slavic peoples, were largely dependent upon this tobacco, and an early authority on Egypt tells us: "The tobacco smoked by persons of the higher orders, and some others, in Egypt, is of a very mild and delicious flavor. It comes mostly from the neighborhood of El-La'-dickee-'yeh, Syria. The best is the mountain grown type known as *geb-elee*. A stronger kind is grown near Soor and is known as Sooree. People of the middle class smoke a mixture of gebelee and sooree. Some Egyptians smoke a Persian tobacco called *toombak*. It is a mild tobacco having a very agreeable flavor."

In an American trade report on tobacco, written in Constantinople in 1875, we find the following interesting statements: "Turkish tobacco is light yellow. It is used for cutting and cigarettes. Present prices three pence to three and four shillings per pound. Tobacco is largely cultivated throughout the whole of the Empire. The present crop is estimated at 43,000,000 pounds. The best is produced in Macedonia and Syria. Goat manure is much used on this crop. The exports to the United States are insignificant, but they are considerable to France, England, Anstria, Germany, Italy and Russia. Russia takes nearly as much as all the rest together. The home consumption is enormous. The bulk of the product of the Levant goes to Egypt. Of this tobacco, that of Tyre and Sidon is inferior; that of Mt. Lebanon, which is chiefly consumed locally, and Latakia are very superior. Latakia is black in color, owing to its fumigation in the smoke of the tree called Elezzer which imparts to it an aromatic flavor. The fumigation lasts ten months. The average crop is about 784,000 pounds and production is diminishing."

The Turkish cigarette smokers consider the leaf grown in the Vardar River Valley makes the best cigarette tobacco. Few European or American smokers distinguish the Turkish types. To them Turkish and Egyptian cigarettes appear alike. Some, however, discriminate and hence we have T. B. Aldrich's fine poem to the Latakia type which runs as follows:

Latakia

When all the panes are hung with frost
Wild wizard-work of silver lace,
I draw my sofa on the rug,
Before the ancient chimney place.

Upon the painted tiles as mosques
And minarets, and here and there
A blind muezzin lifts his hands,
And calls the faithful unto prayer.

Folded in idle, twilight dreams,
I hear the hemlock chirp and sing,
As if within its ruddy cove
Is held this happy heart of Spring.

Ferdousi never sang like that,
Nor Saadi grave, nor Hafiz gay
I lounge, and blow white rings of smoke,
And watch them rise and float away.

The curling wreaths like turbans seem
Of silent slaves that come and go,—
Or Viziers, packed with craft and crime,
Whom I behead from time to time,
By knocking with a single blow.

And now and then a lingering cloud
Takes gracious form at my desire,
And at my side, my lady stands,
Unwinds her veil with snowy hands--
A shadowy shape, a breath of fire!

O Love! if you were only here
Beside me in this mellow light,
Though all the bitter winds should blow,
And all the ways be choked with snow,
'Twould be a real Arabian night!"

All who have visited the Near East will recognize that the poet in the foregoing verses has truly caught, and reflected, the charms exercised by smoking Turkish cigarettes. They are universally smoked by men, women and children in the Orient and serve to soften their hearts and free their spirits in gaiety and song.

Greater Attention to Cigarette Tobacco

The recent wars have resulted in territorial and industrial changes in the Near East in the past few years which have left their impresses on the tobacco trade. Cigarette tobacco constitutes the chief cash item in the exports from Bulgaria. More attention is being given in Bulgaria and Greece to the cultivation of cigarette tobaccos then ever before. The Maritza Valley tobacco is the leading grade now exported. The Stanimaka and Xanthe districts are celebrated for the fine, aromatic tobaccos they produce. Xanthe is now a part of Greece. The present production of tobacco in Bulgaria averages about 45,000,000 pounds per annum. The Stanimaka leaf is chiefly exported to Hungary, Poland, Germany and Holland for mixing with local tobaccos for use in cigarettes. Leaf of similar grade grown in Greece, Asia Minor and the Black Sea littoral also goes to those markets for similar purposes.

The peoples of India and the Far East have been cigarette smokers from the remotest times. They prefer indigenous types of tobacco and roll their cigarettes in palm leaves instead of paper. U. S. Consul Struder, of Singapore, reporting on tobacco culture in the Straits Settlements March 20, 1889, said: "The tobacco consumed by the native residents is grown by Malays and Chinamen near their own houses, in small patches or small fields. This tobacco, the growers don't cure; they don't know how, and there is no one to show them how. The leaf, after maturity, is cut and hung up to dry in their open attap houses. When they want to cut tobacco for use, and they cut it very fine, they hang the dried leaves out over night to get the dew and thereafter just enough morning sun to a little more than half dry them. They then roll them up and cut them; women, as a rule, doing this work. As quickly as cut, while still moist, they pack it tightly in a pot or tin and in this condition it is marketed for use by both sexes, with or without the addition of Sirih leaf, betelnut and slacked coral lime. They call their cigarettes socco. These are wrapped in thin palm leaves in lieu of paper. I cannot say that the socco ever found favor with white people, as a rule, because the palm leaf destroys the aroma of the tobacco; and the latter, not having been cured, is strong, sharp, penetrating. The smoke is unpleasant to the olfactories of one used to good, fragrant tobacco. The Chinese use a fine cut dark brick-red colored tobacco."

Blue Tobacco Cigarettes

Blue tobacco is grown in Reunion for cigarette making. The plant is hardy and produces strong leaves of a rich, dark-bluish green color. The tobacco is not cured or fermented by the planters, but, immediately after drying, it is made into bundles or "carottes," as they are called, and stored away for about two years to age and mature. The cigarettes made from this tobacco are coarse and have a strong flavor. It is largely in demand locally and is exported to Africa and France.

Cyprus tobacco is largely smoked in that island. It is raised from Samsoun, Trebizond, Kavalla and Hassan Keff seedings. Cigarettes manufactured by the Cyprus Tobacco Association from the local leaf have recently won the high regards of cigarette smokers. Since the war the cigarettes manufactured in Cyprus have been greatly improved in quality. Today they are not inferior to the best made in Constantinople, Athens or Cairo. It is a tobacco that is limited in quantity and will not become available to foreign smokers.

Non-Smoker Seduced by Subtle Influences to Smoke

Persian tobacco has a fine reputation in the Orient. A recent visitor to Persia says: "The superb tobacco grown in this country, whose agreeable qualities are in part due to the quantity of nicotine it contains, in part to the manner in which it is prepared, entices all to smoke. Though a non-smoker, while in Persia, I never failed to succumb to the subtle influence of the weed, especially when drawn through a Shiraz Tumbaker, or water pipe, a few perfumed inhalations of which are sufficient to fill the remotest cells of the brain with an Olympian contentment."

The chief districts raising the Persian leaf are Shiraz, Kashan, Tabbas, Isfahau, Kum, Nichavend, Veramin, Semnan and Sharud.

A similar tobacco is grown in Kurdistan, near Urumiah and on the Caspian littoral. These tobaccos are used, like Turkish, for cigarettes in Bagdad, Beirut, Arabia, India, Afghanistan and Central Asia. They are ranked among the choicest of cigarette types.

Everyone Rolls His Own

Shiraz, the city of the poets, is a leading shipping center for the choicest grades of Persian tobacco. It is a delightful city, greatly beloved by travellers. Everyone smokes cigarettes there and no one takes life too seriously. The charming tobacco smoked appears to extend its charms to the smokers, as it evidently did to the poet Hafiz.

In Curzon's work on Persia may be found a description of his visit to the poet's tomb. He said: "Nearer the city, and on the outskirts of its northern suburbs, the tomb of Hafiz stands in a cemetery crowded with Moslem graves. The enclosure is known as the Hafizeh, and consists of an upper and lower part, the graveyard and the garden, separated by a summer-house. The cemetery is of comparatively modern growth; for ancient authors describe the poet's tomb as surrounded by trees, the last survivor of which, a cypress, which was said to have been planted by Hafiz himself, was cut down in 1814 A. D. A copy of the poet's works, once chained to the tomb, was carried away by Ashraf the Afghan. Nadir Shah, visiting Shiraz and being well entertained and presented with and encouraging talesman of the Mullahs, or priests, embellished and repaired the poet's tomb. The present marbles are of Yezd yellow, and have two odes from the poet's works beautifully chiseled in relief on them. The center panel has a verse that may be freely translated as follows:

"Tell the glad tidings abroad, that my soul may arise in communion,

] with celestial wings, rise from the snares of the world.
lidst thou but call me to come and wait as a slave on thy bidding,
'et should I rise in esteem over the lords of the world.
ard, may the cloud of Thy mercy descend in raindrops upon me,
ow ere my body arise, scattered as dust on the wind.
t on my grave, ye friends, with tobacco and mirth of minstrel,
o shall I arise dancing, smoking and aglow with desire.
ough I be old, one night with friend and wine and cigarettes
en refreshed in the morn shall I sing again.
nage of deeds that are lovely, on high shine forth, that as
afiz from his grave arises, he may soar above life and the world."

The Home of Pomp and Pleasure

The convivial Hafiz, like Firdusi, Sadi, and e other poets, were fond of Shiraz, where they ten smoked the famous local tobacco both in garettes and through the water-pipe, or Hub-e-bubble. In those old days, the famous city as an active center, and as Southey said:

Then pomp and pleasure dwell within her walls,
he merchants of the East and of the West,
[et in her arched bazaars.
ll day the active poor
howered a cool comfort o'er her thronging streets.
abor was busy at the looms,
hrough all her open gates
ong troops of laden camels lined the roads."

Nature has been very bountiful to the people f Shiraz. With roses, an abundance of cool ountain water, the richest grapes, and finest bacco, in a salubrious climate. Can we wonder at Shiraz has produced such exquisite literare as well as cigarettes and cigarette tobacco?

Land under tobacco crops in British India mounts to over 1,500,000 acres. Madras, urma, Bombay, the United Provinces and the unjab are important tobacco-growing districts. Many varieties of leaf are grown including Virinia, burley and many local types.

The Indians, like all Oriental peoples, smoke bacco in all ways. The waterpipe is popular. t is called a "hookah." Native tobacco is work-d into a paste with oils and several aromatic gredients for smoking in the hookah, in a anner similar to the preparation in China for e Chinese waterpipe.

Indian Cigarettes

Cigarettes are made from local tobacco. In Mysore and Madras, a fine, light tobacco is rown for the local cigarette factories. Indian bbaccos are cured in a peculiar way and have nattractive flavors to European tastes, although the natives prefer them to imported tobaccos. The practice of soaking the freshly cut af tobacco in oils and careless curing destroy e flavor and aroma of the tobacco. The limate and soil in many districts in India are ighly favorable for tobacco growing and manfacturing. When the native taste is raised and here is developed a larger market for high rade tobaccos, India may compete with the orld in the manufacture of cigarettes. Today, wing to lack of care in growing the tobacco nd poor curing, Europeans in India are comelled to smoke imported cigarettes. About wo-thirds of the imported tobaccos and tobacco roducts come from Great Britain. American af is used for blending purposes in the local igarette factories.

Tobacco Cultivation in India

The Director of Agriculture ot Hyderabad, Deccan, in reporting on the outlook for tobacco ultivation in India, recently wrote:

"India is situated more favorably then the European states where foreign varieties of tobacco have been acclimatized. The climate in Europe is such as not to allow of the full attainment of the original aroma; but Cuban seed has been successfully grown in Austria with a remarkably good aroma and the tobacco retains its original qualities if manuring and curing are properly attended to. There is no reason why foreign seed should not be grown successfully in this vast India of ours, and the plants should easily be acclimatized. The present stock is chiefly of foreign origin and as peanuts and other crops become, in course of time acclimatized, we ought soon to have an excellent tobacco on foreign markets and India should be the chief tobacco supplier to the rest of the world."

Cigarette Smoking Japan and China

The Japanese are cigarette smokers, like the Chinese. They smoke a cheap type of cigarette made from Chinese tobacco mixed with American or other foreign leaf. There are numerous Japanese cigarette factories in Japan, Korea, China and other parts of the Orient devoted to the manufacture of cheap grades of cigarettes for the natives. Europeans smoke British, Egyptian, Australian and American manufactured cigarettes.

China is a tobacco-growing country. From time immemorial the Chinese have been inveterate smokers of locally grown tobacco. That tobacco is known as the black and brown types or Kau Hung and Tiao Si Hung. The black tobacco is chiefly raised near Changchow, while the great center for the brown tobacco is Yung Ting. Amoy and Swatow are important manufacturing centers for local tobaccos.

Oriental Cigarette Paper

The tobacco is prepared for cigarette making in the following unusual manner. The tobacco leaves are gathered about May. When stripped the leaves are dipped, or painted, with a mixture of peanut oil and water. They are then pressed, cut and dried in shallow pans. Cigarette paper manufactured in Amoy and other Chinese cities is sold at the rate of 120 pieces for an American cent. A slightly better grade of Japanese paper sells at rate of 200 sheets for four American cents.

Most of the Chinese roll their own cigarettes; but attempts have been made to manufacture cigarettes in imitation of the Manila cigarettes which attract the attention and fancy of Chinese visiting the Philippines. Several Chinese and Japanese companies are manufacturing cigarettes in China and the American Tobacco Co. makes cigarettes there from American tobacco for the better class trade. The greatest demand is for a cheap cigarette selling at the rate of 10 cigarettes for 2 cents U. S. Currency. Such cigarettes are made from Chinese tobaccos flavored with American and other high-class cigarette tobaccos. Chinese tobaccos are exported to Japan, Korea and other Oriental markets.

Production in the Union of South Africa

Tobacco is grown in each province of the Union and in both Southern and Northern Rhodesia. The chief producing area on the Transvaal are Magaliesberg, Potschfstroom and Piet Relief districts. The Magaliesberg tobacco affords mild smokes and varies in color from a deep cherry to a dark brown. It is heavy in body and has small nicotine contents. The manufactured product burns very freely, has a mild, sweet flavor and a pungent aroma. The cigarettes made from this leaf burn well and have a decidedly different flavor to those made in America from Virginia leaf.

The Piet Relief-grown tobaccos have a better body, more elasticity and a stronger flavor than most Transvaal tobaccos. It is used for pipe and roll tobacco, for snuff and, mixed with other leaves, for cigarettes.

Virginia types of tobacco are grown in the Oudsthoorn and Kat River districts of the Cape. The leaf is of good size, heavy in texture and burns fairly well. It has to be blended with lighter types for cigarette purposes.

The Cape and Transvaal tobaccos are generally air cured while the Rhodesian is always flue cured. Virginian tobacco grown in Rhodesia is small, light in color, with good body and low nicotine content. It has a mild flavor, good aroma and keeps well. Cigarettes made from it compare favorably with the best American cigarettes.

The Turkish tobacco grown in Rhodesia and elsewhere in South Africa has good texture, body, burning qualities and color. Its flavor and aroma, however, are not equal to the best grown in Turkey. Cigarettes made from it lack the full flavor found in Levant cigarettes. They afford most pleasing smokes because they are very light and can be consumed in great quantities without causing any inconvenience to the smoker. It is a fine blending tobacco to use with other African types.

The Australians are great cigarette smokers, Sportsmen to a man, they live out of doors in a superb climate and reap much pleasure from smoking. Tobacco of every type grows to perfection all over Australia and the South Sea Islands. Present production amounts to about 2,000,000 pounds annually as compared with 11,000,000 pounds imported, chiefly from America. Cigarette production exceeds 2,000,000,000 per annum. Foreign cigarettes imported amount to under 200,000 pounds per annum. Great Britain and Egypt are the chief countries manufacturing cigarettes for the Australian markets.

Cigarette Production in Australia

There are numerous cigarette manufacturing concerns throughout Australasia, the most important being British Australasian Tobacco Co., which is allied to the American Tobacco Co. This company consumes about 2,000,000 pounds of Australian grown leaf in its factories. According to the sworn statements of the managers before a recent commission on tariff rates, the whole of the company's leaf requirements would be purchased in Australia provided the tobacco were cured properly. The growers state that the reason they do not cure properly is because skilled labor is not available and the market is not large enough to warrant them in insuring the curing of the best grades of tobacco.

When the population of Australasia increases, the great Southern Commonwealth will not only produce all its own tobacco but will assume a position as one of the leading supply centers for the world. The country is exceptionally well suited for tobacco and other semi-tropical crops.

New Zealand is also a most promising prospective tobacco producing country for the finer types of leaf. The tobacco at present grown in limited quantities is of excellent quality when properly cured. The New Zealanders, like the Australians, are great cigarette smokers.

The consumption of cigarettes is about a million pounds per annum. The imports are chiefly from Australia, Great Britain and Egypt. Imported American leaf is used in the local factories. New Zealand, like Australasia, is an exporting center for the South Sea Islands which afford good markets for cigarettes.

Russia has always been a great cigarette smoking nation. Large quantities of tobacco are annually raised there for cigarette manufacturing. This is the basis of its tobacco industries. The local leaf is blended with Persian, Turkish, American and other choice types. Cigarette consumption in Russia amounts to about 40,000,000,000 cigarettes per annum.

It is generally recognized that the correct choice of cigarette tobacco is the most important factor in promoting the consumption of cigarettes throughout the world.

The leading tobacco experts are continually experimenting in order to make further improvements in tobacco, used in the manufacture of cigarettes.



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Cleveland Cigar Business Was Fair During June

Month Was Marked by Alternating Good and Bad "Spells" Dull Days Did Not Discourage Dealers—Sales, Deliveries and Collections All Came Out Reasonably Well.

CLEVELAND, Ohio, July 7.—Another month has gone its way in the annals of the Fifth City cigar, cigarette, and tobacco trade. The month of June showed the trade a fair month, one in which alternate spells of good and bad business prevailed. For a time it looked like this was going to be the best month ever as far as sales volume was concerned. Then we hit a period where things didn't go so very well. Dealers did not get discouraged, but kept plugging and working and sure enough the worm turned and business actually took a decided and sudden change for the better. On the average June was a fair month with sales, deliveries, and collections all coming through in fair shape. The average dealer showed a fair amount on the profit side of his ledger for the month but nothing so great as to mark the month's business as one long to be remembered. Deliveries were decidedly good in comparison with prior months and dealers could now expect and actually receive shipments in a reasonable time at least. Collections were another item to be checked off the worrying list of local dealers for most of them found that their accounts paid in period usually set for that purpose.

"Fred" Oakes Drops In

F. P. Oakes, long with the Gate Cigar Co., dropped in on us the other day. He was just as lively and as full of pep as ever before. Every store that does any kind of business at all through this way carries a full line of Gates, Keywesters, and Cressidas. "Fred" never finds it hard work to smile, but then perhaps one can blame it on the fact that one always smiles when business is good and "Fred" always gets away with a husky lot of orders for the Gate brands.

Van Gets Older

Many cigar men of this neighborhood attended a little celebration in honor of the birthday of Van B. Winters, popular La Palina man. Van is almost similar to wine in that he seems to improve with age and do more things for his brands now than ever before.

Going Great

One can note very many and very fine window displays about town featuring Popper's Ace cigar. The William Kirtz Co., local distributors are putting lots of time and effort on this brand with th result that it is going over in very fai shape all through this territory.

Mort Hammer a Visitor

We were very pleased to note thi week among the visitors to town ou old friend Mort Hammer. Mort, wh sells the well known Tuval and Reder cion brands for Marceline Perez & Co is always glad to make a stopover in th Fifth City. Here he is assured of som of the biggest and best orders anywhe through his territory.

A Change

S. Newman has accepted a positio with the P. G. Vincent Co., and wi henceforth see to the best interests Girards, Henry the Fourths, Optimo Charles Denbys, La Fendrich and Ros O-Cuba, a formidable array of fast sel ing brands. Newman was formerly wi the Amster Co. of this city's jobbin firms.

A Manilla Caller

Louis Laks, president of the La Cigar Co., of New York,, was a call on the Fifth City trade this week. Th concern carries a very choice lot of M nilla cigars which are proving good be through this way.

For Pipes

During the boom occasioned by N tional Pipe Week many pipes were so Amongst the most popular of these w the G. B. D. brand which is shown every store in the city. H. S. Leder who looks after things for this pi through this way was in town last we and managed to take back with h many orders for pipes for stocks sac depleted by the rush occasioned by N tional Pipe Week.

Still Selling Smoothly

Bumped into Tom McDonald the oth day. "Red" never gets tired telling abo Detroit Hand Mades and one can hard blame him. This fine two for fifte cent seller out of the Mazer factory, like Tom in that it never gets tired a is always shooting ahead, increasing friends and accounts every day. T Baer-Wolf Co., has all it can possi do and then a little besides in trying fill the orders for this brand.

A Caller

José M. Pendas called on the trade t

EMANELO

Highest Grade

Conn. Shade Wrapped
Havana Filled
Cigars



Backed By Thirty Years' Honest Cigar Making



LAWRENCE
BARRETT

Wrapped With Finest
Quality Sumatra
Havana Filled

D. EMIL KLEIN CO., Inc.
438-440 E. 91st STREET, NEW YORK

RED EDGE WOVEN
STANDARD WOVEN
CABLE CORD VULCANIZED

CIGARETTE BELTS

Manufactured by
SOUTHERN ENDLESS BELT CO.
PETERSBURG, VA.



The 'Latest Smoker's Novelty

Novelty Smoker's Outfits

Serviceable and Artistic

The Monkey's tail clips the end of your cigar.

A Lamppost holds the match box.

Two additional ash trays on the large tray.

Entire outfit made of solid spun brass, nickel plated or polished. Highest grade workmanship thruout. Also the same in mounted tray stands.

G. M. FIEDLER MFG. COMPANY

12 EAST 47th STREET NEW YORK CITY

A Man's Smoke

Patterson's



10c

At all good dealers

Q for Queed Quality Quantity

the interests of the already popu- gulas cigar. Though this brand en on the market but a compari- short time it has already reached newhat dizzy heights of popularity coming along fast on an avalanche at orders.

Into Larger Quarters

A. D. Goodman Co., is already preparations to move their enor- stock and fixtures into new and quarters on West 3rd street and ir avenue. The new quarters will fitting background for the thor- oing Goodman organization.—

Dealers Face Heavy Penalties

MBUS, Ohio, July 7.—Hundreds of us dealers in tobacco face penal- $200 each as the result of their to comply with the provisions of ate cigarette tax, according to Auditor A. J. Thatcher, who, y morning, addressed a letter to f Police French requesting him to n the rounding up of these delin-

cigarette tax law provides that who distributes cigarette papers, r free or otherwise, must pay the te tax and it is here that most in tobacco will be caught, as many d that as long as they do not deal y to smoke cigarettes they are not or the tobacco.

ity Auditor Thatcher already has veral dealers before him who have mplied with the law and has an- d his intention of insisting upon yment of the penalty by all who comply with the provisions of the

oing a Box Business

MBUS, Ohio, July 7.—An entirely ethod of cigar and cigarette mer- ing has been put into effect by ar Cigar Stores Co., 288 North treet. It has met with a generous e.

company, headed by Edward Mer- cepts orders from tobacco users and regular delivery of the favorite r cigarette, in boxes or cartons, to me, office or place designated by ividual placing the order. A sav- er the common practice of pur- over the counter is also promised Star company.

scheme is, in effect, a charge ac- merchandising plan. It is the adaptation of the merchandising ideas of the large retail stores—credit and delivery is provided to the person who merits such service.

St. Louis News Notes

Business Improves Despite Hot Weather

ST. LOUIS, Mo., July 7.—The weather here has been extremely hot, but business continues to improve. The heat does not seem to interfere with the demand for smokes.

The will of the late Jacob Lampert, the millionaire cigar manufacturer who died February 10, 1921, leaving an estate valued at about a million dollars, the bulk of which was left to his sister, Mrs. Graff, and which has been contested by several nieces and nephews, after going from one court to another, finally landed in the Missouri Supreme Court, where the will was sustained. It is said that no further action will be taken and the bequest will stand as originally written.

The International Convention of the Rotary Clubs, which was held here recently, was a harvest for the downtown cigar dealers. They sold lots of cigars and the smokes they disposed of were not cheap ones by any means, for the visiting Rotarians wanted the very best brands which they got and paid for. One of the entertainment committee was W. F. Beideman, secretary of the F. R. Rice Mercantile Cigar Co.

D. H. Dickery has been succeeded by W. J. Schlappner, as division manager of the American Tobacco Co. here.

Recent visitors here have been Harry Mitchell, Belinda Cigar Co.; W. W. Nay, broker; J. M. Landfield, representing Joseph Berran & Co.

The Ozarks continue to be the alleged Mecca for cigar representatives, who go on their vacations. The latest who says he is going there is Emmet Murnahan, of the Charles P. Stanley Cigar Co.

Notable Window Displays

Window displays have been the Flor de Melba, by Stickney-Hoelscher Cigar Co.; Garcia & Vega, by Dengler & Hatz; Henry the Fourth, by the Grand Leader; La Tessina by Scruggs, Vandervoort & Barney; Charles the Great by Charles P. Stanley Cigar Co.; Emanelo, by Moss & Lowenhaupt, and Cuesta-Rey by the William A. Stickney Cigar Co.

R. B. Sheldon, vice president and sec-

(*Continued on page* 40)



MARIE ANTOINETTE

A Specialty in Mild Havana Cigars

27 sizes—MADE IN—27 sizes

"Bought When Quality is Sought"

Descriptive Booklet and Samples Sent Upon Application

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HARDEE TOBACCO COMPANY

Growers and Packers

FLORIDA SHADE TOBACCO

MADISON, FLA.



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A. E. FRALEIGH TOBACCO CO.

GROWERS—PACKERS—DEALERS

Florida Shade Grown Tobacco

MADISON, FLORIDA

JOSEPH HOLZMAN

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JEFFERSON LEAF TOBACCO Co
SPARTA, WIS.
Packers of
WISCONSIN TOBACCOS

Industrial Leaf Tobacco Co.
INCORPORATED
Cigar Leaf Tobaccos
151 WATER STREET, NEW YORK

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Packers of
PORTO RICAN TOBAC

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Amer. Machine & Foundry
Amer. Tob. Div. Scrip
Geo. W. Helme
MacAndrews & Forbes
Mengel Company
Porto Rican Am. Tob.
R. J. Reynolds "A"
Schulte Retail Stores
United Cigar Stores
U. S. Tobacco
Universal Leaf Tob.
J. S. Young

We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

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Specialists in Tobacco Stocks
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THE TOBACCO LEAF PUB. CO., 140 Front St., New York

The Connecticut Valley Tobacco Ass'n, Inc

JOSEPH W. ALSOP, *Pres.*
FRED B. GRIFFIN, *Gen'l. Mgr.*

Headquarters:
225 State Street
Hartford, Conn.

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.....	75	80
American Cigar Co. Pfd....	82	86
American Mach. & Fdy.....	140	..
Bayuk Bros. Com.....	50	55
Bayuk Bros. 2nd Pfd.....	111	116
Bayuk Bros. 1st Pfd. (wi)..	95	100
British-Amer. Tob. Co.....	21	23
Eisenlohr & Bros., Com....	65	70
Eisenlohr & Bros. Pfd.....	96	99
Geo. W. Helme Com., new..	48	53
Geo. W. Helme Pfd.....	110	114
Hav. Tobacco Com.....	..	½
Hav. Tobacco Pfd.....	..	1½
Imperial Tobacco Co.....	15	17
International Cigar Mach...	55	60
J. S. Young Com.....	100	108
J. S. Young Pfd.....	100	108
Johnson Foil	80	100
MacAndrews & Forbes Com.	120	125
MacAndrews & Forbes Pfd.	96	100
Mengel Co. Com.....	28	32
Metropolitan Tobacco	70	95
Patterson Bros.	12	18
Philip Morris	11	12
Porto Rican A. T. Co.....	70	78
Porto Rican A. T. Script..	70	90
R. J. Reynolds "A".....	117	..
Schulte Retail Stores.....	96	99
Schulte Retail Stores Pfd..	113	120
Tobacco Prod. Export.....	2¾	3½
United Cigar Stores	175	210
Universal Leaf Com.....	99	103
Universal Leaf Pfd.....	92	96
United Profit-Sharing	5	5½
U. S. Tobacco Com.....	45	48
U. S. Tobacco Pfd.....	105	108

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	129	131
American Snuff Pfd.....	90	97
American Sumatra	18	19¼
American Sumatra Pfd.....	32	49
American Tobacco	142½	143
American Tobacco "B".....	141	142
American Tobacco Pfd.....	102	102¼
Consolidated Cigar	21	22
Consolidated Cigar Pfd....	67	70
General Cigar	81	83
General Cigar Deb. Pfd....	103¼	107
General Cigar Pfd.....	106	108¼
Liggett & Myers	193	200
Liggett & Myers "B".....	192	196
Liggett & Myers Pfd.....	112	114
Lorillard, P.	153	154
Lorillard, P., Pfd.....109		113
Tobacco Products	48⅜	48⅝
Tobacco Products Pfd.....	108	109½
Tobacco Products "A".....	78	79
United Cigar Pfd.....	104	114
United Retail Stores.....	72½	73¼

Lorillard's Dividend Record

P. Lorillard Co. common, at recent low of 148½, off 30 points from its high for the year, yields more than 8 per cent on the $12 dividend basis. The company has unbroken record for dividend payments, regardless of business conditions, since its incorporation on the dissolution of the old American Tobacco Co. in November, 1911. With a surplus equivalent to $48 a share, December 31, last, and the dividend earned with margin of 66⅔ per cent to spare, the present $12 dividend rate appears firmly established.

P. Lorillard Co. has more than trebled its profits and loss surplus and almost doubled its net working capital since 1915. Net working capital as of December 31, last, was $44,716,636; 1921, $43,028,965; 1920, $37,364,343; 1919, $30,396,642 Working capital is more than twice bonds outstanding. Deducting $20,615,600 of bonds there remains a balance of $24,-101,036, equivalent to more than $200 a share on the $11,300,000 preferred.

For year ended December 31, last, company showed net, after taxes, of $8,133,-000, which, after charges and preferred dividend, was equivalent to $20.11 a share on the 303,051 common shares, compared with $7,616,000, or $18.15 a share on the common in 1921. After payment of common dividends there remained $2,079,000 to be carried to surplus.—*Wall Street Journal.*

American Can Co. Dividend

A quarterly dividend of one and one-quarter per cent has been declared on the Common Stock of the American Can Co., payable August 15, 1923, to stockholders of record at the close of business July 31, 1923. Transfer books will remain open.

General Cigar Co. Dividend

A quarterly dividend of $1.50 per share has been declared by the General Cigar Co. on its common stock, payable on August 1, to stockholders of record on July 23, at 3 P. M.

Capital Increase

BOISE, Idaho, July 2.—An amendment to the articles of incorporation of the C. Z. Seelig Co., of Wallace, Idaho, has been filed in the office of the Secretary of State, increasing the capital stock of the company from $30,000 to $50,000. The company does a wholesale and re bacco and confectionery business.

Foreign Exchange Ra

In the subjoined table the quotat sterling represents dollars and d of a dollar; all others represent ce decimals of a cent. Quotations p by the decimal mark indicate measured in fractions of a cent.

Parity of exchange is given as r by the United States Mint, ex countries with a silver standard, parity fluctuates with the price of

Closing Rates Tuesday

STERLING—Par $4.86⅝ per soverei
Demand... 4.57⅞ Cables....
FRANCE—Par 19.3 cents per franc
Demand... 5.89 Cables....
ITALY—Par 19.3 cents per lira.
Demand... 4.28½ Cables....
BELGIUM—Par 19.3 cents per frar
Demand... 4.90½ Cables....
GERMANY—Par 23.8 cents per ma
Demand....0003⅞ Cables....
AUSTRIA—Par 20.3 cents per cro
Demand....0014¼ Cables....
DENMARK—Par 26.8 cents per kr
Demand...17.32 Cables...
GREECE—Par 19.3 cents per drach
Demand... 3.25 Cables....
HOLLAND—Par 40.2 cents per flor
Demand...39.04 Cables...
NORWAY—Par 26.8 cents per kro
Demand...16.17 Cables...
SPAIN—Par 19.3 cents per peseta
Demand...14.50 Cables...
SWEDEN—Par 26.8 cents per kro
Demand...26.39 Cables...
SWITZERLAND—Par 19.3 cents per
Demand...17.28 Cables...
CHINA—Cents per silver dollar fo
kong; per tael for Shangl
Peking.
Hongkong—
Demand...52.37 Cables...
Peking—
Demand...73.875
Shanghai—
Demand...70.75 Cables...
PHILIPPINE ISLANDS—Manila:
cents per silver peso.
Demand...49.25 Cables...
JAPAN—Par 49.8 cents per yen.
Demand...48.63 Cables...
ARGENTINA—Par 42.44 cents per
tine paper dollar.
Demand...34.35 Cables...
BRAZIL—Par 32.45 cents per pa
reis.
Demand...10.40 Cables...

Cigarette Paper "EL PINO

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We Specialize in Cedar Linings for Cigar Cans
THE CEDAR PRODUCTS COMPA
Philip L. Hans & Son Proprietors
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Telephone 0543 Astoria

Tobacco Products in Stronger Position

By CARLTON A. SHIVELY

In *New York Evening Post*

hese rather uncertain times in- doubtless will bear in mind the nt record made by the leading to- ompanies during the depression of Now, when opinions are divided he course of business during the months those companies which eathered storms in good fashion more attention. The assumption they will repeat past perform-

ely because of the increased pop- of the cigarette (for which the at least partly responsible and to women are contributing) the to- usiness has grown enormously the past few years. At the same he character of the business is g. Time was when cigars, chew- d smoking tobacco made up by greater volume of sales. These of tobacco are now losing their acy and the cigarette is not only ig them in popular favor but is a trail of its own into new terri- In this connection it is pertinent e companies which deal almost in cigars, chewing and smoking s have not as a class fared nearly as the large cigarette producers.

suming More Importance

ig the tobacco companies the an Tobacco Co. and its former es—Lorillard, Reynolds, and Lig- Myers—still occupy the strongest s. A comparative newcomer in l, the Tobacco Products Corpora- however, beginning to challenge adership. Enthusiasts for this y go so far as to predict that s eventually will be the premier manufacturer and distributor in ntry. They base their statements opes, perhaps—on control by To- Products of important retailing —namely, the United Cigar which afford an unbroken chain the company's factories and the consumer.

co Products was incorporated in in 1912. For the first five years merely a holding company, hav- en over a number of concerns turing cigarettes, smoking tobac- little cigars. But since 1917 it rated both as a manufacturer and or, as well as a holder of stocks r companies. The dozen or so ries of the company manufacture xteen popular brands of cigar- well as smoking and chewing and cigars. The company is also gent in this country for a famous f cigarette papers.

garettes Principal Output

. number of years Products has the entire capital stock of the ino, Surbrug, Nestor Glanclis, , Khedivial and Prudential To- ompanies. In addition it owns interest in Stephano Brothers, Morris & Co., Tobacco Products Association, and the American Trade Corporation. These com- are mainly cigarette manufac- More re-additions to the com- oldings include the entire stock and property of the Falk Tobacco Co., a manufacturer of smoking and chewing tobacco and cigarettes; Harris & Co., whose output is smoking and plug tobacco, and Bagley & Co., whose principal product is smoking tobacco. The latter company was acquired in February of this year and, it is understood, without any new financing. It is an old concern which has made good profits in the past.

But the most important of the company's acquisitions was its interest in United Retail Stores. This company is in process of dissolution, and as the principal stockholder Products will be the chief beneficiary. Products holdings of Retail stock are estimated at 87 per cent. Retail Stores own substantial interests in United Cigar Stores, United Retail Stores Candy Stores, Montgomery Ward & Co., and other companies. Although Retail's equity in its various holdings is considerable, dividends have come chiefly from cigar stores. The candy stores are doing much better now, however, and present earnings of Montgomery Ward and future prospects are good. This company suffered severely from depression, but a resolute readjustment and a new and efficient management have brought about a remarkable change in its fortunes. Nevertheless, dividends on the common are not an immediate probability.

Value of Cigar Stores

But regardless of what Products eventually may derive from these holdings, it has a trump card in Cigar Stores, not only because of its share in the profits of that company but because also of the retailing advantages which it gets.

Cigar Stores has been a good earner and its stock is on an 8 per cent. basis. Products owns a large majority of the stock of Cigar Stores. Last year profits were somewhat over $4,000,000, equivalent to 12.30 per cent. on the $32,865,348 of outstanding common stock. Like Tobacco Products itself, Cigar Stores values its good will highly. This item is carried on the balance sheet at $21,000,000. To a business of this kind, however, good will is worth much. Moreover, lease-hold interests are carried at only $5,000,000, and doubtless they are worth much more. Cigar Stores holds long-term leases on extremely valuable locations in important cities all over the country.

During the early years of its corporate existence earnings of Tobacco Products were not especially good. While it earned by a wide margin and paid regular dividends on its 7 per cent. preferred stock, it was never able to show much on its 160,000 shares of common stock until it began to feel the stimulus of war orders. As is well known, the tobacco companies were hard pressed to fill war needs. By 1917 Products's net income had passed the $2,000,000 per annum mark. Dividends at the rate of 6 per cent, were inaugurated on the common stock. This rate was maintained until reclassification of the stock last year, although both in 1919 and 1920 3 per cent. was paid in

(*Continued on page 40*)



In Perfect Condition

BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.

MADE BY
RACINE PAPER GOODS CO., Racine, Wis.

For Gentlemen of Good Taste
SAN FELICE
2 for 15c

Two Good CIGARS
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10c — 2 for 25c — 15c
The Deisel-Wemmer Co., Mfrs. :: :: *Lima, O.*

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PERFECT CIGAR GUM (Powder)
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—is a high mark and you never will get it out of your tobacco crop—curing it the old way. The old brick furnace just simply won't do it, it makes no difference how hard you try.



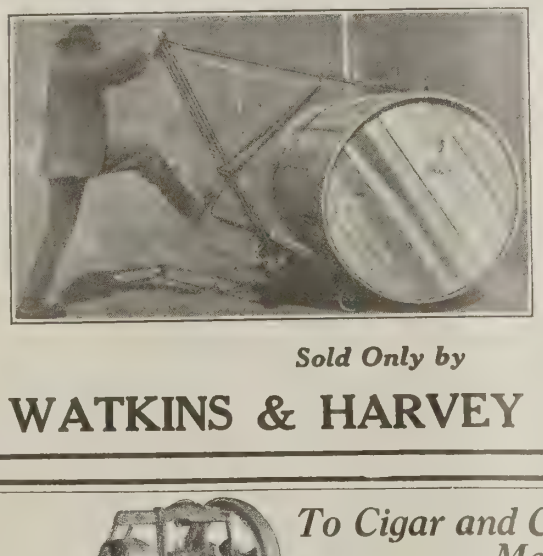
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Floors

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The only

SCRAP CUTTER

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WHAT IT DOES

Cuts damp tobacco. Cuts 2500-3500 lbs. per day. Cuts uniform. Is adjustable to different sizes. Consumes little space and power.

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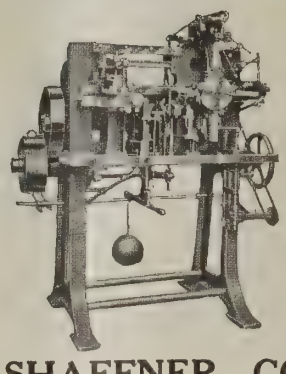
Does not choke up.
Does not tear or drag the leaf.
Does not make over 1-10% dust.

Made in two sizes.

Himoff Tobacco Machine Co.
13th Street
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CIGARETTE CUP MACHINE

USED BY ALL THE LARGE CIGARETTE FACTORIES



PLAIN CUPS

CUPS WITH PASTEBOARD BOTTOMS FOR SNUFF, &

BRIGGS-SHAFFNER COMPANY

Founders and Machinists *Machine Work of All Kin*

WINSTON-SALEM, N. C.

Write for Prices

Up-State Cities Empty But Resort Trade G

Mountains and Lakes Chock-a-Block With Travel—Sara Prepares for Races—Pat Back, Full o' Pep—Hoot, I White Owls!—How Many Counties in New York S Anyway?—Silent Salesmen Speak for Eddie!—Why Cigars Served With Coffee!

New York State
Capitol District
Another Half-Holiday, 1923.

"Gosh, Sam, but these here resorts are doin' a smashin' business!" greeted Jim Stubb, just in from a travelogue through the mountain and lake country for the wholesale and retail house o' Stubb & Ash, Inc., cigarists to the Up-State folk. "Never saw so many automobiles in all my life, Sam! Roads just full of 'em! And everyone beatin' it for some $9-a-day hotel, league o' donations plan!"

"Sure, people all should have piles a-money—but how is collections?" demanded Sam Ash, going over the cash book a fourth time to locate another twelve-cent error. "Get anney kale, or just promises, as usual?"

"Well, you could hardly expect a big week of collections now," reasoned Jim Stubb, chucking his twin grips, sample and social, alongside the Hot Chair Club. "Give 'em a chance to sell some cigars! They ain't got even quite so much jack yet as Tom Gibbons squeezed out o' Shelby!"

Watch for Opening Dates!

"Which wasn't nothin', y'unnerstan'," reflected Sam Ash, finding the twelve cents charged off on the expense account to a lost pack o' Camels. "But these two new stores o' the United and Schulte in Albany should pick up some lint pritty soon."

"Oh, you mean those new downtown locations?" Jim Stubb supplemented, as he found a suitable seat with the Committee on Half-Holidays. "Yes, they have no bananas perhaps, but they both have excellent shots on Pearl street, Sam."

"Uh-huh, an' I hear it the should open their North Pear Steuben streets store this month n put in Sam Ash, proceeding to t the day's cash with the usual "While Schulte is figgerin' on havi South Pearl and Division streets open in August, anneyhow."

Back They Come, On the J

"By that time we'll have Sa covered three feet deep with Fatir Chesterfield advertising," offere Doyle, Chief-Chester o' the Lig Myers Tobacco Company's cigare van in the Capitol District. "A boys are now on the job, back fro July vacations.

"So we're starting out immedia cover the earth with poster and even as Sherwin-Williams claims of our recent products from the art department is now in the win the Maiden Lane store o' the Bruc donald Company. It is a compos play o' Fatimas, Chesterfields and monts, worked up in orange an very effectively."

Where Are Them White Ov

"Yep, fine window, Pat," O. K.-e Wessells, walking in on the Cor of Art with his General Cigar Co merchandise shy of White Owls. we don't need any displays. Couldn't possibly permit any de make one!

"I'll tell you why," added Pau worried whisper, "We can't g goods. No sir, the demand rig in the city of Albany is now so mous that I'm out of White Owls of almost every week. So are my

Glass Cigar Box Cover

Highest Quality - - Lowest Pric

Our Style D Suits the Purpose

100 ..... 15 cents e
250 ..... 14 " "
500 or more ..... 12 " "

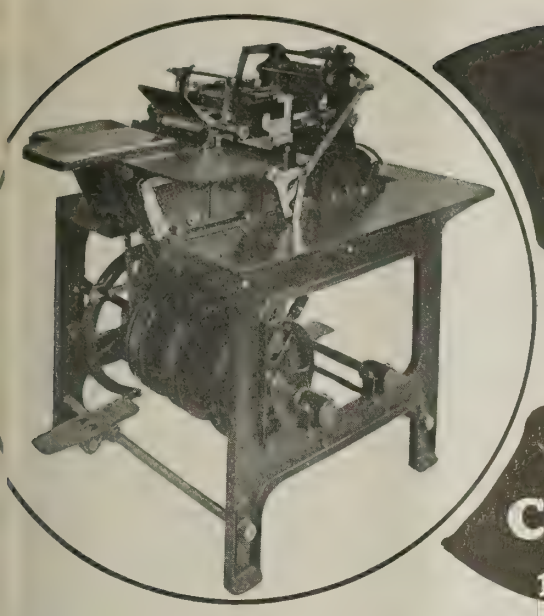
Includes Printing on Glass or Metal.

Choice of Five Colors. **Send for Samp**

GEBHARD MFG. CO.

Manufacturers

9-11 E. FAIRMOUNT AVENUE NEWARK, N.



AUTOMATIC LONG FILLER
BUNCH MACHINE

Two inexperienced girls can soon learn to operate this machine. One feeds the filler, the other the binders and the machine does the rest.

Gives you uniform work with unskilled labor.
Greater production and attractive savings in cost.
Easily adjusted to make light or full bunches.
Substantial construction gives long life.
Easy and inexpensive to operate.

Catalogue and any particulars upon request.

COLWELL CIGAR MACHINE CO.
INCORPORATED
131 WASHINGTON ST. PROVIDENCE, R.I.

GREATER PRODUCTION AT LESS COST

'd they write, phone, and yell for 'em, : what can I do?"

dd Seven More Counties—Seven!

'Give 'em Totems," proposed Earl odrich, showing the Hot Chair Club t a few tricks from his Dearstyne thers Tobacco Company portfolio. nd we've now just secured seven more nties on the Waitt & Bond line. 'These are all Hudson River territory. ded to what we already had in the ntry roundabout, we now distribute ckstone, Totem and Endicott cigars practically all this end of New York te. Some business!"

Life Size—and Full o' Life!

'Like Eddie Quebec's," compared Jim bb, unlimbering a fly-swatter and a tch for present quick action. "Some siness and some distribution Eddie has w with his San Felice and El Verse nds. All due to quick work of his vertising assistants.

'Ask J. W. Stevens, the State street ler, about this! For, when Mr. evens went into his store, the other y, after an absence to his other home Bronxville, he bumped into a party nding right by the telephone.

"'Beg pardon,' requested Mr. Stevens, pping back, 'My fault, I assure you!' d he turned about to see who he had mped into. Yep, it was one of Eddie ebec's life-sized El Verse salesmen, nding there on the floor with a box Verse cigars extended from his hand —*cardboard!*"

Why?—And Why Not?

'Yeh, an' we should need it some more e-sized salesmen, also-as-well," sighed m Ash, locking his cash book and gers in the safe for the day, and put- g the cash in his pocket. "Sure, we t it confectionery silent-salesmen. But y shouldn't a see-gar store also have soap and shavin' brushes, tooth brushes, so on besides them there razor des?

"'An', at the same time, unnerstan' me, a drug store should sell it coffee an' , why shouldn't a see-gar store? Men buy 'em! Men use 'em! Also all them other profit-producers which these here druggists has taught the gang to ask for in a soda store!"—*The Smoker.*

"Rolled His Own" On the Job

A Chattanooga bank was having some repair work done on its building, and had occasion to have a few bricks laid. The contractor was overjoyed to find an available mason, with his usual two helpers. The cashier of the bank watched the mason's methods carefully and reports: "He laid three bricks, stopped, took out a bit of tobacco from his pocket, and 'rolled his own,' smoked, then a few more bricks, then smoked again. He laid exactly 62 bricks. Labor cost was $17. The contractor told us we were lucky. We are thinking of having a tablet put on those 62. They represent a liberal education for all."—*Wall Street Journal.*

Wanted Cigarette First

HALIFAX, N. S., July 2.—After being adrift without food or water in an open dory for six days and nights, rowing and sailing about 180 miles, John Olive, a Portuguese, of the Gloucester fishing vessel *Edith C. Rose,* was picked up off Tor Bay by the coastal steamship *Chedabucto.* His home is in Gloucester. When rescued Olive was almost exhausted. The first thing he asked for was a cigarette.

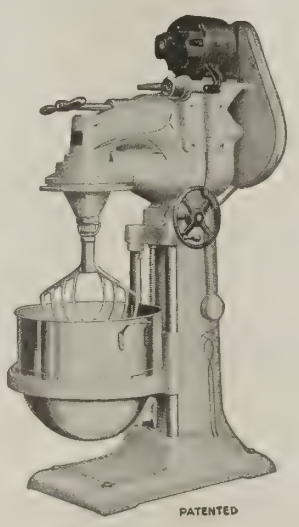
Returns from Holland

E. H. Smith, of Hinsdale, Smith & Co., has returned from Amsterdam, where he had been attending the inscriptions. Following a visit to his New York office, he proceeded to his home in Springfield, Mass. While in Holland Mr. Smith secured more than 1,000 bales of Sumatra wrappers for his clients.

Porto Rican Official Here

Galo Rivera, manager for Durlach Bros., at Cayey, Porto Rico, has arrived in New York from Porto Rico and plans to stay here for a few weeks.

For Mixing "Gum Trag"
A
Read 3-Speed Mixer
SHOULD ALWAYS BE USED



Read 3-Speed Mixer

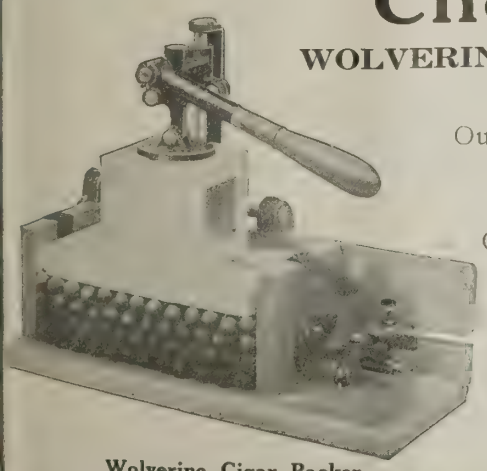
REMOVES ALL LUMPS
SAVES TIME, LABOR
AND MATERIAL

Used by many leading cigar manufacturers in the country among whom are Otto Eisenlohr & Bro. various plants.

Write for further data.

READ MACHINERY CO.
YORK, PA.

Chosen for their Merits
WOLVERINE CIGAR MACHINES have been selected by successful cigar manufacturers for obvious reasons


Wolverine Cigar Packer

Our Bunch Breakers Save Binders.
They increase production. They occupy little space.
They are well liked by operators.

Our Cigar Packers insure uniform packages.
They won't crack wrappers.
They are quicker and easier to operate.

INVESTIGATE! We Ship On Trial.

PULTE KORRECK MACHINE CO.
Grand Rapids, Mich.


Wolverine Bunch Breaker

Imported Cigars

Partagas
Castaneda
H. Upmann-
Romeo y Julieta
Ramon Allones
Hoyo de Monterrey
Rey del Mundo
Por Larranaga
Belinda
Punch
Eden

From the
INDEPENDENT MANUFACTURERS of Cuba

Best Values ~ Best Profits
Fresh shipments arriving weekly
Latest price list on request

Grosvenor Nicholas and Company
60 Broad St.
New York

HAVANA CIGARS

The Leader in All the World's Markets

ROMEO y JULIETA

U. S. REPRESENTATIVE
WM. T. TAYLOR, 50 E. 42nd St.

ROBERT E. LANE
Representing CIFUENTES, PEGO & CO., of Havana, Cuba
"PARTAGAS"
107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

HOYO de MONTERREY
The Aristocrat of
Imported Cigars
VALERIANO GUTIERREZ, *Representative*
351 West 121st Street New York

Joseph F. Cullman, Jr., President Milton Samuels, Joseph Mendelsohn, Vice-Pres.
Chas. W. Duignan, Treas. Harry S. Rothschild, Sec'y
STERN-MENDELSOHN CO., Inc.
HAVANA & PORTO RICO TOBACCO
165 Front Street, New York
PACKING HOUSES: HAVANA, CUBA; CATANO, PORTO RICO

ERNEST ELLINGER & CO.
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

Telephone M. 2368. Manuel Fernandez Grau.
Cable "Fegrau." Antonio R. Fernandez Grau.
FERNANDEZ GRAU Y HERMANO
Leaf Tobacco Dealers
Monte 116, Havana, Cuba
Large Stripping Plant, 199 Manrique St. Telephone M. 7643. General Offices, 199 Manrique St.

Cable Toranoco
TORAÑO & CO.
HAVANA LEAF TOBACCO PACKERS AND DEALERS
SPECIALISTS IN PARTIDO
Cable: Toranoco 53 Estrella Street Habana

IT PAYS TO HAVE UP-TO-DATE INFORMATION. READ TOBACCO

Chicago's Wholesale Trade Showed Gain in June

Retail Business Displays Healthy Tone — Cooler Weather Helps to Improve Sales — City and Hotel Crowded with Tourists — Trade News, Notes and Incidents.

CHICAGO, July 7.—Wholesale trade in the Chicago district made further gains in June than in previous months of the year. Retail business has had a more healthy tone this week, due to the cooler weather. Chicago is full of tourists and the hotels are packed, which makes the Loop business much heavier.

Hi Marks of Henry Marks & Bro., well known San Francisco cigarists, passed through our city recently.

C. A. Brown is the district manager here for Norris, Inc., candy makers of Atlanta. Chicago headquarters are at 589 E. Illinois street.

In Public Favor

Cuesta-Rey, bonded cigars, are sold by the best of dealers here and at the present time they are displayed in many windows. Herb Mesick, of Cuesta, Rey & Co., has a strong following locally and the dealers all give him a good show.

New Corina signs are seen on the bill-boards and Jose Escalante & Co., of Tampa, are selling more Corina cigars here, every day.

Pleased with Business

Max Kaplan, in the Medinah Building, says business is good. Max features such brands as Cuesta-Rey, Pancho Arango, Lozano and Pan Aran. This is one of the best office building stands in the Loop.

In the Vanguard

Ricoro, of the new Vintage, shows a lot of speed for the United Stores which are at present pushing this brand ahead of all others. Ricoro is sold only where you see the United sign.

Emanelo On Display

The new Schermerhorn store at Dearborn and Monroe sts. shows a full window display of Emanelo cigars made by D. Emil Klein Company of New York.

"King of Cigars"

The United Stores are giving up much window space to the Murias clear Havana cigars. A clever center sign shows a man wearing a crown and smoking one of the Murias, "King of Cigars."

Notable Increase in Business

The Miles Cigar Co., 28 East Monroe st., note a big increase in business over the same period for last year. Their box trade is forging ahead rapidly and they feature 22 sizes of Pancho-Arango made in bond cigars as their leader. Other brands that sell well with them are Du Belle from the Wm. J. Seidenberg Corp., Charles The Great, Francisco G. Bances and Cressida.

Represents a Good Seller

The new El Verso cigar signs are winning new friends for Walter Fleckels and Deisel-Wemmer Co. They are shown in the windows by many dealers here, all of whom report a large increase in the sale of this brand. Is Walter happy? Well, I guess yes!

Booked Many Big Orders

John H. Collins, who represents W. H. Kildow of Tiffin, and C. A. Kildow of Bethesda, O., came in from an eastern tour. Saw John Henry showing Fred L. Wells, where he booked orders for 580,000 cigars in 21 days. John's leaders are Garcia smokers and Tiffins, both 5-cent cigars that have a large sale in the middle west.

Takes Over Jobbing Business

Thomas Slader, 5034 So. Halsted st., has taken over the jobbing business of W. A. Kennedy & Sons, Inc., 1822 East 63rd st. Ed. Kennedy has become cigar manager for Thomas Slader.

Condax Full Size

The Condax Straw Tip packing of 10 cigarettes for 25 cents are now out in the new single row boxes and will hereafter be known as Condax Full Size. The price remains the same.

Churchill's 336 Michigan ave., north, use in their "Vacation Tobacco Needs" newspaper ads., "Dunhill pipes, Hudson

AIXALA & CO.
Packers and Dealers of Havana Tobacco
ALSO PORTO RICAN TOBACCO
New York Office M. A. André 169 Front St.
Havana Office Corrales 6, 8 and 10

HINSDALE SMITH & CO.
Established 1840
Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane SPRINGFIELD, MASS. New York
Cable Address "Nargil" Telephone 901 John

Webster Cigars

STANDARD FOR OVER FIFTY YEARS

SIZES 2 FOR 25c TO 25c STRAIGHT

rare bit of nature's greatest effort, producing a fine, mild, aromatic ir. Manufactured and aged by the most scientific methods. Not a ret blend, but a combination of the highest priced tobaccos that the fin- plantations grow.

Webster Cigar Co.

45 GRANDY AVENUE DETROIT, MICH.

accos, Churchill Downs Cigars rettes."

gets a good display in the Chi- spapers and the United Stores steadily increasing demand for o Rico made cigar. Ricoro In-) for 20 cents, are a big seller United.

In Good Places

Ettes, 10 for 50 cents, Cuban for 35 cents and Porto Rico 10 for 30 cents, made by the ckage Corp., of New York, are layed on the counters of Fred Central Cigar Stores, Albert E. P. Oakes, La Salle Hotel, ar Co., L. and I. Rubovits, S. tein Co., and dozens of other ilers.

Always On the Job

llman, sales manager de Luxe San Telmo Cigar Co., of De- here for the opening of Haw- Al never misses a race meet ce to sell Robert Bacon, Joan and Saturday Evening Post e big trio made by the San tory.

Harbich is doing well as a entative of the San Alto Cigar

Grant of the Wm. J. Seiden- o. made a trip to La Salle a and opened several new ac- Pancho-Arango, clear Havana, nia Lee, mild Havana, cigars. or is a good seller here, and the nearby cities all report lemand for this cigar.

Veidling, the Cleveland repre- f the Wm. J. Seidenberg Corp., tor to the firm's Chicago head- Frank has Pancho-Arango, Frats and Club Special aced in over 600 Cleveland le was greatly pleased with o our Windy City.

is shown in some fine window n the South Side.

ger continues to make classy r the Harmon Cigar Co. This large handler of the brands he Eduardo Gonzalez Co., of

cigarettes, "full of Turkish sold here by the better dealers. popular with the high class d the price ranges from $1.50 ne box of 50.

ess Better Than in 1922

Vreeland, of Benson & Hedges, came in to his Chicago headquarters after covering his eastern territory. Harvey reports his 1923 business as being far ahead of 1922. All the dealers here carry a full line of B. & H.'s tobaccos and cigarettes.

Thomas Harbich is still Al Spellman's chief aide. He recently cleaned up Oklahoma with the San Telmo Cigar Mfg. Co.'s brands.

The Wm. J. Seidenberg Corp. will shortly introduce their new 2 for 15 cents seller under the S. P. V. Havana wrapped smokers' label. It is Havana filled, Havana wrapped and is made in Tampa.

A new 2 for 15 cent Tampa smoker is on sale in the stores of Albert Breitung. They are known as Breitung's Extra Value, and are packed in boxes of 250. They come from the factory of Eduardo Gonzales & Co.

Herbert Mesick of Cuesta Rey & Co., has been busy with the direct city buyers. Herb sells all the good ones here and Cuesta-Rey and Hoo-Hoo are in all the cases.—H. L. H.

Carload of Havana Tobacco

DUBUQUE, Iowa, July 7.—A carload of tobacco direct from Cuba was received recently by Bradley Bros., Inc., local cigar manufacturers. This is perhaps the largest shipment of this kind of tobacco that was ever received in Dubuque.

To Confer with Associates

Manuel A. Suarez, of M. A. Suarez & Co., the Havana partner of S. Rossin & Sons, Inc., arrived in New York from Cuba last Tuesday to confer with Marco Fleishman and William Singer, his New York associates.

Removed to Larger Quarters

HAVANA, Cuba, June 30.—Manuel A. Suarez & Co., growers, packers and dealers in leaf tobacco, have removed their headquarters from Figuras, 39-41 to Figuras, Nos. 28, 30 and 32.

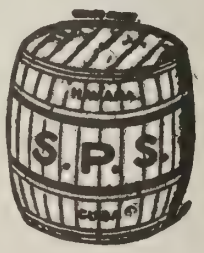
Buys Choice Havana

Ira Strouse, of Strouse & Holzman, has returned from a trip to Florida and Cuba. Mr. Strouse was successful in purchasing a quantity of choice Havana leaf.

SOBRINOS DE A. GONZÁLEZ
HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO

LESLIE PANTIN & SON
Commission Merchant
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

TADEMA HAVANA CIGARS
ARGUELLES, LOPEZ & BRO.
MAKERS
GENERAL OFFICE AND FACTORY: TAMPA, FLA.
EASTERN OFFICE:
222 PEARL ST., NEW YORK
WAREHOUSE:
HAVANA, CUBA



Pablo L. Perez
Frank B. Strater
Cable: Palupe
Codes: A.B.C. 5th Ed.
Bentley's
PABLO L. PEREZ & COMPANY
Successors to
HAVANA TOBACCO STRIPPING CO.
LEAF TOBACCO
Telephone A-7914
Lealtad 110, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 28-30-32 Havana, Cuba

HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

H. UPMANN & CO.
ESTABLISHED 1844
Bankers and Cigar Manufacturers
HABANA
HAVANA, CUBA
S. LANDAU, Agent, 35 Wall St. New York

ROCHE & GALVAN
Packers, Strippers and Exporters, Havana Tobacco
Specializes in Remedios, Vuelta Abajos and Partido
Consulado 91-93, Havana, Cuba
We give special attention to tobacco for the American and Foreign markets

A NEW PARK & TILFORD PRODUCT

"TILFORD CIGARS"

THESE CIGARS ARE MADE BY OURSELVES IN OUR NEW YORK FACTORY. In every respect they embody the PARK and TILFORD standard of quality and value.

This new departure has been made for the man who wants a FRAGRANT, VERY MILD AND FULL-FLAVORED CIGAR.

MADE IN SEVEN SIZES:

Tuxedos	10c	Perfectos	2 for 25c
Deliciosos	10c	Invincible Finos	2 for 25c
Londres	10c		
Club House	15c		
Invincibles	15c		

PARK & TILFORD

Established 1867 Original Factory No. 1

The Standard Clear Havana Cigar Factory

Manufacturers of

La Flor de Sanchez & Haya

and

Ignacio Haya

Office & Factory: SANCHEZ & HAYA CO. 14th Ave. & 17th St., Tampa, Fla.

Distributors for Greater New York & New Jersey B. WASSERMAN CO. 77 Chambers St., New York City

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters OF

TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

Compañia de Abraham Haas

ESCOGIDAS SANCTI SPIRITUS LA VUELTA

Escogedor de Tabaco En Rama

SAN MIGUEL 85, HAVANA, CUBA Cable: Haas, Havana

CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Cable "Quinto" P. O. Box 502

WALTER SUTTER COMPANY

COMMISSION MERCHANTS—EXPORTERS

LEAF TOBACCO

VIRTUDES 129 HAVANA, CUBA

Cable "Hermdiehl" Tel. A. 3682

HERMANN DIEHL

GERVASIO 182, HABANA, CUBA

Diehl's Havana Tobacco Cable Code, $15.00

Commission Dealer and Exporter

Havana Leaf Tobacco of all kinds

Special attention given to American and Foreign Accounts

STRIPPING PLANTS

Cable "Nuco" P. O. Box 1985. Tel. A. 9067.

MENENDEZ, MENDEZ & CO.

Dealers in All Kinds of Havana Tobacco

Specialty—Remedios & Vuelta Abajo Tobaccos

SITIOS 11, HAVANA, CUBA

San Francisco Gossip

SAN FRANCISCO, Cal., July 3.—Some of the retailers are complaining considerably. And some of the jobbers say that some of the retailers are always kicking. Others, and some old timers too, give more credence to the complaints of the retailer, realizing that they are not all unadulterated grouches.

With leaf tobacco holding strong or stronger, and the factories cutting profits close, both to themselves and the retailer, to keep from advancing prices to the consumers as long as possible, there are, to the unbiased, difficulties to be seen all along the line. And with the large factories driven like the rest to make up for small margins by enormous output and sales, there is presented to every retailer as well as every jobber and every small factory man the necessity of trimming sails close before the breeze; of studying and using the best business methods and the most improved systems of economy in the conduct of business. Every one needs to know his own business, and read his trade papers. It is a fact whatever may be the cause, that the most successful retailers and jobbers are readers of TOBACCO. They know from week to week what we are saying or not saying about them.

Vacation Spirit Abounds

The retailers association has caught the summer vacation spirit. Too many of the stand owners are either taking an outing themselves or are sticking to the job long hours each day to give their helpers a chance also for a vacation. It is certainly an evidence of the spirit of good fellowship of the bunch, that so many are putting in their extra hours to give the other fellow a chance. One of these is Jack Martin. He got back safe and sound and feeling fine from his trip through the eastern cities, to the Shriners' blow-out; and back through Canada by way of the beautiful Lake Louise. He reports business good and fair in spots all along the line—allee samee California.

Another one resting from his vacation, another Shriner, is Emil Judell. He is now holding down the lid in their fine new establishment while his father is shaking hands with the old boys again at the Commercial Travellers convention. Adolph, who has been standing as home guard, faithful as an eight day clock, is having a joyful occasion in the Santa Cruz mountains, together with his family.

Two Newlyweds

There are other ways of celebrating the holiday season also. We have in mind the fact that Harry Durgend of the Oakland Tobacco Co. and Mr. Stoker, the receiving clerk, have both concluded it was the better part of valor to join the ranks of the benedicts.

A Preachment on Discounting Bills

One of the jobbers who appreciates the fact that the retailer sometimes runs up against a stone wall and cannot help himself, is H. Bercovich, manager of H. & S. C. Bercovich, old time jobbers of Oakland. "The trouble is," says Mr. Bercovich, "that when a man gets hold of a stand that is not paying and finds he has a lemon, he hates to let go and pocket a loss; and so struggles on against the inevitable, to his own injury as well as to the injury of those who extend credit. Nine times out of ten, it be far better to pocket the loss v delay and watch for a better chan is my experience," says Mr. Ber "that as soon as a dealer begins t discounting his bills, he is headed s for bankruptcy; for in the disc lies a large per cent of the profit business, and the fact that he dc save this profit, shows very concl that he cannot. Such a customer sooner or later, and when you lo you also lose a friend. So the soc gets into shape to discount his b ceases to be a customer, the bett for him as well as for the jobbers custom of so many jobbers in tr sell to everybody just to be sellir to sell as much as possible, regard the needs of the customer, is one causes of failure of the retaile worry to the jobber." So Mr. Be has adopted the policy of striving so large a number of accounts, bu class of gilt-edge accounts. "I rather sell my customers less at and oftener," he says, "than see the my goods staring at me from shelves."

J. F. McArdle of the Oakland Co. is enthusiastic over the new Between, which they have added t list. "It has been the best go ri the-bat we have yet put over," h "The smoker comes back for it, a means come-backs all along the lir adds that the Little Tan that ha back again is, as it always was, a lar number, so they are glad to again.

Antonio Suarez has severed r with the factory of Cimino, Cortin and returned to his old job in where he was traveling man for wholesale firm of Montreal.

High Grade Cigars W for Western Coast

An experienced, reputable cig writes to this office that there very big money to be made on th ern Coast with high grade lines o and states that he desires to hea some one who can provide him v right goods. Letters addressed t Coast," care of TOBACCO, 10 street, New York, will be forwa the one seeking a desirable conn

To Explore Europe

Stanley M. Walsh, of Schuste leaf tobacco merchants, of Mil Wis., accompanied by his wife a sailed for Europe on the steamer *Amsterdam* last Saturday for months' vacation.

Going to Sunny Spa

Belarmino Suarez, of Selgas arrived in New York from Por last Sunday, on the S. S. *Phila* and will shortly sail for Spain a well-earned six months' vacat

Shade-Grown Crop Ex

Moritz Neuberger, the Maid dealer and packer, has returned trip to Connecticut. Mr. Neub enthusiastic over the condition 1923 crop.

SELGAS & COMPAN

IMPORTERS & PACKERS

Havana & Porto Rico Tobacco

Warehouses: Havana—Consulado 138-140 Porto Rico—Manati

128 Water St. NEW YO

STEFFENS, JONES and CO.

DOMESTIC LITHOGRAPHERS IMPOR

STOCK LABELS AND STOCK BANDS

36 East 23d Street New York

OPTIMO

BEST OF THE BEST



BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

Tampa Tidings

Internal Revenue Increases

TAMPA, Fla., July 7.—A gain of nearly illion dollars in Tampa internal reve- collections for the fiscal year ending Saturday over the fiscal year of ? was announced by Stamp Deputy rles H. Moyer.

he sale of tobacco revenue stamps ie evidenced that 131,709,570 more rs were manufactured in Tampa dur- the fiscal year 1923 than during the e period 1922. Approximately 473,- 300 cigars of all classes have been nufactured up to the present date ng this year as against 341,410,730 ing the fiscal year of 1922. Money ved from the sale of tobacco stamps unted to $3,708,849.53 during the first months of this year as compared with 71,536.32 for 1922.

he monthly report for June, 1923, ved that stamp sales for the month unted to $325,449.55 which signifies there were approximately 41,695,920 rs manufactured during that time.

Companies Consolidate

he Arturo Fuentes Co., Inc., and ador Rico & Co., have consolidated will operate as the A. Fuentes Co. Farmer of the Arturo Fuentes Co., ng sold his interest in the company. . Rainey of Salvador Rico & Co., extend his territory to embrace that by Don Farmer, and will now cover he Southern States.

resident Leo Gottsegen, of Gradiaz, is & Co., leaves tonight for New k. Before returning he will probably over the new crop of shade grown

ne Tampa Cigar Co. has added Fred rles and J. J. Stephens to its sales e. Mr. Charles will cover the west the middle western states, while Mr. hens will look after the Florida sales. e Perez of Marcelino Perez & Co., isiting the New York headquarters.

Building New Warehouse

PALM BEACH, Fla., July 7.—Construc- has been started on the new fire f warehouse of the Palm Beach To- o Co., at Sixth avenue and the rail- The structure is to provide 7,500 re feet of floor space, at an esti- d cost of $4,000, which is to house Palm Beach Tobacco Co., and the Beach Paper Co.

he building will be of concrete and tile. The dimensions are 50 x 100 feet.

S. E. Nichols, president and treasurer of the tobacco company, says that increase of business and the necessity of keeping larger stocks made necessary the new building.

At present the stocks of the tobacco and paper companies are kept at the Osborne Bros. Co. building.

Georgia Growers Expect Good Returns

NASHVILLE, Ga., July 7. — Berrien county tobacco growers are curing their crop, which, according to estimates, will be in excess of two and a half million pounds. Twenty-five hundred acres were given to the crop this season, and although it has been damaged to some extent by too much rain, the growers feel that they will make substantial profit if the market should open at the figures expected.

The selling season will not begin until August 1. Nashville, the county seat of Berrien, claims to be one of the biggest tobacco markets in the state and expects to handle more tobacco this season than any other point in Georgia. Cook county farmers have about 400 acres in tobacco, and Lanier also has a large acreage, and it is expected that the crop of those two counties also will be sold at Nashville. There are two immense tobacco warehouses in the Berrien county capital and some of the largest buyers of tobacco in the country will have representatives in Nashville during the selling season.

Berrien has been growing tobacco for several years, and while there are some large tobacco farms in the county, most of the 2,500 acres given to the crop this season was planted in tracts of three to ten acres. According to demonstrators Berrien's crop this season is showing up better in quality and color than it has any previous season. It is also insisted that wrappers, the grade that commands the highest price, will constitute a bigger part of the crop than it has in former years.

Selecting Havana Leaf

Max Schwarz, manufacturer of the famous Primadora cigar, is at present in Cuba, selecting highest grade Havana tobacco for his factory.

Going to Cuba

M. B. Pendas, dealer in Havana leaf tobacco, plans to visit Cuba in the near future.

A Cigar of *rare excellence*

Millions of smokers insist on Manuel because they know from experience that it always delivers a distinctive satisfaction, which they can obtain in no other cigar.

In the making of Manuel, only certain selected tobaccos can be used to produce the quality that meets the high Cressman standard, and we respect the confidence that Manuel smokers place in us by adhering strictly to this high standard.

MANUEL *will make a definite business for you*

ALLEN R. CRESSMAN'S SONS
PHILADELPHIA, PA.

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MANUEL
10¢ AND UP CIGAR

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

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Established 1873 Manufacturers New York

PERFECTO GARCIA
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Manufacturers of
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131 Water Street New York City

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STROUSE & HOLZMAN
Dealers and Packers of
LEAF TOBACCO
Conn. Shade - Broadleaf - Porto Rico - Havana
197 WATER STREET :: :: :: NEW YORK CITY

Connecticut Notes

HARTFORD, July 7.—This week the growers had good showers and tobacco is growing very fast and is "blocking it," indicating a heavy crop; it is hugging close to the ground.

The growers now have all their crops set out, and much hoeing has been done, some crops for the first time, and a considerable acreage has been hoed the second time.

During the recent "hot time," much of the acreage had to be reset due to the plants burning up in the hot, dry soil, but plants were plentiful and rains came on and the work of resetting went right along and the plants got started without much delay. They are now up to the water plants in the fields.

Cut worms have also been very troublesome and many growers have had to replant entirely, owing the ravages of the worm, which played havoc in many fields.

Help is growing more abundant in some sections. Several applications have been made for jobs in the tobacco fields. It is expected that within the next few weeks more help will be available, as when cutting time comes a large force will be needed on the farms.

The "shower" on the 4th was a miniature cloudburst in some sections, and while the rain did not last over 10 minutes, the fields were flooded.

Daylight-Saving with a Vengeance

Now that the crop has got started, the growers find themselves with plenty to do keeping the land stirred up following the frequent rains recently, and it is a common sight to see men following horses cultivating as soon as it is daylight and late in the evening until dark.

Mrs. P. Manning Honored by Associates

BOSTON, Mass., July 7.—Joseph P. Manning, president of the Joseph P. Manning Tobacco Co., of 500 Atlantic Avenue, who celebrated his 42d year in the tobacco business a few days ago, was given a splendid surprise by his 128 coworkers and employes at noon, when he was presented with a handsome silver service set.

Previous to the presentation to Mr. Manning there was another gathering being held in the salesroom and he was quite unaware of any celebration in his honor.

At 12 o'clock last Saturday Mayor James M. Curley arrived, and going upstairs he went in the midst of the large group and began a most interesting address on something about everyday affairs. He suddenly shifted to a eulogy of Mr. Manning and then made the presentation in behalf of the employes and associates. James F. Logan, vice-president, was in charge.

Mr. Manning began working in the tobacco trade on June 30, 1881, when he was employed by James Quinn & Co. Since that time he has worked himself to the head of his now large concern. For six months Mr. Manning was Fire Commissioner of Boston and for 12 years has been a member of the board of trustees of the City Hospital. He has been president of the board for the past four years. The Manning residence is at 66 Crawford street, Roxbury.

Agricultural Department's Crop Report

WASHINGTON, D. C., July 11.—Transplanting of tobacco is practically completed though it has been delayed in spots by scarcity of plants and unfavorable weather conditions, according to the Bureau of Economics of the Department of Agriculture. In reporting further on the crop situation the Bureau says:

On much of its acreage the crop is late but coming well. Acreage seems to have been somewhat increased. Harvesting is on in Florida and the quality of the crop there is excellent.

Setting of tobacco plants has been practically completed in New England and Pennsylvania. Condition fairly good in New England but crop in Pennsylvania has suffered considerably from dry weather. Transplanting continues in Maryland but plants are scarce in some counties and beds are badly infected with "wildfire." The outlook for the crop in Virginia is very discouraging. Plants are scarce, the season has been unfavorable and labor is hard to get. Acreage is less than the average. Planting is still under way and being delayed by dry weather. In Kentucky the plant needs warmer weather. Crop is very late but coming well. The acreage has apparently been increased in all districts. The North Carolina crop has been injured by drouth and the stands are irregular. In Georgia both growth and quality are good. Harvesting of the crop is well advanced in Florida and the quality is excellent. The crop in Tennessee is late but is starting well. The crop is in fair condition and making progress in South Carolina, where the early crop is harvested. There is an apparent increase in the acreage of burley in Indiana and Ohio.

Connecticut Crop Promising

Alfred I. Mendelsohn, president of Meyer & Mendelsohn, who has been superintending the interests of his organization in Connecticut, spent a few days in town last week. Mr. Mendelsohn reports that the plants are making great progress and are in splendid condition.

To Inspect Shade-Grown

Leo Hirsch left town last Saturday for Hartford, Conn., to inspect the shade-grown crop.

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INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

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Attention given to Tobacco for Export
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Growers of Shade—Primed Connecticut—Packers of
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Connecticut, Havana and Broad Leaf Tobaccos
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GROWERS PACKERS
UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S
CONNECTICUT SHADE
QUALITY TO BURN
SUFFIELD CONNECTICUT

EVERYBODY LIKES
RED TOP SNUFF
A Universal Favorite for 35 Years.
MANUFACTURED BY
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BYFIELD, MASS.

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Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

Buyers on All Important Markets in Virginia and Carolina

CABLE ADDRESS: "Penn," Danville, Virginia CODES USED: Western Union, Arnold's 5 and 15, Lieber's

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Leaf Tobacco Dealers

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

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Ample for Redrying by Steam or Natural Season

Samples Furnished Cable "FICKLEN" Correspondence Solicited

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We have large and improved facilities for buying and handling

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ALL GRADES OF OLD BELT

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

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Bright and Dark Virginia

Burley—Western—Seed Leaf

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Clean, Uniform Strips a Specialty

ROCKY MOUNT, NORTH CAROLINA, U. S. A.

Danville District in Dire Need of Rain

DANVILLE, Va., July 9.—The drought which has continued during the past several weeks is watched with increasing anxiety on the part of the tobacco growers in this section. Not only tobacco has been stricken but all kinds of vegetation, gardens and pastures gradually burning up. According to reliable farmers a soaking rain of a character likely to benefit vegetation has not fallen in this section since April. There have been good rains in North Carolina and in several parts of Virginia but in Pittsylvania, Henry and Halifax counties an arid condition rarely equalled has developed. Tobacco plants have grown very little since the late planting season closed, and they have wilted quickly under the heat.

Satisfied with Opening Date

The date set by the Tobacco Association of the United States for the reopening of the Danville market on September 25 is satisfactory to the trade here, according to M. O. Nelson, one of the leading warehousemen. Last year when the market did not open until early in October there was a widely shared belief that Danville lost a good deal of tobacco with the other markets opening before Danville.

The Danville Tobacco Association will still have to ratify the opening date set by the Tobacco Association of the United States and it is expected that this will be little more than a formality.

The local association which at the close of last season proposed to buy 2,000 additional baskets has decided that it will not purchase them, this indicating a reduction in the anticipated size of the crop.—TETLEY.

Two Weeks Earlier at Kinston

KINSTON, N. C., July 7.—The "big season" gets a start two weeks earlier than usual here, as a result of the decision of the tobacco board of trade to open the independent leaf market, governed by it, on August 21. Mercantile interests are gratified. Trade is much heavier here in the fall than at any other time of the year as the result of the pouring of millions of "tobacco dollars" into the bankers' and merchants' coffers. With a crop worth more than $10,000,000 in prospect, leading farm supply dealers, including one or two of the largest in the state, believe the prospects are the best since the record war years. With fair prices the local production should be worth ten million dollars or more, neutral observers have declared.

Usually the market does not open until after September 1. Construction is being rushed to put all of the independent houses in shape for the early opening. The triple-sales system will be in effect here for the first time, and more than a fifth of a million square feet of floor space will be available for sales p poses, besides the large space availa for storage. E. Y. Speed, Board Trade secretary, an ultra-conservat authority, has declared crop prospe the "finest in history."

Tobacco in Anderson Count South Carolina

ANDERSON, S. C., July 7.—Toba is being successfully grown in Ander county.

With the initial step in the introd tion of a new crop for this section hav attained much success, indications be that large dividends will be paid th in this section through the product of this crop during the current year, is assured that a large increase in ac age of tobacco in Anderson county v be seen next year.

One of the examples of the success production of the crop in this sect is seen on the farm of John D. Br located northwest of Anderson, wh there is one of the finest stands of crop ever seen in this country, and co paring favorably with the crops of ot sections. Mr. Britt is cultivating sc six acres this year, this being the f year he has attempted growing toba here, although he is an experienced bacco farmer, having been born in Di and being thoroughly familiar with cultivation of the crop.

Mr. Britt is confident that the c will yield between 1,000 and 1,500 pou of tobacco per acre, and that profits fr the crop this year will aggregate at le $200 per acre.

Although the oldest plants on his fa are only about seven weeks old, some them are nearly four feet in height many with fifteen and sixteen leaves. leaves of the tobacco are well form and approximately 15 inches in len while they are more than half this wi Mr. Britt states that the quality of tobacco, judging by the present outl will be as good or better than s produced in other sections of the st previously believed to better adapte the production of the crop.

Mr. Britt contemplates going into raising of tobacco on a larger scal the future. A plan which is being cessfully put into effect by many farr in counties where tobacco as a cro being introduced now, is that of fo ing tobacco clubs, through which med farmers unfamiliar with the produc of tobacco may have the benefit of knowledge of experienced tobacco fa ers who may be among the group. S a club probably will be formed in county, Mr. Britt indicated.

Mr. Britt's crop of tobacco has cently been the source of much inte to local people. Many have visited farm and viewed with much interest results which he has obtained thus with his crop. The harvesting of crop will begin shortly, and will for about six weeks, Mr. Britt sta

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All Grades Virginia and Carolina Tobaccos.
Also Kentucky Air Cured and Burley Types.
e cover closely the Virginia Dark Belt and specialize in this type of Export.
BEDFORD, VIRGINIA

GO. A. LEA & CO. Leaf Tobacco Dealers
NVILLE, VIRGINIA, U. S A.
Virginia and Carolina Cigarette and Smoking Tobacco a specialty
Export and Domestic Types
Established reputation for careful grading and packing
Our own buyers in best markets
respondence invited. Cable address: "Lea," Danville, Va.

Bingham Wires Views to Tri-State Co-ops

GH, N. C., July 9.—Judge Robert n, native North Carolinian, mil- owner of the Louisville *Courier-* and founder of the successful as- n of Kentucky Burley Tobacco s, which received nearly two hun- llion pounds of tobacco last sea- menting on the opposition to co- e marketing of tobacco, in some of North Carolina, stated last at, "The auction crowd are pur- ctics of desperation."

Bingham, after reading a recent f the Wilson, N. C., *Tobacco* telegraphed the following mes- Raleigh headquarters of the To- rowers' Co-operative Association: nination of issue of *Tobacco* June 6, convinces me auction re pursuing tactics of desperation an not believe the sound, intelli- n who compose great majority co growers in Carolinas and Vir- n be misled by baseless and ap- frenzied statements published in per, emanating as they do from e group who have so long ex- lhe helpless individual grower and w realize that the tri-state co- e, by combining 90,000 individu- pless people, has given them a l strength which will protect m exploitation and enable them n a fair price for the product their energy and labor have forth."

ajority of the farmers who have suaded to sue their own asso- n eastern North Carolina for re- f their contracts are found to d tobacco from their 1922 crop utside, instead of delivering it to n association.

gh less than two out of every members of the Tobacco Grow- operative Association were in- n the effort of a few eastern farmers to again avoid deliv- ir action has brought indignant rom the loyal members of their nties and from association mem- hree states, according to reports ny of the county and local or- ns reaching Raleigh headquarters k.—S. D. FRISSELL.

ased With Situation

A, Ga., July 7.—Tobacco grow- is section have had a very satis- week, most of them having gath- cured twice this week. It is the yield will be well over first ns and the grade is holding up e warehouses from which the ales will be held are not to open r July 15.

ishing Trip Ends

Joseph Cullman, Jr., of Cull- s., has returned to New York, enjoyable week's fishing at Me.

Observations on European Store Methods

Samuel Gordon, of 95 Maiden Lane, New York, importer of pipes, smokers' articles and novelties, upon his recent return from an extensive European trip, made some very interesting observations regarding the methods pursued by dealers "on the other side." Mr. Gordon says:

"I paid particular attention to the manner in which the better retailers market smokers' articles, and I am quite sure that if the American dealers followed the good examples they would soon wake up to the extra profits their business would show. While Brother Retailer in Europe will approach Mr. Smoker in the usual way, about the topics of the day, he never fails to mention that his new lot of Bruyere pipes are the very best in the world, and that Mr. Smoker is surely going to enjoy the football game much more by getting back of one of those well-seasoned Bruyeres; or if Mr. Smoker may be a cigarette user, that his cigarettes will not get crushed in his pocket by having one of the special cigarette cases that were just marked down, and that this will also add dignity. He will not forget to mention the fact that one of the leading specialists in London wrote a very lengthy article in one of the London popular magazines telling how beneficial the cigarette tube is and that it is not a dude article, as a good many smokers are still under the impression, and that it will really add to the enjoyment of smoking.

"It really does one good to see how profitable these conversations prove, and how many friends they make for Mr. Retailer. While I stood in one of the best shops in the Minories, the proprietor actually sold a set of four Underboar Bruyere pipes during a short conversation with a smoker of an Underboar, who 'just hinted that he had to buy a gift for a dear friend' and did not know what to get. Which proves that Mr. European Retailer is always on the job with smokers' articles since he knows that smokers' articles, sundries and walking sticks are the most profitable items in his business.

"The best retailers on the Continent feature the Underboar line of Bruyere pipes, since the majority of them are actually connoisseurs and know that the Underboar pipe, 'which cleans itself,' is the very best made. The increased demand for the Underboar from all sections of the world, and especially from the United States, has compelled the owners of this wonderful line to open a very large, up-to-the-minute, additional factory recently and we hope to be able to take care of every section of the country very shortly.

"I may add that Mr. Retailer abroad gets very little assistance from pipe manufacturers in the line of publicity and if the better dealers in this country would take advantage of the wonderful opportunities they have to increase their smokers' articles business through the advertising campaigns that are being conducted by firms like Wm. Demuth & Co. and others, they would soon learn the successful road to more profits and more friends."

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BRIGHT AND DARK
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Established 1898 Cable Address Randolph
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Leaf Tobacco Dealers
We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.
Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.
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WRIGHT-HUGHES TOBACCO CO.
INCORPORATED
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ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
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WINSTON-SALEM, N. C., U. S. A.

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WINSTON LEAF TOBACCO & STORAGE CO., Inc.
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H. G. Whitehead W. P. Anderson S. H. Anderson

WHITEHEAD & ANDERSON

LEAF TOBACCOS

Commission Merchants and Exporters

If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.

WILSON, N. C., U. S. A. *The largest bright leaf tobacco market in the world*

Cable Address: "Dorothy" Codes A. B. C. 5th Ed., Arnolds No. 5, Western Union

Cable Address: Ragsdale-Smithfield

T. S. RAGSDALE COMPANY

Leaf Tobacco Dealers

ORDERS SOLICITED FOR LEAF STRIPS AND SCRAPS

Packed by Steam or Natural Season. Special Attention Given to Packing. Latest Proctor System.

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WILSON TOBACCO COMPANY

Dealers in LEAF TOBACCO

Strips, Scraps and Stems Samples submitted on request

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A. C. MONK & CO., Farmville, N. C.

A Large Supply of Leaf Tobacco Always on Hand.

We buy all grades Bright Tobaccos, Virginias, Darks and Burleys, Steam and Natural Season. Samples Furnished.

Branch Factories: Wilson, N. C.; Wendell, N. C.; New Bern, N. C.

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Dealers and Exporters

VIRGINIA-CAROLINA TOBACCOS

Mullins, South Carolina

Louisville Tobacco Market Repo

LOUISVILLE, Ky., July 7.—The Louisville Tobacco Board of Trade makes the following report on the hogshead leaf transaction:

Tobacco Sales for the Week and Year to July 6

Warehouses	Week: Auction sales	Week: Private sales	Total for week	Year. Jan. 1, to date
Turner	....	....	....	792
Kentucky	....	11	11	6,524
Main Street	....	....	....	2,599
Planters-Farmers	....	10	10	8,016
New Tenth Street.	....	....	....	3,038
Louisville	....	....	....	4,102
	....	....	21	25,071
Year 1922			589	45,143
Year 1921			621	38,813
Year 1920			207	32,803

Classifications of this Week's Sales

	Crops Old	Crop 1922	Total
Burley	....	13	13
Dark	1	7	8
	1	20	21

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	8,034	14,673	22,707
Dark	1,799	565	2,364
	9,833	15,238	25,071

Classification of Sales to same Date in

	1922	1921	1920
Burley	42,665	36,155	31,304
Dark	2,478	2,658	1,499
	45,143	38,813	32,803

Comparisons with Previous Years

	1923	1922	1921
Sales—			
Total sales of new crop to date	19,760	14,750	31,306
Sales of new crop to date. Original inspection	16,029	12,247	25,869
Rejections—			
Rejections This Week:			
Burley	....	....	....
Dark	....	....	....
Total	....	105	146
Percentage of Rejections to Auction Sales:			
Burley	....	....	....
Dark	....	....	....
Total	....	35	25
Rejections, Jan. 1 to Date:			
Burley	5,047	....	....
Dark	406	....	....
Total	5,453	9,511	8,057
Receipts—			
Receipts this week	134	230	1,028
Receipts, Jan. 1 to date.	17,777	27,302	31,478

Monthly Report

Tobacco Sales for the Month and Year to June 30

Warehouses	Month: Auction sales	Month: Private sales	Total for month	Year. Jan. 1, to date
Turner	....	....	....	792
Kentucky	418	59	477	6,524
Main Street	21	5	26	2,599
Planters-Farmers	690	156	846	8,016
New Tenth Street	207	7	214	3,038
Louisville	....	....	....	4,102
	1,336	227	1,563	25,071
Year 1922				45,143
Year 1921				38,813
Year 1920				32,803

Classifications of This Month's

	Old Crops	1922 Crop
Burley	1,306	1
Dark	245	
	1,551	1

Classifications of Sales Jan. 1 to

	Old Crops	1922 Crop
Burley	8,034	14,6
Dark	1,798	5
	9,832	15,2

Classification of Sales to Same D

	1922	1921
Burley	42,365	35,5
Dark	2,189	2,5
	44,554	38,1

Comparisons With Previous Y

	1923	1922
Sales—		
Total sales of new crop to date	19,740	14,7
Sales of new crop to date. Original inspection	16,017	12,2
Rejections—		
Rejections this Month:		
Burley	409	..
Dark	56	..
Total	465	8
Percentage of Rejections to Auction Sales:		
Burley	36	..
Dark	29	..
Total	35	
Rejections, Jan. 1 to Date:		
Burley	5,047	..
Dark	406	..
Total	5,453	9,4
Receipts—		
Receipts this month	1,110	2,1
Receipts, Jan. 1 to date.	17,694	27,1

Stock Report

Receipts, Deliveries and Stocks for and Year to June 30

Warehouses	Receipts During Month	Deliveries During Month	Receipts Jan. 1st to Date
Turner	...	46	630
Kentucky & Louisville	355	432	4,656
Main Street	13	34	1,640
Planters-Farmers	634	909	5,759
New Tenth Street	108	225	2,249
Louisville	...	...	2,760
	1,110	1,646	17,694
Year 1922	2,118	3,504	27,072
Year 1921	2,998	1,975	30,110
Year 1920	1,058	1,002	24,360

T. S. WILLIAMSON & CO., *Leaf Tobacco Dealers*

Orders and Contracts Solicited Samples on Application

DANVILLE, VA., U. S. A.

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Cable Address: "SPENC ARNOLD'S CODES 5 a

INTERNATIONAL PLANTERS CORPORATION
INCORPORATED
Cable Address 'Implants' { New York, Louisville, Ky., Danville, Va.
IPC TRADE MARK
CODES: Private, Western Union, Liebers, A.B.C. Code 5th Edition Improved, Bentley's All Five Letter Editions
DEALERS · EXPORTERS · BROKERS
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MODERN STEAM AND AIR DRYING EQUIPMENT
Principal Markets Covered in Kentucky, Tennessee, Virginia North and South Carolina. Purchases Made from First Hands at Minimum Cost. Orders Solicited on Contract or Commission Basis, Any Quantity
SAMPLES FORWARDED ON REQUEST
OFFICES: LOUISVILLE, KY. --- DANVILLE, VA. --- 110 EAST 42ND ST. NEW YORK

Official Quotations at Louisville, July 6, 1923

	Burley			Dark
	Dark Red	Bright Red	Colory	Manufacturing
...en or mixed) ..	7 to 8	8 to 9	9 to 11	to 4½
...und)	10 to 12	12 to 14	15 to 17	4½ to 5½
...gs	12 to 14	14 to 16	18 to 20	5½ to 6½
...ugs	15 to 16	16 to 18	20 to 22	6 to 7
...s	18 to 20	20 to 22	22 to 25	7 to 8
...eaf (short) ..	12 to 14	14 to 16	18 to 20	8 to 10
...eaf	15 to 17	18 to 20	22 to 25	10 to 12
...eaf	22 to 24	24 to 26	27 to 30	14 to 16
.....	26 to 30	30 to 32	32 to 35	18 to 20
...elections	35 to 40	40 to 42	42 to 49½	22 to 25

F—Unsound or defective in condition, length or color, or mixed packages, ...ut to 3 cents lower.—HELM GLOVER.

...ducah Prospects

..., Ky., July 7.—Loose deliver...n light again this week which ... the fact that there is very ...o left in farmers' hands. Also ...re never busier doing farm ...re not taking time to complete ... Wheat and hay harvests are ...he plow crops are badly in ...ivation and farmers are mak...se of the favorable weather. ...e may be 2,000,000 or more ...bacco left in farmers' hands ...rict, and practically all of it ...arket, there is no telling when ...elivered, but no doubt the re... the crop will be delivered ...ve can then tell what the ... 1922 crop was. Our estimate ... that it will run between 85 ...00 pounds.

...iation is still making some de...uyers, but most dealers are ...prizing and the probabilities ... greater part of what is re...now on will be prized by the ... The Association is making ... tobacco in hogsheads, but so ...ne of business has been light, ...t when it is through with ...he important sales will be

...er for the past week has ... doing farm work. The to...as been well worked out and ...e, and indications still point ... yield and with favorable ...litions the quality should be ...s all depends on the future ...litions.—W. B. KENNEDY.

...nsboro Outlook

..., Ky., July 7.—While the ... is showing a slight im... is yet seemingly in need of ...dry, warm weather and ac...on.—J. S. PHELON.

...o Twist 38 Years Old

...E, Tenn., July 7.—After ...me in Louisa county, Va., ...t years, a twist of tobacco ...wisted by the late Charles ... Christian county, Ky., in ...me to make its home in ... The tobacco was received ...st by Charles E. Barker ... Watson, a kinsman of the ... to whom the father of Charles E. Barker sent the tobacco. Mr. Watson stated in a letter to Mr. Barker that because of the tobacco's apparent strength, he had refrained all these long years from smoking or chewing it.

Burley Pool Pageant

CYNTHIANA, Ky., July 7.—Between 10,000 and 12,000 persons witnessed the first co-operative marketing pageant ever presented in Kentucky, which was given under the auspices of the social service department of the Burley Tobacco Growers' Co-operative Association in the Snodgrass grove, three miles from Cynthiana Tuesday. Judge Robert W. Bingham, of Louisville, President and General Manager James C. Stone; Vice-Presidents James N. Kehoe and Bush W. Allin and Directors H. K. Bourne, John B. Winn, Dawson Chambers, Herdy Myers, and James H. Sousley were among the leaders of the Burley co-operative in attendance.

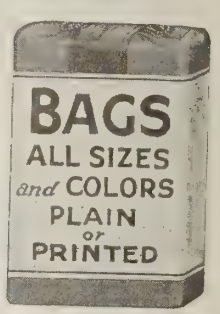
Two moving picture concerns had men on the grounds to film the event to be presented in the news reels of these concerns over the country.

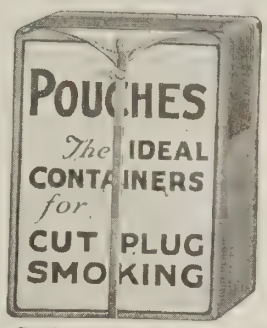
Twenty-five hundred automobiles were on the grounds. It was the largest crowd ever seen in Harrison county. Two bands, one from Boyd and the other from Sunrise, rendered music for the occasion.

Previous to the pageant and the picnic dinner on the grounds, President Stone addressed the crowd on the situation in the co-operative marketing of Burley tobacco. Mr. Stone expressed the opinion that, once they understood the purpose of the tobacco growers, the manufacturers "will not refuse to co-operate with the man who makes possible the continuance of their business, the producer of the tobacco which is their raw product."

In introducing Mr. Stone, Rev. J. R. Jones, the minister-banker-warehouseman, who is director for this district, paid tribute to Mr. Stone's leadership, declaring that the tobacco growers have in the person of their president "an honest, faithful and efficient head, of whom they are justly proud."

The author of the pageant, Mrs. Henry Backus, of Cincinnati, witnessed its presentation with Miss Verna Elsinger, director of social service of the Burley co-operative. The community locals of Harrison county and the men and women who are their members gave Miss Elsinger their loyal assistance in the prepa-

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The average man prefers his Tobacco in a Bag. It eliminates excess weight and bulk in the pocket. You can Bag your brand attractively and profitably.
Tape Pouches that are self-reducing to fit contents down to the last pipeful. The Smoker appreciates it. A size and color for every idea and attractively printed.
Ask for Samples and Prices.
MILLHISER BAG COMPANY, Inc., -:- Established 1875 RICHMOND, VIRGINIA

MAIL POUCH
The Tobacco that has maintained its
High Standard of Quality
For Over 40 years
THE BLOCH BROS. TOBACCO CO.
Wheeling, W. Va.



Dealers
CAN NOW GET
DILL'S BEST
SMOKING
TOBACCO
THROUGH ANY
REGULAR
JOBBER
J.G.DILL CO.
RICHMOND, VA.
Manufacturers of
HIGH GRADE
SMOKING TOBACCO.

CABLE ADDRESSES { U. S. A.—Command, Owensboro, Ky. / ENGLAND—Invade, Liverpool.
ROSS TOBACCO COMPANY, (Incorporated)
(Formerly called ROSS-VAUGHAN TOBACCO CO.)
BUYERS, REHANDLERS AND REDRYERS OF
LEAF TOBACCO and STRIPS ON ORDER
FOR HOME TRADE AND EXPORT
Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
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Buyers on all Hogshead and Loose Leaf Markets in Burley and Dark Sections

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Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to green Rivers and Burleys.
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Phone—Broad 1915
A B C 5th Edition
Arnolds & West. Union Codes
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Leaf Tobacco Dealers and Brokers
All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf. We respectfully request your inquiries and Orders.
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The Largest Tobacco Seed Growers in the World
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Cable Address: 'Lowbell' Established 1865
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For over 50 years we have handled the shipping of the *largest tobacco accounts* in the world
Warehousing Inspecting Coopering Sampling
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ALL GRADES VIRGINIA AND CAROLINA TOBACCOS
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Cable Address: LEA, SOUTH BOSTON, VA. Codes Used: ARNOLDS & WESTERN UNION

Cable Address "NOELL," Danville, Va. Code ABC—4th & 5th Edition
W. Y. NOELL & SON
LEAF TOBACCO DEALERS
Unexcelled Facilities for Handling All Grades of Leaf Strips, Scraps and Stems
WRAPPERS A SPECIALTY CORRESPONDENCE SOLICITED
Samples on application DANVILLE, VIRGINIA, U. S. A.

ration and presentation of the pageant, about two hundred men, women and children of Harrison county taking part in it.

The pageant was intended to depict the history of tobacco, from the time of the discovery of the plant and its use by the early colonists in America, up to the present modern method of marketing the weed.

Judge Bingham was called for by the crowd and responded briefly at the close of the pageant.

Old Tobacco Patch and Old Kentucky Home

CARROLLTON, Ky., July 7.—The largest out-door crowd that ever assembled anywhere in Carroll county, Wednesday celebrated Independence Day of the nation and the second year of the "independence of the Burley tobacco growers," with a big barbecue and burgoo on the farm of Mrs. Nannie Tandy six miles from Carrollton.

More than 6,000 persons shared in the festivities and "feed" that had been provided for the tobacco growers and their visiting friends. The crowd was variously estimated at 7,000 to 10,000 and the visitors and growers were fed in an hour and a half in an orderly manner by N. Dud Lawrence, the burgoo and barbecue expert from Lexington, and a staff of assistants.

The celebration was the occasion for a new song, a parody on "My Old Kentucky Home," sung to the tune of Foster's immortal melody, written by Miss Ella Gaines and sung by Mrs. J. Gex Williams and Nathan Hill, with Mrs. Ralph M. Barker presiding at the piano. The song follows:

The Old Tobacco Patch

(By Miss Ella Gaines, Carrollton, Ky.)

The sun shines bright in the old tobacco patch;
'Tis summer, there is not time to play;
The weeds grow fast and the suckers are in bloom,
While the worms make havoc all the day.
Memories come of the treacherous loose leaf floor,
The pin-hooker happy and bright,
By'n by hard times come a-knockin' at the door,
Then ye olden loose leaf floor, Good Night.
Weep no more, my farmer,
Oh, weep no more today,
We will sing one song for the old tobacco patch,
And we'll put it in the pool to stay.

They toil no more for the speculator's fun,
On the meadow, the hill and the shore.
They have some cash when the year's hard work is done,
And sing by the little cabin door.
The day goes by with no shadows o'er the heart,
No sorrow, but all is delight;
The time has come when the farmer has a part—
Then ye olden loose leaf floor Good Night.

Refrain.

The head will bow and the buyer will unbend
Wherever the pooler may go.
A few more days and the trouble all will end
In the pool where the good farmers go.
A few more days for to tote non-pooler's load,
No matter, he'll soon see the light.
A few more days till he joins us on the road,
Then ye olden loose leaf floor Good Night.

Refrain.

Speakers were Director of Warehouses Ralph M. Barker, who presided; General James Tandy Ellis, a native of Carroll county; Hon. James N. Kehoe, former Congressman from the Ninth District of Kentucky, now vice-president of the Burley co-operative; Vice-President Bush W. Allin, of the co-operative; J. Sherman Porter, editor of the *Burley Tobacco Grower*, and last but not least, Judge Robert W. Bingham, who spoke in part:

Judge Bingham's Remarks

"There were three indispensable factors of our success—Aaron Sapiro, Jim Stone and Ralph Barker. Success would have been impossible without any of these.

"Mr. Barker had played so great a part in the beginning, had been so great a motivating influence that it was decided to start in Carroll county the actual signing of contracts by the men who were to be members of the association. I remember that many of us were nervous, anxious, disturbed, troubled. Barker himself appeared confide that he also was scared was sh the fact that he introduced Jim to his audience as 'Mr. Will Sim

Much Done In Two Yea

"It seems incredible, looking that day two years ago, that s could have been accomplished time for peace, progress and pr in the burley district. It is evid a great, continuing and sure suc cannot tell you what a joy it is t feel that I have been permitted some part in such a movement. ago we achieved our political ligious freedom, but so far as bacco growers are concerned, mained in a condition of industri dom and our independence nev achieved until we successfully n the crop of 1921.

"It will require not merely nancing and good business man for us to maintain that independe as important a thing as either nancing or good management, is t ale of the membership. Any ma to be proud to be a member of association as ours, and he shou the man who attacks it as he wo the man who attacks the honor family.

"Nothing from the outside ca us. It is only from the inside can be hurt, and I do not beli are going to fail in your duty a permit that to happen. It is sin possible for me to conceive of a r will stay out of this association ately and 'ride' its members prices for his own tobacco, but y remember that there are men ignorant and to these you must a kindliness and reasonable argum ting an example by your own k and tolerance. Some time a real come and then the men on the in be protected by their own c strength, and those on the outs inevitably suffer.

"This is a great day in Carrol a great day in Kentucky. Th were desperate and hopeless tw ago now look the future in the i hope and confidence. The spir operation developed among ou has been of immense value, if achieved no other result in the tion of this association.

Praises Women's Movem

"The women's movement e Miss Elsinger is the leader, I r absolutely indispensable for bes from this organization. It wa too, that this movement should Carroll county, and the women county, through their county and county locals, have given of their ability to strengthen th of the association and to encou men who are its members to higher and better things.

"Some of the men in the poo to an enemy on the outside an information about your own Nothing could be more foolish harmful to this association. It disturbed about any report you cerning the association, go to officers and get the truth. J will give you any information any time; so will Ralph Ba Kehoe, Bush Allin or any mem board of directors, and you ca on the fact that the informa will give you will be absolutely

"I believe the future of th Association is assured. It is successful co-operative in the day. It is giving encourag thousands, to millions all over As the farmer progresses or s will America go forward or The day when the farmer was past. He is now using his min future success of this associatio now on the individual member.

"So great a success, so well so wisely managed, it still is o beginning of its usefulness.

FRIEDBERG BROS., Inc. LEAF TOBACCO
Dealers in All Kinds of
BRANCHES
N. Y. Office, 185 Canal St.
311 S. Charles St., Baltimore, Md.
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We operate in all principal m
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G. O. TUCK, President CAMERON DUNLOP, Vice-Pres. H. DICKINSON, Vice-Pres. and Treas. G. O. TUCK, JR., Secretary.

The Tobacco Trading Corporation

G. O. TUCK, President

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CODES USED
Western Union 5 Letter
A B C 5th Edition
Leiber's—Bentley's

All Grades Kentucky-Tennessee and Virginia-Carolina Leaf, Strips, Scraps and Stems.

t brought more money into the y district, but it has established conditions in the homes of the district. It must go on to a ar, finer, freer destiny, when all nd women will have proper home dions and every child in the Burley t will have the assurance of a real unity."

Legal Lore

usiness Man Compelled to Use a Check Protecting Device?

is a question which becomes both ting and important in view of the idespread use of devices to prevent raising. There are supposed to be ion of these in use in the United . Not only that, but an expert em- of an association of bankers has vented a special paper on which can be printed, which if acid is ed to erase the amount, flashes up rd "void" and thus cancels itself, e the check protecting devices are per cent safe, without doubt they reduce the chance of check rais- he question I referred to above, was settled in a case decided only time ago (22 A. L. R. 1,124) was When the maker of a check has out and executed it *without* using he protective devices which would have prevented alteration, and ck is raised and cashed for the mount by a bank, who must stand , the bank or the maker of the n the theory that it was his negli- hat caused the loss? To put it ly, is it negligence in making out not to use a protective device, l something happens which r might have prevented? ase which I refer to decided that k must bear the loss, and that o use a check protecting device negligence. The situation out h this case arose might arise in erience of any business man; it resting. A certain business man Massey, who had theretofore good reputation, went to the t of his local National Bank, with e did business right along, and him several New York exchange for trifling amounts. These were completely made out—that were no blanks left unfilled in t no protecting device was used. y raised the checks for very large l cashed them at the Broad Street Then he disappeared. When the treet Bank sent the checks back ational Bank to be made good, r spotted the fraud right away and refused to pay anything except the original amounts, on the principle that a bank that pays a forged check must stand the loss itself unless the forgery was made possible by the maker's negligence.

The Broad Street Bank retorted that the raising of these checks was made possible by the maker's negligence, viz.: the bank's failure to use some protecting device which would have made it practically impossible to do what was done. Upon that issue suit was started. Note the squareness with which the question was presented, viz.: admitting that the use of a check protecting device will probably prevent check-raising, is it negli-

(*Continued on page* 40)

Dark Tobacco Co-op

(*Continued from page* 4)

Checks for the second payment to growers in the Stemming district, approximating 70 per cent of the first advance, were mailed out last week. Each town has received a substantial amount for its farmers which has readily found its way into general trade and business has been appreciably improved. While the amount of the payment was less than had been hoped for the growers have accepted it in good part, taking the statement of the officials that it was not wise to overstep their borrowing capacity in order to increase the payment at this time. It was explained that the banks and the War Finance Corporation had impressed upon the association officials that it was not wise to go beyond their limit, which is fifty per cent loan on the amount of tobacco on hand, and that his advice has been heeded.

Checks for the growers of the Dark Fired district, their second payment, are now being prepared and will be mailed out about July 27. Like those in the Stemming district, the checks in the Dark Fired area will be mailed direct to the individual growers. While this plan loses the spectacular features of a public distribution of the checks, it has met with favor of the members who are not required to go anywhere except to their post office or mail box to get their check.

The membership campaign in the One Sucker district is moving along. The last report showed 2,000 new members having been secured, these coming chiefly in the counties of Smith, in Tennessee, and Butler, Logan, Allen and Simpson in Kentucky. The campaign will close finally on July 31.

The election of directors will come in September and already the attention of the members is being called to it, and the conditions under which the election will be held are being explained to them in detail.—M. E. Bacon.

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

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Incorporated
Louisville, Kentucky, U. S. A.

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WAX LINED BAGS
Especially adapted for Chewing Tobacco
TOBACCO CARTONS
THE U. S. PAPER GOODS CO.
Manufacturers of Envelopes, Paper Bags and Paper Boxes
1224-1248 West 8th St. Cincinnati, Ohio

Cable: Kennedy Codes: Arnold's 5 and 15, A. B. C. 5th Edition
W. B. KENNEDY
PADUCAH, KY., U. S. A.
Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips
Business Solicited on Orders for Commission
Factories: Paducah, Ky., Murray, Ky., Mayfield., and Martin, Tenn.

To Manufacturers of Scrap and Fine Cut Tobacco
To protect your goods, you ought to pack it in our paraffine lined, weatherproof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
THE WESTERN PAPER GOODS COMPANY
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Austin, Greeneville
LEY BRIGHTS SCRAP IPS
CODES: { Arnolds No. 5 / A B C 5th Ed. Improved
LEAF TOBACCO
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GREENEVILLE, TENN.
Latest Proctor System

GET THE NEWS OF THE TRADE
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A NEW ERA

for

Porto Rican Tobacco

The day of prosperity for the Porto Rican Tobacco Industry has arrived.

The Phenomenal success of many of the advertised brands of "mild Havana Cigars" is largely due to the use of Porto Rican Tobacco either exclusively or blended with other Tobacco as a filler.

In the past it was not always possible to tell whether the Tobacco sold as Porto Rican was all grown on that Island or mixed with a Foreign Tobacco, but now

The Government Guarantees

the source of all Tobacco—either in the leaf, scraps, or in cigars—shipped from Porto Rico.

This is done by means of Stamps affixed to every barrel or bale of Tobacco and on all boxes of cigars or "little cigars."

The White Guarantee Stamp

on shipments of Tobacco guarantees that it is of pure Porto Rican growth; on boxes of cigars that the contents were manufactured from Tobacco grown on that Island.

For further information write or call

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TOBACCO GUARANTEE AGENCY

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Agent

Telephone John 1379

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Orizaba —*July 3*

	Cases
Faber, Coe & Gregg	34
B. Wasserman Co	14
Grosvenor Nicholas & Co	11
Park & Tilford	20
G. S. Nicholas & Co	2
H. Straus Co	4
S. S. Pierce Co	8
United Cigar Stores Co	12
T. H. Hart & Co	2
J. B. Moos Co. (Cincinnati)	2
General Cigar Co	4
Estabrook & Easton (Boston)	2
Duncan & Moorhead (Philadelphia)	2
Schwarz & Son (Newark)	5
Charles & Co	1
A. J. Billen & Co	1
A. Hobreckter	1

S. S. Calimares —*July 9*

Park & Tilford	4 cases

Tobacco from Cuba

S. S. Orizaba —*July 3*

	Bales
A. Alvarez	7
E. Rosenwald & Bro	20
S. Ruppin, Inc	182
	Barrels
Yocum Bros. (Reading, Pa.)	72
Seidenberg & Co	300
American Cigar Co	75
Barren Bros.	11
Congress Cigar Co. (Philadelphia)	125
H. Duys & Co	36
E. P. Cordero & Co	12
I. Kaffenburgh & Sons (Boston)	200
S. Ruppin, Inc	5
Waitt & Bond (Newark)	155
Stern-Mendelsohn Co.	23
Hinsdale, Smith & Co	146
E. A. Calver & Co	17
Strouse & Holzman	2
W. K. Gresh & Sons (Norristown)	12
	Packs
J. Bernheim & Son	61
J. A. Mesa & Co	12
Congress Cigar Co. (Philadelphia)	440
G. H. P. Cigar Co. (Philadelphia)	69
E. Ellinger & Co	25
Stern-Mendelsohn Co.	11
Bayuk Bros. (Philadelphia)	36
Strouse & Holzman	49
Suarez & Crespo	6 cases

Cigars from Porto Rico

S. S. Ponce —*July 5*

	Cases
United Cigar Stores Co	258
Porto Rican-American Tob. Co	73
Porto Rican-American Express Co	177
E. Fernandez	3
A. Moss	2

S. S. San Juan —*July 5*

	Cases
Porto Rican-American Tob. Co	38
United Cigar Stores Co	2

S. S. Philadelphia —*July 7*

	Cases
Porto Rican-American Tob. Co	87
United Cigar Stores Co	76

S. S. Mariana —*July 9*

	Cases
Porto Rican-American Tob. Co	68
United Cigar Stores Co	19

Tobacco from Porto Rico

S. S. Ponce —*July 5*

	Bales
American Cigar Co	1,147
Porto Rican-American Tob. Co	150
Industrial Leaf Tob. Co	10
I. Lewis Cigar Mfg. Co	100
Stern-Mendelsohn Co.	10
Kohlberg-Gonzales Co.	7
G. H. P. Cigar Co. (Philadelphia)	70
Hamburger Bros. & Co	12
Joseph Holzman	42
J. Klorfein	24
	Barrels
Industrial Leaf Tob. Co	245
M. A. Andre	82
Kohlberg-Gonzales Co.	54
S. Rodriguez, Inc	14
Durlach Bros.	20
G. H. P. Cigar Co. (Philadelphia)	142
L. Hirsch	84
M. Winter & Co	25
Hamburger Bros. & Co	32
I. Cohn & Co	42
To Order	15

S. S. San Juan —*July 5*

	Barre
American Sumatra Tob. Co	15
G. H. P. Cigar Co. (Philadelphia)	5
Theyskens & Shaw	1

S. S. Philadelphia —*July 7*

	Bale
Rosenstadt & Waller	2
Durlach Bros.	2
G. H. P. Cigar Co. (Philadelphia)	13
Hamburger Bros. & Co	1
Selgas & Co	3
Max Gans' Sons	3
Stern-Mendelsohn Co.	1
	Barre
Rosenstadt & Waller	6
I. Cohen	3
Hamburger Bros. & Co	2
Selgas & Co	1
J. Cohn & Co	3
Max Gans' Sons	1
Stern-Mendelsohn Co.	1
To Order	1
American Cigar Co	2,856 pac

Tobacco from Canton

S. S. Fukuyo —*July 5*

Arnhold Bros	517 bal

Tobacco from Salonica

S. S. Manhattan Island —*July 5*

	Bal
Irving Bank-Columbia Trust Co	1,1
To Order	2

Tobacco from Cavalla

S. S. Manhattan Island —*July 5*

	Ba
P. Lorillard Co	1,1
Mercury, Athanassian & Co	4
To Order	9,7

Tobacco from Rotterdam

S. S. Veendam —*July 7*

	Ba
H. Duys & Co	
Arthur Bornholdt & Co	
D. Dreux, Inc	
E. Rosenwald & Bro	
Bernard Stranders	
American Malaya Trading Co	
Hinsdale, Smith & Co	
Manus, Muller & Co	
C. J. Waxelbaum & Co	
J. Marqusee & Son	
	Ca
American Cigar Co	
H. Duys & Co	

Tobacco from Southampton

S. S. Albania —*July*

United Cigar Stores Co	9 ca

S. S. Mauretania —*July*

R. F. Downing & Co	2 ca

Tobacco from Glasgow

S. S. Columbia —*July*

	C
Alfred Dunhill	
Grosvenor Nicholas & Co	

Tobacco from Liverpool

S. S. Celtic —*July*

H. Batavia	1

Tobacco and Cigarettes from Liverp

S. S. Adriatic —*July*

A. Oppenheimer & Co	2 c

Cigars from Manila

S. S. Karonga —*July*

H. W. Peabody & Co	25 c

Cigarettes from Liverpool

S. S. Adriatic —*July*

Duke Kinney	1

Cigarette Paper from Lisbon

S. S. Britannia —*July*

Zorro Tobacco Co	37 c

Cigarette Paper from Le Havr

S. S. Waukegan —*July*

	C
Rose & Frank Co	
de Mauduit Paper Corp	
H. Strauss	

Briar Pipes from Le Havre

S. S. La Savoie —*July*

	C
D. A. Schulte, Inc	
A. Oppenheimer & Co	
Pickford's Colonial Co	

Smokers' Articles from London

S. S. President Monroe —*July 3*
ank of United States.....3 cases
S. S. Mauretania —*July 7*
. Murray Hill & Co.....9 cases

Smokers' Articles from Le Havre

S. S. La Savoie —*July 9*
I. Demuth & Co.....2 cases

ium Tragacanth from Southampton

S. S. Albania —*July 3*
hurston & Braidich.....40 cases

Licorice from Marseilles

S. S. Britannia —*July 5*
o Order .....16 casks

Licorice from Sevilla

S. S. Cabo Ortegal —*July 5*
eal & Binford.....8 cases

ederal Reserve Report on Tobacco

WASHINGTON, D. C., July 10.—The ederal Reserve Board has the following say in connection with the tobacco sition in its monthly summary:

With the exception of some of the coerative marketing associations, which e still distributing the products of their embers, the season for marketing leaf bacco has closed. In the Richmond strict most markets closed in April, but few remained open until May. The ason was in general satisfactory, as eater yields combined with higher prices an in the previous season resulted in ger returns to the growers. In the St. uis district the burley and dark tobco associations have functioned satisctorily. Returns from the season's crop e being distributed among the producers the pools are sold.

Regarding the new crop, the season has been backward on account of unfavorable weather, and scarcity of plants have delayed plantings. In the northern sections of the Richmond district dry weather delayed transplantings of tobacco plants in May, but rains in June enabled the work to progress, although the crop is approximately two weeks late. In South Carolina the crop is making normal growth.

Production of manufactured tobacco was in greater volume in May than in the preceding month and, with the exception of small cigars, all types of manufactured tobacco increased over the same month a year ago. In the Philadelphia district the demand for cigars during June was only slightly better than in June, 1922. Production has been curtailed somewhat and is at an average of only 65 per cent of capacity. High grade cigars were in best demand. In general, cigar prices remained unchanged during May and June. Stocks of cigars held by manufacturers are generally moderate and are remaining stationary or decreasing slightly.

Co-operative Marketing Law Assailed

CHICAGO, July 7.—The Chicago Live Stock exchange continues its opposition to the principles of the co-operative marketing bill which was passed by the Illinois state legislature recently and is now a law.

"Gov. Small, in signing senate bill No. 165, known as the 'coop' marketing bill, has placed another law in the Illinois statutes that is known to be unconstitutional, inoperative, and pernicious," said Everett C. Brown, president of the Chicago Live Stock exchange, in a statement issued a few days ago.

Chance for Promoters

It is Mr. Brown's interpretation that the pooling plan covered by this new law will permit promoters to exploit the farmers. He says that similar bills have been declared unconstitutional by the Supreme courts in other states, and that the pooling plan has already lost farmers millions of dollars on fruit in California; on milk contracts in Illinois and Wisconsin, and on tobacco in many southern states.

The local exchange's opposition to this bill was based on the fear, Mr. Brown explained, "that the live stock producer might find, if he signed one of these contracts, that he has tied himself up for the five years which would permit some co-operative association to tell him when, where, and how he must ship his live stock."

Hits Cattle Loans

"The passage of this law, practically means the end of cattle loans in the state of Illinois," continues the statement, "as banks will not loan money to individuals who enter into a contract which removes the control of the live stock or farm products from the individual borrowing the money."

Mr. Brown predicts that there will be such a storm of resentment from farmers "who may be caught on these contracts during the next two years that this bill will be repealed at the next session of the legislature."

To Buy Porto Rican

R. A. Echevarria, of Theyskens & Shaw, Inc., sailed for Porto Rico last week, where he expects to make important purchases of the new crop. He will probably stay on the island for several weeks.

To Supervise Porto Rican Interests

Isadore Cohen, leaf dealer and packer, leaves New York this week for a two months' trip to Porto Rico, to supervise his interests on the island.

Jerome Waller Back

Jerome Waller, of Rosenstadt & Waller, returned from Porto Rico this week. Mr. Waller has been supervising the packing and shipping of new crop Porto Rican tobacco purchased by his firm.

THE JOBBER AND THE RETAILER

can obtain this

BIG 5c.

saight shape, long filler and Banded Cigar at prices convenient to make m a leading seller.



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is packed in 100s

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All Lancaster County Grown
The Cream of the Rich Northwest Section
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THE MILLER, DUBRUL & PETERS MFG. CO.
CINCINNATI, OHIO.

Pennsylvania Tobacco Business Keeping Up W

Undiminished Flow of Orders for Cigar Leaf and Requests Samples from Different Manufacturing Centers—So of the Largest Sales of the Week Noted.

LANCASTER, Pa., July 9.—Summer business continues briskly on the Lancaster market with an undiminished flow of orders for cigar leaf and requests for samples from different manufacturing centers. Low grades and tobacco of the 1921 crop are the chief matters of interest and packers report small sales in both, which, in the aggregate, make up a considerable volume of business. Vacation season has drawn a number of the tobacco men to more congenial haunts than busy offices, but business refuses to take a vacation and warehouses present scenes of unusual activity for this time of the year.

Some Notable Sales

The largest sales of the week were made by J. K. Leaman & Co., independent packers of Lancaster, and J. R. Ulrich & Son, who operate in the Elizabethtown section. These two firms disposed of a quantity of 1921 cigar leaf which may total in the neighborhood of 1,500 cases. The price involved in the transaction could not be definitely learned. The purchaser of the goods was a large New York City cigar manufacturer.

Significant Indications

Some significance may be attached to these sales in indicating the status of the Lancaster tobacco crop in its relation to the market. The absorbing power of manufacturing interests is always equal to the amount of Pennsylvania tobacco grown and a surplus is, and will be for some years, impossible. The need for Pennsylvania cigar leaf is always on par with the production and buyers in plenty are always on hand to contract for the last pound of Lancaster grown tobacco.

Increasing Demands from West

The western and middle western trade is gradually becoming more important as an outlet for Pennsylvania. Business in that section is slowly but steadily on the increase and manufacturers there, as in the East, are coming to a fuller realization of the importance of Pennsylvania cigar leaf as matchless filler tobacco.

Cigar Production Figures

The changes undergone by the local cigar manufacturing industry within the past year are graphically portrayed by a study of the comparative collections of the Lancaster internal revenue office for June, 1922, and June, 1923. The altered whims of a fickle buying public are set forth in the following table:

	June, 1922 Cigars	June, 1923 Cigars
Class A.....	9,355,530	3,288,645
Class B.....	5,294,825	7,788,980
Class C.....	3,436,880	3,168,750
Class D.....	295	2,315
Class E.....	None manufact'd	500

The drop to nearly one-third the production in the cheaper Class A cigars has had a detrimental, and in many cases disastrous, result on the small manufacturer. The effects of this cut in the demand for nickel cigars has also extended to a number of larger cigar men who, through the greater elasticity of their organization and market facilities, were able to survive and switched to making a higher grade smoke.

Class B in Greater Favor

The marked increase in the production of Class B cigars indicates the rise in favor of the 2-for-15 article, which at the present time, according to the figures, is most popular among smokers. Ten-cent cigars have held their own while the more expensive goods are finding increased sale. Although the production of Class E cigars during June, 1923, ran only to 500, the fact that they are listed is portant, as it indicates a new venture local manufacturers. A careful su among the more important of the caster cigarmakers failed to reveal manufacturer who made this grade sn before this year. Whether the comp tively small industry of this section successfully enter the field of high-pr smokes remains for the future to termine.

Although the cigar production in caster County has fallen off nearly million cigars since June, 1922, the on file at the local revenue office sh a satisfactory gain in production May of this year. This would seer indicate an improvement which will, prospects are very favorable for ste increased improvement, soon place Lancaster industry at its former The decrease in value of the manu tured product during the past year been about 24 per cent, while the ber of cigars made has been lessened proximately 26 per cent.

Ranck a Bank Director

Milton Ranck, prominent in tob circles and president of the Lanc Leaf Tobacco Board of Trade, wa cently elected a director in the Pe National Bank, of Lancaster.—KEYS:

York County Activities

Year's Cigar Production Sh Increase

YORK, Pa., July 7.—Figures have been compiled for the govern at the York office of U. S. Internal enue, by Collector G. Frank Linde show receipts from the sale of stamps for the year ending June 30, amounting to $2,642,585. These f represent receipts greater by $131,9 than the corresponding 12-months' p ending June 30, 1922. Cigar man turers and employees of this pa Pennsylvania have reason to be pl with the fine showing made by th dustry. The cigar stamp sales fo year ending June 30, 1922, amount $2,510,587.54.

The total sales of tobacco stamp the revenue year ending last amounted to $106,092.36, which i quite as much revenue as was re by the government over the corres ing period of a year ago, when th ceipts from this source were $106,2 But the decrease in this business amo to only $157.32.

Revenue Receipts in Distric

The nation's income for the p months from the sales of both cig tobacco stamps amounted to $2,748,(The receipts from the same two s for the fiscal year, 1921-22 were $ 837.22, or an increase the past 12 m of $131,840.32.

A comparative table showing th of cigar and tobacco stamps in the revenue office for the 12 months June 30, 1923, and the 12 months June 30, 1922, follows:

1922	Cigars	T
July	$223,584.29	$8
August	229,593.16	9
September	256,159.86	9
October	265,716.86	9
November	271,965.71	8
December	182,354.89	5
1923		
January	218,933.76	12

D. DREUX, Inc
Successors to Wm. Quanjer, Inc.
Importers of Sumatra and Java Tobacco
Telephone John 2709 136 Water Street, New Yo

ruary	192,690.18	7,369.74
r	200,346.74	8,366.94
i	191,576.15	9,070.92
y	211,944.85	8,856.72
e	197,718.73	8,525.61
otal	$2,642,585.18	$106,092.36
21		
r	$222,730.70	$7,186.77
gt	258,182.26	10,871.19
tober	259,703.04	8,585.37
r	258,488.04	7,449.93
ber	271,259.91	9,345.87
ber	165,144.73	7,253.91
22		
ry	157,476.64	10,572.84
ry	170,423.99	7,572.42
h	192,663.79	9,091.17
l	157,635.35	8,992.53
.....	179,972.23	9,779.85
.....	218,905.86	9,547.83
Total	$2,510,587.54	$106,249.68

New Factories Opened in June

ring the month of June seven new factories began operation in the district of the internal revenue dent. Bonds were filed with the department of the York office by owners for an aggregate sum of $13,- Four of the new factories are lo- in Red Lion, the center of York 's cigar producing area. The e of the individuals or companies permits to operate, the location factory and the amount of bond ired to the government, are here

ht Blend Cigar Co., Red Lion, $500; Havana Cigar Co., Dover, $4,000; Harry Axe, Springfield, $500; West End Cigar Co., Red bond, $4,000; Edward Hollinger, r, bond, $500; Clarence A. Frey, on, bond, $2,000; C. C. McGuigan d Lion, bond, $2,000.

P. & H. Cigar Co., Inc., composed . Brooks, Harvey A. Waughtel, y J. Neff, J. Frank Strayer, Wil- Frutiger, J. C. Winter and James ly, having discontinued their fac- four-story brick building in Red which the company owned and a in Dallastown, held under lease, en disposed of. The company tured O'San cigars made in nine d retailing from ten cents to r 50 cents; the cigar was for a eedingly popular as a smoke in st and particularly in California. Winter & Co. will get the Red tory, while the factory at Dallas- is been leased and is now used by Brothers.

Kelly Buys Stein Factory

n W. Kelly, who was formerly g of the P. & H. Cigar Co., Red as bought the Raymond Stein ctory and is already in posses- is a three-story concrete block , which was built in Red Lion about a year or more ago. Be- went into business for himself, as with the West End Cigar Co., ion. He has moved to York.

meeting of the creditors of M. Shenberger, bankrupt cigar turer, of Dallastown, held on the office of William H. Kurtz, n bankruptcy for York county, ity, Harry M. Raab, Dallastown, ted trustee.

rst meeting of the creditors of J. Knaub and David F. Ness, krupts of Dallastown, has been l by the referee from July 11, ally scheduled, until July 18. er, Ness and Knaub were mem- the State Bond Cigar Co., of n, which recently went into the receivers. The three members rm are now adjudicated bank- individual proceedings.

Havana Cigar Co., of Dover, is ing a period of prosperity, hav- gh orders booked to keep the steady operation for months to he company at present employs hands and is advertising for kers.

Frutiger, D. Curvin Kaltreider vin Kaltreider, cigar manufac- hester Stein, cigar packer, and r Hoffman, cigar broker, all Lion, while on a recent outing s' Beach, Del., the popular re- sort of York county followers of Isaac Walton, caught 95 fish.

An improvement in business is reported by Red Lion box factories, which have many orders booked.

A Destructive Storm

A storm, accompanied by a cloud burst, which swept over the southern part of York county on July 4, is said to have washed out fields of tobacco, wheat and corn, causing much damage in the vicinity of Bittersville. The destruction is reported to be only local and tobacco and grain in other parts of the county did not experience any ill effects.

The Carbon Monoxid in Tobacco Smoke

Science is digging deeper into the mysteries of material things day by day and occasionally turns up some unpleasant and annoying facts. Recently it has taken another whack at smoking tobacco—a perennial subject of controversy—and has revealed some truths which, while they are calculated to give the smoker pause, are not likely to act as permanent deterrents. Real dyed-in-the-wool smokers are unlikely to be deterred by anything save lack of breath with which to puff.

An analysis of tobacco smoke, for instance, has shown that it contains deadly carbon monoxid, which when inhaled in quantity from the exhaust of an automobile kills with great swiftness; its concealed surprise is that it is odorless and hence conveys no warning.

Another revelation of science is the reason why excessive smoking causes headache, and also why cigarette tobacco, yields smoke only half as poisonous as cigar smoke. The reason why smoking a thin cigar is much less harmful than smoking a thick one is also scientifically explained.

The facts mentioned, says the *New York Times,* with their explanations, are contained in the following editorial in the *Journal of the American Medical Association.* The abbreviations gm. and mg. used in the article stand for gram and milligram, weight measures of the metric system. A gram is equal to 15.432 grains of the more familiar system, and a milligram is one thousandth of a gram, which equals 1/65 of a grain.

Writing under the heading, "What We Get When We Smoke," the editor says:

Displaces Oxygen in the Blood

"One of the substances abundantly present in tobacco smoke is carbon monoxid well known as the lethal agent of illuminating gas and of the exhaust gas of motors, which has had so many victims in recent years. Carbon-monoxid is not directly poisonous, but displaces oxygen from hemoglobin, for the red cells have 225 times as great an affinity for this gas as for oxygen.

"Baumberger has found that tobacco smoke may have from 7.2 to 25 parts of carbon monoxid in 10,000 parts of air, a concentration which Henderson found capable of causing serious symptoms if inhaled for more than an hour. But persons never take in undiluted smoke—the heartiest cigarette fiends and the most resolute pipe smokers always take many breaths of fresh air between puffs.

"It is estimated that if a person should smoke continuously for one hour, inhaling the smoke five times a minute, there might occur as high as 22 per cent saturation of the hemoglobin by carbon monoxid, a concentration sufficient to produce headache and perhaps an oxygen shortage during activity; but this figure is undoubtedly far above what smokers do actually accomplish. Perhaps 10 per cent is more nearly the maximum reached in smoking, a figure that has not been found ordinarily to produce symptoms.

Nicotine Chief Active Agent

"Formerly the statement was current that the chief toxic material in tobacco smoke is pyridin, derived by decomposition of nicotine, but later studies agree in indicating that the nicotine is the chief active agent, tobacco smoke exerting much the same physiologic effects as nicotine in corresponding concentrations. By direct analysis, Baumberger found

(*Continued on page* 40)

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Over 5000 Machines sold

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"Excelsior Record"
capacity up to 36,000 cigarettes per hour
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Cigarette Tube Making Machines
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of high capacity

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Ingenious design

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indispensable for every factory

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EXPERIENCE has taught thousands of cigar smokers that Bayuk Products are to be found in cigar cases where quality predominates.

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NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
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The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets *Philadelphia, Pa.*

Philadelphia Dealers Had a Good Holiday T

Latter Part of Week Was Comparatively Slack — C Week Made Fair Start — Better Class of Goods the Vanguard — Notable Activities in the Industr

PHILADELPHIA, July 10.—A mid-week holiday is usually a deterrant to business; it proved to be so for the retail trade during the last half of the holiday week, although in the first opening days of the succeeding week there has been quite a considerable recovery. But for the two days before the 4th, the celebration was a splendid accelerator of business. Every so often, a wiseacre announces that the public is waiting for the return of the old-fashioned five cent cigar. Trade experience with the several excellent five cent propositions now on the market is at variance with the layman diagnosis. This year there was most emphatically shown in the pre-holiday buying, the lack of interest of smokers in the extremely low priced goods. Many cigar smokers probably have now attached themselves to the pipe and to cigarettes but the veteran cigar smokers continue to want quality at least, as good or better than that to which they were accustomed, and for that reason they are quite willing to pay the higher cost necessary for the gratification of their desires. And so it comes about that the producers of these standard makes could ill afford the decrease in production incident to the holiday and its after effects.

The leaf market is rather quiet for domestic seed leaf. It is better for shade grown, and still better, although by no means rushed, for Porto Roco, Havana and Sumatra.

Congress in New Headquarters

Although quite a number of hands have been at work for the last fortnight in the mammoth new factory of the Congress Cigar Co., at the Southwest corner of 3rd and Spruce streets, the largest plant of its kind in the city, opening exercises of a formal character, were not held until Saturday. Then a floor in the great structure was cleared, services of an officer and a caterer were secured. A dance interspersed with vaudeville acts, was given by the firm as host to its employees as guests. Removal of equipment from the former headquarters factory on 2nd street, and the two floors, one of which was the original Congress home in Philadelphia at the South-east corner of 3rd and Locusts streets, has been going on for some time. These two sites will be leased to other tenants. In the first named, productive capacity was about 90,000, and in the other about 130,000. The new home will accommodate these two factories with considerable additions, of course. Despite the prospective increase in output, the firm is looking for additional location, but outside of the city, in order to make still greater gains on production. William S. Paley, son of the head of the firm, Samuel Paley, has gone to Maine on vacation. George Kraus, manager of the New York branch, visited headquarters during the week en route to Atlantic City for a sojourn there.

Making Good Showing

President Joseph F. Galagher, of Allen R. Cressman's Sons, is on a western trip which will extend as far as the Coast. He will be out of the city during most of the month. James Lynch, of this company was elected a member of the Board of Control of the Exchange Club. The records of this firm during both June and the first six months of this year show a very large increase in city trade, particularly for Manuels, over the corresponding periods of a year ago.

The retail stand conducted for some time by J. Kessal, 3rd and Arch streets, has been sold to William Sattin.

L. Gray, has sold his retail store at 52 N. 13th street, to Max Kr

The store opened not long David Label on 15th street near has been sold to Patrick Shiel.

E. V. Schroon of the Schroo Co., Wichita, Kan., was a visito city during the week.

The landmark retail estal formerly conducted by H. P. at the Northwest corner of Chestnut streets, and recently Wood, who became financially rassed, is no more. The effe sold at auction and removed.

Bayuk Activities

Bayuk Bros., 3rd and Spruc are in the course of erecting an warehouse, at Ross and Wate Lancaster, Pa. Headquarters joyed a pre-holiday visit from representative, A. B. Creech. duction of the dividend rate, present 8 per cent to 7 per annum on the second preferr of Bayuk Bros., Inc., into comm at $62 per share for the comm dividend adjustment on the latt August 1, 1928, is recommende management in a call to the sto to vote on proposed amendmen certificate of incorporation, at to be held in Baltimore, July 1

Open Detroit Depot

Opening of the Detroit distrib sales offices of the G. H. P. (was completed when Manager Stamm opened the doors of th at 2130 Grand River avenue, to in the section of the country. Crawford was also installed manager. Mr. Stamm is as eight salesmen who have been Detroit and environs for many are well known to a large The warehouse in the city will stocked with El Productos in immediate deliveries can be m the point of capacity of produ company reporting that it is sold.

Creditors of Abe Rendleman rick Hennesey, who recently cut rate establishment near the corner of 13th and Market str been called together in the roo Philadelphia Association of C 10th and Chestnut streets, to the future of the concern.

On the Forward Mar

Concentration of the princi delphia factory, at 11th and streets, of the Consolidated C poration, on its popular Harve in Delmonico Special sizes, ha nounced. So great has grow mand for this brand that the la ties of the Philadelphia plant enlisted. Meanwhile, howeve are flooding in for the oth Henry George, 44, Invincibles Masters. A visit was paid to ters by Julius Lichtenstein, pre gave approval to the very w publicity campaign being mad out the city. Several hundr signs, red lettered on a white rounded by a black frame, mak tive presentation as an adver dium. In the several factor Consolidated here there are ployed over 1,000 workers but being disposed of quite as fa are produced.

Among recent visitors to the were Ray Clark, of D. Dreu Barth of the Portocuba Corpo J. L. Herrin of Quincy, Fla.

AMERICA'S FINEST LABE

GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request.

H. J. FLEISCHHAUER
68 No. Fourth St., Phila., Pa.

Sole Sales Represent
EUGENE POPP
2490 Davidson Ave.

Improved Surroundings

Uler the occupancy of the B. G. y Co., of the factory at 306 Cherry e the former home of the Sig. C. y Co., renovations and extensions ve been made which have increased aty fully 25 per cent. The appear- e of the building has been improved, much thought given to improving anitary surroundings under Man- r Louis Stein.

Baltimore Market

Receipts Make Another Fall Off

TIMORE, Md., July 5.—Gieske & nn, leaf tobacco merchants, make as follows:

YLAND.—Last week's receipts again , being only 231 hogsheads, while taled only 196 hogsheads. Prices irly firm, but medium grades have lling too high in comparison with od and common tobaccos. Our is closed this entire week because 4th.

.—With receipts of 74 hogsheads les of 60 hogsheads, the market more activity.

Association Data

Leaf Tobacco Association of Bal- City, issues these statistics for k ending July 3:

ipts, Including Reinspections

	This week	Previously	Total	Net to date	Net last year
al....	318	5,170	5,488	4,141	5,321
.....	74	324	398	330	338
al.....	392	5,494	5,886	4,471	5,659

ections this week: Maryland, 87; to 147. Ohio, 68.

Deliveries

	Maryland				
	Coastwise and Domestic	For-eign	Total	Ohio	Total
e.	205	196	401	32	433
ay.	2,270	8,360	10,630	1,031	11,661
	2,475	8,556	11,031	1,063	12,094

Stock in Warehouses

	Maryland	Ohio	Total
J 1.....	9,590	3,025	12,615
ts since.....	4,141	330	4,471
	13,731	3,355	17,086
re since.....	11,031	1,063	12,094
day.....	2,700	2,292	4,992

Sales

	Maryland	Ohio	Total
w-c.....	196	60	256
as.....	4,241	825	5,066
a.....	4,437	885	5,322

estone State Business Improving

. Clark, of D. Dreux, Inc., is g his clients in Reading, Harris- ul Lancaster, during the week. lk reports that business in the e State is on the up-grade.

Maryland Co-op. Movement

ANNAPOLIS, Md., July 7.—The success attending the recent campaign of the Maryland Tobacco Growers' Association in increasing its membership to approximately 80 per cent. of the total number of tobacco growers in Southern Maryland presages a great future of accomplishment for the association, and, according to those closely allied with the co-operative body, no stone will be left unturned in putting some of the constructive measures for bettering market conditions, packing and grading of the product into effect without delay.

With improved conditions all along the line, members of the association are confident that when the 1923 crop is put on the market, a greater number of buyers than have heretofore sought to purchase the Southern Maryland crop will be bidding for the product. And this, it is contended, will be a big help in getting prices for the commodity that are consistent with the cost of production and the grade of tobacco placed on the market.

During the membership drive just ended, Anne Arundel went "over the top" in fine style, approximately 140 new members having enrolled in the association. Together with those who already were members of the Tobacco Growers' Association, the names of the new members brought the total list well over the 600-mark, or to within about 83 per cent. of the total number of tobacco growers in the county.

May Earn a Bathing Suit

Smokers who are not now physically able to win a grand piano via the tobacco coupon route may build up their strength this summer by bathing in suits that may be obtained in that way. According to an announcement made by the head of a well-known knit goods house, one of the chain cigar store systems has contracted for 30,000 bathing suits to be given away this summer as premiums. The necessary certificates are now being issued by the chain in question in the form of bathing suit orders, which are good only until August 15. Two types of bathing suits are offered as premiums, one of which may be obtained by presenting 250 certificates and the other by turning in 300. The selection of this suit is made at one of the retail stores of the knit goods concern, but the certificates are turned in at the headquarters of the chain of cigar stores.

Homeward Bound

Charles J. Waxelbaum, the Water street leaf dealer, is due to arrive in New York on Friday, on the Cunard steamer *Berengaria*. Mr. Waxelbaum has been attending the Amsterdam and Rotterdam inscriptions and has made some important purchases of Sumatra leaf.

In Western Metropolis

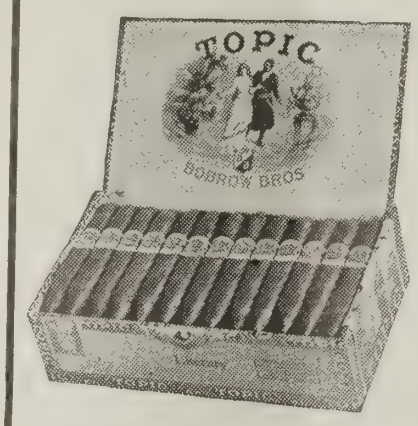
Harry Lloyd, of D. Dreux, Inc., is in Chicago this week, selling fancy wrappers to the Windy City cigar manufacturers.



and learn how much better your cigars look when packed in boxes made by us. The quality of the boxes adds an air of elegance to the cigars.

MONROE JARRETT SONS
MANUFACTURERS OF
CIGAR BOXES
S.W. COR. RANDOLPH & JEFFERSON STREETS
PHILADELPHIA, PA.

The Popular Seller from Coast to Coast



Best Value for the Money

Victor Size - - 10c
Packed 1-20 wood and 1-20 tins

American Size - - 2 for 25c
Packed 1-20 wood. Foiled and plain

Size

Corona — Packed 1-20 tins
Senator — Packed 1-20 wood
Delmonico — Packed 1-20 wood
} 15c

BOBROW BROTHERS, Inc.
Manufacturers
Philadelphia Penna.
Makers of Famous "Bold" Cigar.

STICK TO Cinco - IT'S SAFE

2 *for* 15c
everywhere



OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

LA PALINA
IT'S JAVA WRAPPED
CIGAR

Ask your jobber for the new and beautiful La Palina window display material. Nothing like it has ever been offered to cigar dealers.

More than one hundred and fifty million sold yearly
CONGRESS CIGAR COMPANY
Philadelphia

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

OFFICERS AND EXECUTIVE COMMITTEE

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
William Best, New York, chairman executive committee.
Major G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

Legal Lore

(*Continued from page* 33)

gence not to have used it in a case where none was used and check raising followed? You can easily see the importance of the question upon business practice, for a decision that it was negligence would absolve the bank from all liability for paying a raised check under such circumstance, and put it on the maker. Thus it would practically make it obligatory for every business man to use a device of some sort.

The court, however, decided that it was not obligatory on makers of checks to use check-protecting devices, that it was not negligence to fail to do so, and that where a non-protected check is raised and collected the bank that cashed it is responsible and the maker need pay only the amount for which the check was originally drawn.

But there was one qualification: the check must be completely made out when the maker turns it over. If it isn't, if the amount is left blank and the recipient fills it in for a larger sum than the maker expected, the maker can blame nobody but himself and must stand the loss. Be very careful, therefore, how you give out checks without the amounts filled in.

From the very long and complicated report of this case I extract the following kernel, which gives the gist of the law on the subject:

"Where negotiable paper has been executed with the amount blank, it is no defense against a bona fide holder for value for the maker to show that his authority has been exceeded in filling such blanks, and a greater amount written than was intended. But if the instrument was completed without blanks at the time of its delivery, the fraudulent increase of the amount by taking advantage of a space left without such intention will constitute a material alteration (and the maker will not be liable for the increased amount). In the latter case, under Section 205 of the Negotiable Instruments Law (in force in most states.—E. J. B.), payment therefore may be enforced according to its original tenor (that is, the maker must pay the original amount of the check, but no more)."—*Copyright, 1923, by Elton J. Buckley.*

Cigars Today Good as Ever

(*Continued from page* 11)

would not be buying this quantity of cigars at present prices unless cigars qualified for his taste."

Years ago one got a fine "half and half" fry (oysters and escallops) at Clark's on Fulton street for thirty cents, a nice steak with a dab of mashed potatoes and one of mashed turnips on the side at Mike Lyons' for thirty cents, a really good Italian table d'hote dinner at Plavano's, Moretti's or Riccadonna's for fifty cents to seventy-five cents, but equal dishes and dinners cost far more now, and for exactly the same reason your contributors or any one else must pay more than five cents now to obtain a cigar equal to the five-cent cigar of pre-war days. Very truly yours,

ADOLPH OPPENHEIMER.

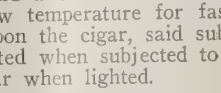
July 1, 1923.

Opens New Business

BATTLE CREEK, Mich., July 7.—Arthur Mitchell has opened a new cigar and pool hall at 42 North Jefferson street, in this city.

Patents

(*Continued from page* 9)



1,460,641.

The combination with a cigar, of a band, and a substance sensitive to heat at a low temperature for fastening the band upon the cigar, said substance being melted when subjected to heat from the cigar when lighted.

Carbon Monoxid

(*Continued from page* 37)

that cigarette smoke contains between 14 and 33 per cent of the nicotine present in the tobacco smoked.

"Cigarettes weigh about 1 gm. apiece, and about 80 per cent of the tobacco is smoked, so that the nicotine in the puffed smoke amounts to about 5 mg. for each cigarette. Of this about 67 per cent is absorbed if the smoke is merely taken into the mouth, but 88 per cent is absorbed if the smoke is inhaled into the lungs. How much of this reaches the blood depends chiefly on how much is lost in saliva, the drooling of the novitiate being an important protective measure, since from 3 to 5 gms. of nicotine dissolved in water taken within half an hour, may cause severe symptoms in non-smokers, whereas habitual smokers can endure twice as much.

"These figures show that an unventilated room 10 feet square and 10 feet high, occupied by 10 men all smoking cigarettes to the best of their ability for an hour, would come to have an air containing about two parts of carbon monoxid and enough nicotine to furnish 2.6 mgs. an hour to the person compelled to breathe it. While these are not large amounts in figures, it is certain that any non-smokers and many smokers in such an environment would have a headache, which is ascribable to the increased intracranial pressure that is produced by both the nicotine and the decreased oxygen in the blood.

"If our hardened cigaret smoker were to puff away steadily for an hour he might absorb as much as 36 mgs. of nicotine if he inhaled, and 27.5 if he only puffed. These are amounts that would undoubtedly produce marked effects even on the habituated, but there is at least the consolation that the lethal dose is 500 mgs. taken at one time.

Some Unknown Solids

"However, the smoker gets much besides carbon monoxid and nicotine, for the solids of cigarette smoke weigh about 10 per cent of the tobacco burned, or about 80 mgs. for each cigarette, and all the things it may contain besides the aforementioned are not known; but the experimental evidence indicates that nicotine and carbon monoxid account for most if not all the observed effects.

"It is to be considered that these experiments were carried out with cigarettes, for the observations of Lee indicate that tobacco burned in cigarettes yields much less nicotine, and presumably less carbon monoxid, in the smoke than when burned in cigars or pipes. For example, a Manila cigar and a cigarette of Virginia tobacco were so burned that the same amount of tobacco was consumed in equal time, and the effect of the products of the combustion determined; it was found that although the cigarette tobacco used contained nearly twice as much nicotine as the cigar tobacco, the smoke of the latter was twice as toxic as the cigarette smoke.

"The explanation for this is that during the slow combustion of a cigar, as in ordinary smoking, immediately behind the point of combustion is an area in which water and other volatile substances condense; during the act of smoking, the hot gases pass through this moist area and volatilize the more volatile principles of the tobacco of which nicotine is one. Therefore the smaller the moist, hot area behind the point of combustion, and the more rapid and complete the combustion, the less likely is the smoke to contain volatile toxic bodies; hence a cigarette or a slender cigar will yield fewer of these products than a thick cigar, and many smokers can testify that a thick, 'fat,' cigar has much more effect than a long, slender cigar of similar tobacco.

"The unpleasant effects that the unaccustomed smoker experiences on relighting a half-finished cigar or pipe are explained on the same basis."

Tobacco Products

(*Continued from page* 19)

scrip. In the former year, however, the company distributed a 10 per cent. stock dividend.

Capitalization Rises

As Products began to reach out for other concerns in its line of business its capitalization, of course, increased. Originally the company issued $8,000,000 of its preferred stock and 160,000 shares of $100 par value of common, the latter being sold under Virginia law at $1 a share. Preferred stock is now outstanding in the same amount as when the company began business. But the common, on the other hand, has increased several fold.

Last year the stockholders approved a plan for a merger with United Retail Stores involving a recapitalization of Products. The plan provided for an increase of $124,354,000 in authorized capital, which consisted of 750,000 shares of $100 par common and 493,540 shares of new Class A common of $100 par. Preferred was unchanged. Holders of Products were given the privilege of exchanging their shares of common for an equal number of Class A or for one-half a share of Class A and one-half a share of new common. Holders of Retail Stores common were offered one share of Products common or one-half share of Products common and one-half Class A for each share of Retail common. As of December 30 exchanges under this plan left Products with capitalization as follows:

	Authorized	Outstanding
Preferred (7%)..	$8,000,000	$8,000,000
Common Class A, 7% non cum...	49,354,000	44,802,250
Common	100,000,000	45,042,550

Net Income Increasing

Tobacco Products is now in an immeasurably stronger position as regards disposal of its wares. Whether it will be able to earn as much per share on its greatly increased common stock as its optimistic supporters hope remains to be seen. The depression of 1921 touched the company lightly. In fact, net income was actually larger than in either 1920 or 1919, though slightly below that of 1918. Last year net income amounted to $5,587,000, as compared with $2,148,000 in 1921, the gain reflecting the new properties. Deducting Federal taxes for the year, preferred dividends and dividends at the rate of 7 per cent. on the Class A stock outstanding at the end of the year, there would remain $1,803,828 for the $45,042,550 common, or 4 per cent. a share.

It does not follow, however, that Products will not in the current year be able to earn more than $4 a share on its common. Net profits before taxes in the first four months, with April estimated, amounted to $976,000, as compared with $467,000 in the corresponding period of 1922. This figure is exclusive of dividends received. Dividends received in the first four months amounted to $1,067,000, making a total of $2,043,000. If earnings were maintained for the remainder of the year at this rate the company would thus have net dividend approximately $6,000,000. Dividends the preferred and Class A as of the of the year call for $3,696,157. per cent. rate on the common w bring the total to $6,398,710.

Future Looks Promising

The company last autumn inaugur dividends on the Class A stock, an president has said that the outlook rants a payment on the common year. In view of the large amour the latter outstanding, however, and rather moderate earnings to date, much must not be expected this One of these days the company may dividends at the same rate as its rivals—namely, 12 per cent. on the mon. Not only will it have the divi income from the very profitable stores, but these stores will afford ever increasing outlet for its products.

Another element in Products's f is its interest in the Porto Rican-A can Tobacco Co. Acquisition of concern has been held up by litig but, assuming that the plan goes thr it may well prove to be a prof transaction for Products. The com produces the finest Porto Rican c on the market, cigars long feature Retail Stores. Earnings of Porto I have not been particularly large, bu company would be a valuable all Products.

Products capitalization repre mainly stock in other companies brands and good will. The latter are not listed separately on the ba sheet, but are included with real e machinery, equipment, etc., carrie $5,338,000. Stock in other compan carried at $53,368,000. But, of c it is earning power that has mo do with the market price of the s Funded debt is small, less than $4,00 and the working capital position is being, in fact, the strongest it has been, with an excess of current over current liabilities of $7,413,00

While the common stock is, of c speculative, the record and prospec the company put the preferred and A in a favored position. A thi watch, nevertheless, as is true wi rapidly growing enterprises, is th company does not overreach itself expansion program.

Injunction Against Po Rican-Am. Dissolved

NEWARK, N. J., July 9.—The Ch Court has handed down an opinio missing the temporary injunction viously granted restraining the Rican-American Tobacco Co. fron ceeding with the capitalization pla ing for an issue of 100,000 shares c stock at $25 a share.

An effort will be made to ha court grant another stay until the tribunal can pass on the matter.

St. Louis

(*Continued from page* 17)

retary of the F. R. Rice Mercantile Co., took a short trip over to Lo recently on business. His family Europe.

Ed. W. Marlin, of V. Guerra, I Co., was in the city for a day recently and cleaned up well.

W. C. Fritz of M. Fritz & So Mrs. Fritz, are in California.

Famo Cigar Co., Inc

MILWAUKEE, Wis., July 7.—The Cigar Co. has been incorporated. tal stock, $10,000. Incorporators, Falkner, Jr., Albert D. Moody and T. Drought.

CLASSIFIED ADVERTISING

I WANT TO BUY MORE CIGARS, CLASS, FROM 10c DOWN. AN CARUSO, 4831 DIX AVENUE, DE MICHIGAN.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXVI. No. 12 NEW YORK, JULY 19, 1923 Per Annum, $3.00 Per Copy, 10 Cents

isconsin Market in Hectic State Over New Crop

rius Concerns Making Contracts for 1923 Northern Product —Prices in Some Instances Said to Be Up Around 30 Cent Mark—Figures Thought to Bode Ill for the Trade.

GTON, Wis., July 14.—The buying h northern '23 crop is said to be n up a little the past week. Re- iat Sweeney has been concentrat- n his buying campaign with more nd a little more cash per pound ore attendant success are afloat. rthern operator estimates that rh's representative has lifted near- 3) acres of northern binders al- . That the top prices have been nts to 28 cents for the binder ith a rumor that 30 cents has ached in one or two instances.

Making Important Purchases

k dal has been scratching gravel ith his purchases amounting to mately 1,000 acres. It now looks high other operators might be dinto the campaign against their s and against their better judg- . Up to date, however, they have iously affected unconcern, and emained aloof from the hectic ig match.

Seems Hazardous

ic as stiff as those mentioned are ngerous. Other commodities are cing up the price scale. No one swhat the new crop will be like, ss tell what quality of goods any ur crop will produce. Docking ig courted, and docking at any not a factor for good in the t. But the leaf trade all over s o have been bitten by the same a general buying movement dpe delayed until somewhere near rter season, everyone will benefit. rse, tobacco harvested while still formed tobacco, and sloppily put bco, and all the other evils com- xperienced when a crop is sold e bound to be experienced again. eno one any good. And then, too, re vicissitudes and economic con- r that might happen any year, h e worlds of time to visit the r before the weed is smoked up, t of the way.

Excellent Growing Weather

ng weather for the coming crop a The days are hot, the ground antly being freshened by plenti- als, and the crop is flourishing. ieniably severe storm damages atly exaggerated by first reports t week. Most of the fields have a rcentage of washed out reset . ut increased acreage planted this wl just about set that off, and the ht is growing is coming on at top nd will be just about equal to 2 creage.

ol's assorting is going along in ape, with as yet no rumors of ey will finish their run. Most dependents are through, and are about in their southern holdings w much black rot they will have.

Disloyalty Flailed at Picnic

ol members held their grand iday. It was a big crowd that Music, dancing, and speeches furnished an interesting program. Mr. Ela, and Mr. Neprud gave the principal talks. The "disloyal" farmer members drew the bulk of the ire, and they were severely flailed. Detailed explanations of the working of the organization were given out to satisfy some in the audiences who might have had misgivings. Many members of the trade took it in.

Mr. Morrow, of Bloch Bros., Wheeling, W. Va., was in Edgerton the past week, in the interests of their local stemming plant here. Mr. Morrow's mouth watered when he saw the local links, but a recent operation for appendicitis prevented him from playing. —BADGER.

Milton Durlach Soon to Become Benedict

It is announced that the wedding of Milton I. Durlach and Miss Theresa Mayer will take place on the afternoon of Thursday, July 26.

Miss Theresa Mayer is the charming daughter of Bernard Mayer, the well-



Milton I. Durlach

known real estate operator, of 41 East 72nd street, New York.

Milton I. Durlach is the president of Durlach Bros., Inc., of 181 Water street, pioneer growers and packers of Porto Rican tobacco.

In 1899, immediately after the Spanish-American War, Mr. Durlach sailed to Porto Rico, where he introduced modern methods in the growing and packing of Porto Rican tobacco. Today, Durlach Bros., Inc., are among the leading and most successful packers of Porto Rican stripped tobacco in the United States.

The forthcoming wedding ceremony is to take place on the lawn at Mr. Mayer's country home at Sharon Springs, N. Y., and the event promises to prove most novel and entertaining. Sherry's, of New York, are to take entire charge of the catering.

Immediately after the wedding, Mr. and Mrs. Durlach will depart for their honeymoon, which will be spent abroad. Among other places, they will visit Japan and Hawaii, returning early in November to take up their residence on Park avenue, New York.

Returns and Payment of Taxes Necessary

WASHINGTON, D. C., July 17.—To avoid penalty, returns and payment must be made on or before July 31, of the special tobacco manufacturers' tax provided for by the Revenue Act of 1921.

Capital stock tax returns also must be made on or before July 31, payment being required within 10 days after notice and demand by the collector.

The Revenue Act provides that, "every domestic corporation shall pay annually a special excise tax with respect to carrying on or doing business, equivalent to $1 for each $1,000 of so much of the fair average value of its capital stock for the preceding year ending June 30 as is in excess of $5,000. In estimating the value of capital stock the surplus and undivided profits shall be included. Every foreign corporation shall pay annually a special excise tax with respect to carrying on or doing business in the United States, equivalent to $1 for each $1,000 of the average amount of capital employed in the transaction of its business in the United States during the preceding year ending June 30."

Every domestic corporation must make a return on Form 707 even though the law may indicate that it is exempt from tax. The question of exemption is one for determination by the Commissioner of Internal Revenue.

A foreign corporation is "carrying on or doing business" in the United States if it maintains an agent, or an office or warehouse in the United States, or in any other way enters the United States for the purpose of its business.—LAMM.

Sumatra Tobacco Crop

WASHINGTON, D. C., July 14.—The 1923 tobacco crop of Sumatra which is about to be harvested will be inferior to 1922 crop in quality due to drought on the island latter part of April and first part of May, Consul Spamer, Medan, reports.

* * *

WASHINGTON, D. C., July 17.—American Consul Spencer has sent the following report to the Department of Commerce, in connection with the Sumatra tobacco crop:

"According to advice received from the Administrator of the Deli Maatachaapy at Medan, the 1923 tobacco crop, which is about to be harvested, will be inferior to the 1922 crop in quality owing to the unusual drought which has prevailed in the island during the latter part of April and the first two weeks of May.

"The restriction policy of the Deli Planters Comite, establishing 195,000 bales of tobacco as the 1923 maximum, has apparently been adhered to, but it is estimated that grades suitable for the American trade will be from 5,000 to 7,000 bales less in the 1923 crop than in the 1922 crop.

"In some instances estates have replanted a few fields of tobacco, in an attempt to minimize the losses due to the drought, but the effect will be of little importance."—LAMM.

Col. Theodore Roosevelt Speaks at Burley Burgoo

Assistant Secretary of Navy Confesses He Is Not a Farmer, Despite Country Birth and Rearing—Editor Porter Invites "Dumping" "Sinners" to the "Mourners' Bench"

MAYSVILLE, Ky., July 15.—Col. Theodore Roosevelt, assistant secretary of the navy, made at least one convert to co-operative marketing of Burley tobacco at the big meeting of farmers and tobacco growers at Beechwood Park near here yesterday. Following the address of Colonel Roosevelt and that of Charles S. Barrett, of Georgia, president of the Farmer Union of America, J. Sherman Porter, editor of the *Burley Tobacco Grower*, also spoke briefly. At the close of his remarks he asked if there "is not in this great crowd some poor sinner who desires publicly to renounce the devil and all his works, including the 'dumping' system of selling his tobacco, to make public profession of repentance and kneel at the mourners' bench and be forgiven and allowed to sign a contract pledging his tobacco to the Burley Tobacco Growers' Co-operative Association."

One "Penitent" Throws Self on Mercy of Burley Co-op

In response to Mr. Porter's appeal, Trumbo Snedegar, prominent Bath county farmer and one of the largest tobacco growers in this county, stepped forward and declared that he had been convinced by the address of Colonel Roosevelt that the farmers ought to stand together in the marketing of their crops and that he had made up his mind that it was his duty to go with his neighbors and sell his tobacco in the same way they sold theirs. He said he had a number of "excuses" for staying out of the association, but that, after all, he had no good reason. He said he thought that he ought to make this statement and that he would be glad, if there were any other doubters in the crowd, if they would come forward and join him in going into the Burley co-operative.

Mr. Snedegar is a man of wide influence throughout the Ninth congressional district of Kentucky, having been his party's nominee for Congress in a recent election in that district. Mr. Snedegar declared that he had been "soundly and honestly converted" and after he had spoken the audience sang "Praise God From Whom All Blessings Flow," while a moving picture operator snapped Mr. Snedegar in the act of signing a co-oper-

(*Continued on page* 14)

We now hold about 8,000 Barrels of 1923 Porto Rican Tobacco

We are prepared to show samples of the finest tobacco ever grown on the Island. Shipments of the new crop are arriving daily at our New York warehouses.

Write or Call for Samples

MAX GANS' SONS, INC.

197 Water Street

New York

...ne Trade Association Activities Help

...HINGTON, D. C., July 16.—De...s that the trade association as a ...it for the promotion and self-regula... industry and commerce has be..., y reason of its scope and activity, ...portant American business institu... ...ith which the public, generally ...kg, is little acquainted, Herbert ..., Secretary of Commerce, in the ...dition to that Department's new ...ntitled "Trade Association Activ... released today, expressed the ... that the constructive purposes of ...organizations have unfortunately ...onfused with the minority of ...s which have been used as a ...or action against public interest. ... as a business house or an in... meets its obligations and carries ...daily relations within the com... so the trade association has a ...ividuality in the business fabric," ...g to Secretary Hoover.

...rade association activities are not ...ist as all individual habits are not ...ntil so proved by their reactions ...n individual and the community," ...retary says, adding that "perhaps ...: way to guide activities into the ...onstructive and profitable chan... through thoroughgoing analysis ...mination of these activities which ...n the surface to be constructive ... application and results."

Shown by Statistics

...e subject of statistics, Secretary ... says, in part: "There is no ...ti... but that the curves in the busi... ...cle from activity to depression ...en less disastrous in those indus... trade where accurate, lawful ...tal data have been available to all. ...entally it is impossible for busi...n to form those vital judgments ... eir future course of action in the ...d safe direction of their activities ...s they are informed as to the ...g currents of production and ...ption, not only in their own lines ...l in other lines of business, which ... broader currents of economic ...e only criteria are statistics and ...try is to march with reasonable ...s instead of undergoing fits of ...and feast, if employment is to be ...nstant and not subjected to vast ...s f hardship, there must be adequate ...tal service. Whether these serv... to be maintained by the Govern... by trade associations, they must ...ntained if we are to have an ...l economic life."

...ssing legislative activities, Mr. ... asserts that, "The interest of ... industry or trade, to be sound in ...nate analysis, must be the public ...s and in their legislative activities ...ade associations have borne this ...oremost. The demand of legis...s for the views of the different ...s upon all sorts of questions of ...nterest is incessant, and the open ...ion and presentation of such ... is far more consonant with ...development of public life than ...rate lobbying of the few or pow...

...he Elimination of Waste

...e elimination, in a vast area of ...es, can only be accomplished by ...te action in a trade. Hundreds ...ions of dollars have been saved ... the adoption of principles laid ... such programs, not alone to the ... groups concerned but to the ... consumer. They have brought ...lower prices, through attacking ...the costs of raw material, in... plant operation, and unnecessary ...aintenance.

...reference to cost accounting ...s, Secretary Hoover pointed to ...ly remarkable findings of Gov... agencies in the war years re... the knowledge and understand...costs in production and distribu... ...sses often were confused with ...those investigations showed, all ...lack of knowledge of the funda... of cost accounting. Today, the ...ssociation is proving itself the ...tent organized influence in the ...f costs in industry and trade, aiming towards standard systems applicable to peculiar conditions. All of which tend to more scientific knowledge of business and ultimately toward costs."

Employee Relations

On the subject of employee relations, the Secretary indicates, that while at earlier periods the individual business concern or manager, perhaps, has taken more frequently the initiative in forward policies of such relations, trade association after trade association is now developing the necessary preliminary stages of more equitable and advanced phases of this subject. In most cases it is largely a matter of research into the tremendous problems involved—selection of personnel, education, welfare work, accident prevention, employment principles, and collective agreements. In the opinion of Mr. Hoover, the associations will recognize that in the years of devotion to improving the processes of production and distribution there has been great oversight of the human factor and its mass relation. "Shall it be approached blindly and without preparation and knowledge?" the Secretary asks, answering, "Not if the present-day indications of trade association activity have real meaning."—LAMM.

New Crop Porto Rican Leaf In Splendid Condition

Benjamin Hamburger, of Hamburger Bros. & Co., returned recently from Porto Rico after a long stay on the island, during which he made a close study of the new crop and made important purchases of the choicest leaf for his organization.

Mr. Hamburger is enthusiastic over the merits of the new crop, which, he declares, is the best in years, and believes that the quality will more than offset the higher costs prevailing. He attributes the higher range of prices to the fact that the quantity of tobacco produced in the best section was overestimated.

To Keep Prices Within Bounds

The tobacco secured by Hamburger Bros. & Co. is now being stripped in Caguas, Utado, Gurabo and San Lorengo. Shipments are arriving regularly in New York, and samples are ready for inspection. Mr. Hamburger announces that he intends to co-operate with the cigar manufacturers in order to keep prices of Porto Rican fillers down to a reasonably low level.

UNITED STATES TOBACCO EXPORTS DURING MONTH OF MAY

Figures compiled by the Department of Commerce. Values stated in dollars.

ARTICLES, AND COUNTRIES TO WHICH EXPORTED.	UNIT OF QUANTITY.	MAY— 1922 Quantity.	MAY— 1922 Value.	MAY— 1923 Quantity.	MAY— 1923 Value.	ELEVEN MONTHS ENDING MAY— 1922 Quantity.	ELEVEN MONTHS ENDING MAY— 1922 Value.	ELEVEN MONTHS ENDING MAY— 1923 Quantity.	ELEVEN MONTHS ENDING MAY— 1923 Value.
Tobacco:									
Leaf tobacco	Pound	39,844,412	10,688,615			421,564,512	147,476,049	[7] 229,472,475	[7] 77,846,167
Bright flue-cured	do			10,505,676	3,466,731			[2] 48,325,446	[2] 20,587,435
Burley	do			1,053,406	260,125			[2] 2,948,682	[2] 780,226
Dark-fired Kentucky and Tennessee	do			8,943,248	1,622,357			[2] 45,570,709	[2] 8,350,150
Dark Virginia	do			1,901,681	739,198			[2] 33,049,303	[2] 17,465,532
Maryland and Ohio export	do			2,485,861	174,041			[2] 4,732,991	[2] 474,829
Green River (Pryor)	do			671,178	96,393			[2] 7,774,780	[2] 2,168,153
Cigar leaf	do			92,993	125,613			[2] 164,823	[2] 178,060
Other leaf tobacco	do			2,767,016	703,074			[2] 23,370,125	[2] 6,891,493
Total	do	39,844,412	10,688,615	28,421,119	7,187,532	421,564,512	147,476,049	395,409,334	134,742,045
Exported to—									
Belgium		1,270,221	156,309	1,720,656	202,971	20,356,025	2,503,102	21,409,239	2,400,502
Denmark		157,637	20,385	434,842	98,105	3,371,817	635,326	4,687,250	919,183
France		7,950,885	949,085	2,518,587	433,722	41,573,266	4,948,065	30,053,101	4,408,270
Germany		1,007,290	134,588	2,265,333	234,540	25,044,534	4,147,749	27,923,671	4,044,561
Italy		5,927,706	1,078,312	1,194,475	278,361	44,730,038	10,049,286	32,104,040	7,002,730
Netherlands		822,230	172,048	2,827,135	205,718	18,701,639	3,472,952	15,793,840	2,461,430
Norway		245,634	88,844	167,944	54,107	3,240,821	942,909	3,394,791	1,266,896
Portugal		797,900	139,754	224,409	37,186	5,152,704	1,010,947	4,873,124	696,624
Spain		8,600	525	1,313,985	88,680	12,518,136	1,435,477	8,067,540	1,100,677
Sweden		1,276,448	86,245	32,576	3,200	3,642,409	631,571	5,068,624	1,000,021
Switzerland		21,585	6,304	268,820	46,874	2,526,554	693,218	1,884,437	391,820
United Kingdom		15,008,550	6,343,070	5,946,649	2,401,401	168,621,756	91,391,401	144,366,931	77,680,402
Canada		468,643	112,052	707,948	268,333	12,567,011	3,667,709	13,422,261	3,556,204
Mexico		37,076	12,033	32,555	9,677	2,507,513	544,029	396,538	126,714
Haiti		78,973	16,284	132,443	30,207	1,319,101	290,526	1,351,026	289,572
Argentina						992,652	308,015	2,445,071	790,438
China		2,680,544	736,875	4,293,325	1,144,067	19,704,154	7,050,420	34,060,213	10,433,650
Hongkong		182,566	35,632			502,035	101,617	1,394,714	252,383
Japan		178,373	130,125			2,184,713	1,007,255	2,390,566	1,293,512
Australia		60,630	28,513	2,192,279	974,916	15,184,443	7,421,990	16,872,037	8,445,619
British West Africa		750,643	221,072	1,050,372	326,361	6,042,387	1,874,624	9,365,399	1,825,682
French Africa		239,726	47,699	366,980	92,634	2,422,699	532,032	4,930,733	998,664
Other countries		672,552	172,861	749,806	256,472	8,658,105	2,815,779	9,153,988	2,336,491
Stems, trimmings, and scrap tobacco	Pound	854,033	31,614	525,986	24,696	9,671,530	469,722	7,284,303	533,005
Manufactures of tobacco (total)			2,415,092		2,289,031		20,940,052		22,661,340
Cigars and cheroots	Thousand	62	2,863	28	1,321	581	21,765	806	27,387
Cigarettes	do	1,094,728	2,187,159	1,124,735	2,090,059	8,422,360	18,338,947	10,480,392	20,055,559
Exported to—									
Panama		11,883	39,132	12,224	33,252	149,669	586,201	174,518	489,572
British India		2,000	5,000	3,000	6,000	114,260	296,606	97,786	247,039
Straits Settlements		107,050	156,328	42,050	63,439	890,700	1,236,305	903,600	1,271,433
China		828,775	1,499,902	924,855	1,699,727	6,086,043	12,426,584	8,022,871	15,160,405
Hongkong		72,225	303,345	15,255	25,518	434,525	1,883,515	256,355	705,353
Philippine Islands		22,875	88,678	14,200	29,260	160,761	668,988	152,456	458,956
Siam		12,500	15,750	21,025	26,549	227,518	291,834	239,830	312,510
Other countries		37,420	79,924	92,096	206,314	358,884	948,914	632,976	1,480,291
Plug tobacco	Pound	288,956	145,836	270,082	132,953	2,660,849	1,331,820	3,426,507	1,798,638
Smoking tobacco	do	81,621	62,172	87,646	56,457	2,219,630	879,227	935,139	610,130
Other tobacco manufactures	do	55,564	17,062	36,300	8,241		368,293	672,298	169,620

[1] July 1 to Dec. 31, 1921. [2] Jan. 1 to May 31. [7] July 1 to Dec. 31, 1922.

UNITED STATES TOBACCO IMPORTS DURING MONTH OF MAY

Figures compiled by the Department of Commerce. Values stated in dollars.

ARTICLES, AND COUNTRIES FROM WHICH IMPORTED.	UNIT OF QUANTITY.	MAY— 1922 Quantity.	MAY— 1922 Value.	MAY— 1923 Quantity.	MAY— 1923 Value.	ELEVEN MONTHS ENDING MAY— 1922 Quantity.	ELEVEN MONTHS ENDING MAY— 1922 Value.	ELEVEN MONTHS ENDING MAY— 1923 Quantity.	ELEVEN MONTHS ENDING MAY— 1923 Value.
Tobacco (total)			6,762,801		5,765,995		56,618,403		72,957,786
Unmanufactured—									
Product of the Philippine Islands	free Pound	95,182	9,925	300,513	35,509	456,080	52,311	1,744,749	195,751
Leaf, suitable for cigar wrappers	dut do	481,226	1,135,046	924,412	2,345,233	4,107,566	8,463,735	7,762,224	16,867,982
All other	dut do	6,556,824	5,093,525			54,921,079	42,536,995	[2] 10,129,471	[2] 8,192,729
Cigar leaf—									
Unstemmed	dut do			1,286,273	1,088,850			[1] 10,091,438	[1] 7,981,749
Stemmed	dut do			1,035,009	1,108,607			[1] 8,652,556	[1] 9,038,846
Cigarette leaf	dut do			529,194	375,852			[1] 31,879,044	[1] 21,696,072
Scraps and other unmanufactured	dut do			223,824	70,781			[1] 1,927,946	[1] 573,151
Manufactures of tobacco—									
Cigars and cheroots	free do	116,699	216,753	326,496	407,524	1,321,853	2,381,338	3,523,072	4,841,285
	dut do	34,965	274,556	35,405	289,845	344,026	2,916,791	419,249	3,158,223
Cigarettes and paper cigars	free do			225	475	1,480	1,552	3,475	6,931
	dut do	951	5,173	1,710	12,441	6,692	30,073	12,084	80,165
All other	dut do	27,709	27,823	32,269	50,878	254,835	235,608	276,808	324,902
Miscellaneous vegetable products:									
Starch	dut do	550,172	27,936	1,741,983	50,607	7,495,828	336,893	11,479,485	368,243
Vegetable glue	dut do							[1] 22,399	[1] 1,120
Vegetable ivory	free do	3,213,472	94,685	1,994,438	65,482	27,826,077	745,480	30,490,651	833,143
Moss, seaweeds, etc., crude	free do	300,988	26,794	1,092,256	62,112	7,572,950	439,293	11,902,993	542,087
Other free	free		10,226		82,194		91,086		1,343,160
Hops	dut Pound	126,469	34,478	6,886	1,192	825,528	326,600	1,203,824	241,479
All other	dut		2,558		149,567		40,236		890,772

[1] Beginning Sept. 22. [2] July 1 to Sept. 21.

Our Selections of the
1923 crop of

PORTO RICO TOBACCO

will sustain our reputation as to the unexcelled uniformity of our grades and the exceptionally fine quality of the tobacco.

STERN-MENDELSOHN CO.
INCORPORATED
165 Front Street
New York City

Burley Tobacco Growing in East Tennessee

By RAY D. WEBB

(In Knoxville Sentinel)

urchasing power, the bank ac-s, he prosperity of the farmers of id fifteen adjoining counties will nled within the next six to ten rough the raising of burley to-te money crop that has come to c: in these adjoining counties. igh tobacco raising in counties ni; and in Knox county is yet in fi:cy, more than a million and a lcars is expected from the burley c rop this year alone. Almost five a much as the tobacco crop in the t ritory brought last year. Sur-alr that for years has been wasted n turned into healthy bank ac-s nd this fall farmers will have oney to purchase automobiles, e heir children, pay off mortgages u ish their homes.

s ear there are more than 4,000 r within fifty miles of Knoxville r growing burley tobacco. These f mers will grow between four v million pounds of tobacco that e for a million dollars or more. f mer of East Tennessee has the opportunity to make crops vi bring in the cash and not in-e ith his other crops.

en Million Dollar Crop

t within ten years the tobacco crop n fifteen counties surrounding vie will produce a burley crop w bring more than ten million s has been assured by the East s: Tobacco Growers' Association h Division of Extension of the rsy of Tennessee, which organi-s troduced tobacco raising in this nd are 100 per cent behind the rsin developing the new money-g rop.

e: W. Dean, secretary and man-o the East Tennessee Tobacco r Association, during an inter-onversation with the writer, d out why this section of East s: within the next ten years come the leading tobacco rais-ct n of the south and gave several c:g reasons for saying so.

'en Reasons are Given

t-The East Tennessee farmer is g money crop.

n—The East Tennessee farmer e adaptable soil and facilities for gh grade tobacco.

d-East Tennessee soil and climate fundamentals for raising the best tobacco.

rt—Manufacturers of high grade p ave issued reports which show n world is demanding East Ten-l rley tobacco.

n-The Division of Extension of n ersity of Tennessee is offering n ble service to the farmer who in tobacco.

h-The leading bankers, business c izens and institutions of East ss are behind the farmer.

n.—Knoxville is to have a $75,-0 co warehouse, to be one of the c most up-to-date in the south.

t]-Tobacco manufacturers prefer e nessee burley and have guaran-a the top price will be paid for r le burley.

h-Figures and crops prove that n Tennessee farmer is fast be-e best tobacco raiser in the

h-The highest poundage per acre e highest price per basket burley old in the United States was i Jefferson county.

ght Prospects for Future

I an, manager of the East Ten-obacco Association, who has n rested in tobacco raising for y rs and who hails from Robert-tly, where 5,000 farmers raised th 25,000 acres of tobacco last n brought more than $7,000,000. o that the tobacco crop opens up t the farmer to earn hundreds a more than he has ever raised a and at the same time not sacri-five his other farm crops, but while raising tobacco make money to improve his farm and at the same time, by raising tobacco, according to the latest methods, which is rotating the crops, improve his soil from 50 to 100 per cent.

Mr. Dean pointed out that the tobacco crop of Robertson county last year sold for more money than the entire wheat crop of Tennessee. That alone is something for the farmer to think about. The tobacco crop of Greene county, also brought more than the combined crops of any other two East Tennessee counties.

The 1922 Crop

Discussing last year's tobacco crop in the ten or twelve counties surrounding Knox, which was the initial year that tobacco was raised to amount to anything, the crop brought more than $200,000 and it was all sold on the Knoxville market, said Secretary Dean. The crop totalled between 600,000 and 700,000 pounds and sold at an average price of about thirty cents per pound. There were only about 500 growers and less than 1,000 acres of tobacco produced in this immediate section.

The Present Outlook

This year the same counties, with two or three more added, are expected to raise between four and five million pounds which will sell for possibly as much as a million and a half dollars. An up-to-date survey conducted by the East Tennessee Tobacco Growers' Association, conducted by the secretary who has personally visited every road crossing in the fifteen counties, shows that there are 4,000 farmers who are cultivating tobacco, and that there are between 4,500 and 5,000 acres of burley tobacco planted in the district of which Knoxville is the geographical center.

Credit Due Farmer

Secretary Dean, when asked to whom is due the credit for the developing of the tobacco crop in East Tennessee" answered, "Why the farmer, chiefly, and second the Division of Extension of the University of Tennessee. First to the enterprising, ambitious farmer is due most of the credit for the progress of the tobacco raising crop; and second the untiring efforts of the Division of Extension is responsible for the high grade tobacco that was raised last year and that which will be raised this year." High officials of the Division of the Extension, including C. E. Brehm, assistant director; B. M. Elrod, district agent for East Tennessee; J. C. McAmis, agronomist, and Frank Chance, Knox county agent have personally visited hundreds of farmers, and with the aid of the county agents over East Tennessee have given demonstrations and lectured to farmers at various times in the counties, and taught them the principles of raising tobacco. During the past few weeks, these agents and officials and men connected with the East Tennessee Tobacco Association have toured East Tennessee in automobiles explaining to the farmer the best way to dust, spray and clean his tobacco patch.

Possibilities, Next Five Years

Secretary Dean pointed out that there are 30,000 farmers in East Tennessee and that if each farmer grew only one acre of tobacco that the tobacco crop would bring more than ten million dollars. This is the goal set by the Division of Extension, the East Tennessee Tobacco Growers' Association and others interested in the tobacco industry within the next ten years. "Of course these 30,000 farmers could very easily raise two acres of tobacco each and if they should the value of the tobacco crop would stagger you," said Secretary Dean. The goal for 1924 is double the acreage of 1923 and indications are that the acreage will be more than doubled because the farmers are interested. It is possible that more than ten million pounds of burley will be raised next year in the Knoxville district. Already farmers are plan-

WAITT & BOND

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25c FOR 20

Patterson Bros. Tobacco Corporation

Richmond, Va.

A Name You Know

with a reputation maintained by the world's largest manufacturer of High Grade Cigars.

ROI-TAN

A cigar you'll like



cultivate and fertilize the soil for
ar's crop.

a May Be Done in the Entire East Tennessee Belt

ung the course of the interview
can stated that there was a pos-
it of raising from fifty to sixty
io pounds of tobacco in East Ten-
e between Cleveland and Bristol, the
c belt, each year. "Of course it
ten years before that large crop
braised, the farmer must be trained,
el uses must be built and other things
t e done, but you can say that the
ne will only have to continue to take
interest in tobacco raising the next
ars that he has during the past
ars to make tobacco raising the
op of East Tennessee and a crop
ll bring ready money which will
u to more than the value of all
her crops combined," said Mr.
n

One Acre Brought $857

d Blackburn of Jefferson county last
aised an acre of tobacco that
ig: $857. There were dozens of
ns in Knox and adjoining counties
ceived more than $500 per acre
tir tobacco. The average price
a e was $300.
n counties in East Tennessee where
c is now being raised in large
nt es are Knox, Blount, Sevier, Jef-
n Hamblin, Grainger, Claiborne,
p ll, Anderson, Loudon, Monroe
l ion. Greene county, of course, is
c ss by itself, it being a much older
c growing county.

Jg Warehouse for Knoxville

h year and the coming years, the
c crop of the East Tennessee coun-
n entioned above, is to be handled
n Knoxville and sold in a new
X warehouse that is to be erected
ve now and November. The new
el use is to be made possible through
p blic spirited bankers, merchants
c izens of Knoxville who believe in
p ssibilities of tobacco raising and
a d the foresight to see that the
re have a great opportunity before
t. These men have purchased stock
h e guaranteed that the warehouse
b erected in Knoxville. The ware-
e s to be so constructed that 100 or
e ads of tobacco can be unloaded at
t ne.

Market Every Day

ft November 1, which is about the
l ime for East Tennessee tobacco
co to open, there will be a market
Kn xville every day and the farmer
b ng his tobacco any day he wishes,
th market price, get the cash money
h e the balance of the week to do
r ling and return home any time he
e
ni year the large tobacco manufac-
rs have assured the Division of Ex-
o and the East Tennessee Tobacco
w s' Association that a daily market
e f the different grades of tobacco
b furnished and that a large corps
o cco buyers will make Knoxville
h adquarters for several weeks.
as year the following bought tobac-
n he Knoxville market: American
ao Co.; Liggett & Myers; R. J.
n ds Tobacco Co.; Imperial Tobac-
Co of England; Larks & Bro. Co. of
rn nd; The Austin Co. of Greene-
, enn.; and the P. Lorillard Co..
o these companies and others have
re those interested in the local to-
ob raising industry that they would
b uying agents on the local market
ear.

th Cigarette Tax Yields Large Returns

A LAKE CITY, Utah, July 14.—After
nths of operation of the amended
n of the Southwick cigarette law
el re 597 dealers in Utah who have
ni d the necessary annual permit
n their local governmental authority,
or ng to the records filed by W. D.
to State Treasurer. During the
pe riod the State has sold $25,504.36
re nue stamps.
: the opinion of Charles T. Prisk,
en tendent of the cigarette revenue
at ment, that the receipts from the tax on the sale of cigarettes will continue to average around $12,000 a month, or close to $150,000 a year.

In the meantime, a vigorous campaign is being projected to require obedience to the new law. In support of this an opinion was obtained from Harvey H. Cluff, attorney general, to the effect that the licensed permittees are required by the terms of the law to sell the cigarettes under such regulations as may be required and fixed by Mr. Sutton. These regulations have already been furnished to all the permittees in the State. Among other requirements are the following:

"All open stock of cigarettes and cigarette papers must have affixed to them Utah State cigarette revenue stamps, properly canceled"; and

"Do not put stamps on cartons. When selling a full carton of cigarettes it should be broken and stamps affixed to each separate package."

If an officer goes into a tobacco store and finds cigarettes in open cartons, without the stamps affixed to the packages, therefore, the dealer is in violation of the law. Similarly, a person smoking a cigarette from a package which does not carry the State revenue stamp can not evade interrogation by saying that he purchased the cigarettes a carton at a time. The dealer is required in such cases to open the carton and stamp each package.

With such aids it is believed the law can readily and rigidly be enforced, although some complaints have come in as to its violation. In addition, the reputable dealers, who themselves live up to the law, have a pecuniary interest in seeing that others, also, obey its mandates.

Complaint has been made to Mr. Sutton's office, however, that in some instances representatives of wholesalers are selling direct to the consumer, without even the formality of taking out a local permit, let alone affixing the State revenue stamp. Such violations of the law might, under its terms, lead to confiscation of the wholesaler's entire supply of cigarettes.

South Carolina Co-ops Open Markets

RALEIGH, N. C., July 16.—All the markets of the Tobacco Growers' Co-operative Association in the entire South Carolina Belt open this week to receive the 1923 crop, two weeks in advance of the date announced for the opening of the auction warehouses in the Palmetto State.

The organized tobacco growers of South Carolina who are generally conceded to have set the price for tobacco in their state, which almost doubled in value within twelve months, this year set the date of opening. From present indications the Tobacco Growers' Co-operative Association will receive a majority of the crop in South Carolina. The membership of the association in the Palmetto State has been increased during the past twelve months by 1,600 new contracts and more than 7,000,000 pounds of tobacco and the co-operative growers are bringing well-graded tobacco to the association floors, due to the fact that more than 150 locals have held demonstrations in sorting and bundling during the last ten days.

Great mass meetings to celebrate the success of the co-operative association and the opening of its second year are taking place this week at Kingstree, where U. S. Senator E. D. Smith, noted farm bloc leader, is scheduled to address tobacco farmers at a great barbecue, and at Mullins, when Governor McLeod of South Carolina addresses tobacco farmers at what promises to be the record-breaking mass meeting of the year.

T. C. Watkins, manager of warehouses, defines the policy of the association as it enters its second year of marketing in the following words, contained in a letter mailed to every warehouse employee of the South Carolina Belt:

"Our first duty is to serve the farmer, who is our employer, a fact that we should never lose sight of. Your work is not finished when you have completed your routine duties. It is up to you to live and talk co-operative marketing. Our membership is looking to its employees and is judging our organization by their conduct."—S. D. FRISSELL.

Patterson Bros. Tobacco Corporation
OF RICHMOND, VA.



15c 15c

MATOAKA
Blue Ribbon
SMOKING TOBACCO
The best Patterson ever made
Exclusive Distributors Accepted in Open Territory on Liberal Plan



In Perfect Condition
BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.
MADE BY
RACINE PAPER GOODS CO., Racine, Wis.

CHOICE PORTO RICO TOBACCO

We have secured some of the finest quality inland tobacco grown in years.

Shipments are now arriving from our stripping plants in

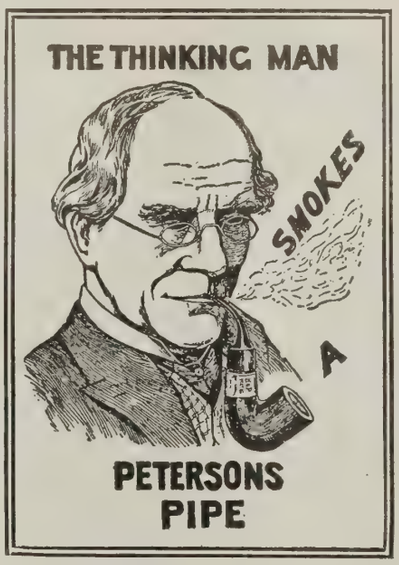
Caguas, Utuado, Gurabo, San Lorenzo

We are in a position to supply an assortment of all sizes enabling manufacturers to produce high grade cigars.

Send or call for samples

HAMBURGER BROS. & CO.

191 Water Street, New York



PETERSON'S PIPES

World-Wide Reputation

BELOW ARE A FEW SHAPES POPULAR IN THE U. S. A.

THERE ARE 500 OTHER PATTERNS TO SELECT FROM

For particulars apply to

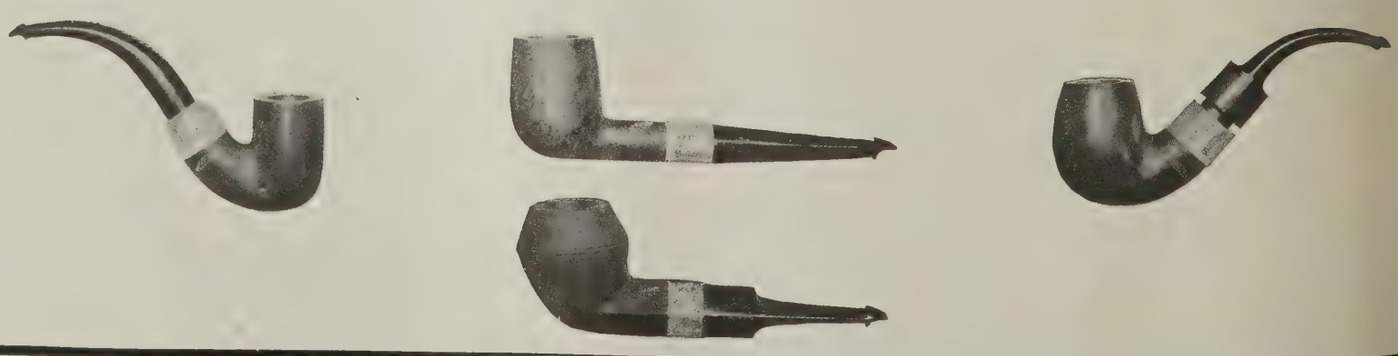
H. L. ROGERS CO., INC.
100 FIFTH AVENUE
NEW YORK CITY

U. S. Agents for

KAPP & PETERSON, LIMITED, :: Dublin, Ireland

Schwabacker Bros., Seattle, Wash. Distributors for the Northwest.





iler, DuBrul & Peters Mfg. Co. Heads and Guests

INNATI, Ohio, July 14.—The ac-
paying photo is of the officers and
rnent heads of the Miller, DuBrul
ers Mfg. Co., of Cincinnati, and
casioned by the visit of Signor
ignora Benito Santalla. Signor
aa is a member of the firm of
amil, Santalla y Cie, cigar and
ce manufacturers of Havana,
and together with Signora Santalla
ding several weeks in the United
s on a combined business and



Seated from left to right: C. J. DuBrul, President and General Manager of the Miller, DuBrul & Peters Mfg. Co.; Signora Santalla, Signor Santalla, Mrs. C. J. DuBrul and T. A. DuBrul, Vice-President of the Company.

te trip. Seated from left to right
CJ. DuBrul, President and General
r of the Miller, DuBrul & Peters
Co.; Signora Santalla, Signor
a, Mrs. C. J. DuBrul and T. A.
r, Vice-President of the company.
r Santalla included Cincinnati in
erary because he especially de-
o visit the new factory of the
DuBrul & Peters Co., where are
he DuBrul Cigarette Machines
clusively in the cigarette factory
amil, Santalla & Cie. He spent
days in Cincinnati a number of
go, when the Miller, DuBrul &
Co. headquarters were still in the
at served them for many years.
iewing the new factory, with its
d facilities for manufacturing,
essed astonishment at the won-
progress which had been made
s last visit.

Hamil, Santalla y Cie. make only
iest grade of cigars and cigarettes,
he very best vegas grown in the
Abajo section for their cigars.
the most popular brands which they export are the Elena and Monte Rosa to the United States, and Flor de A. Villaamil, which is a big seller in Spain. The Billiken and The La Moda brands of cigarettes are among the leaders, but their entire line of cigarettes is most popular, as attested to by the fact that the orders so far exceed their available raw material supply, that they are unable to fill the demands of their customers.

Signor Santalla is very enthusiastic over the type of work produced on the DuBrul Cigarette Machines in his own factory and others in Cuba, and after seeing a demonstration of a Durex Automatic Short Filler Bunch Machine he said to Mr. DuBrul: "I have used the DuBrul Cigarette Machine a good many years on the very highest quality of cigarettes, where high grade workmanship is an essential, and I know that the standard you maintain in your cigarette machines is also found in your Durex Bunch Machine. I can see why it will do all you claim for it in every respect, and I can readily understand the big demand for it. It should be in every factory where short filler cigars are made."

Signor and Signora Santalla expect to visit a number of other points of interest in this country before returning to Cuba.

Bound for Gotham

Harold W. Holzman, of the house of Joseph Holzman, sailed for New York Tuesday, on the *S. S. Leviathan*. Joseph Holzman and Mrs. Holzman will remain in Europe for some little time longer and will visit Germany and Hungary.

A New Porto Rican Tobacco Firm

For several years F. Derizanz & Co. have been operating as packers of Porto Rican tobacco with commensurate success at San Juan, Porto Rico. Fred Derizanz, head of the concern, has gained an enviable reputation in Porto Rico as a conscientious and thorough business man, and his clients have always been satisfied.

During the past week a consolidation has been effected with W. J. Ruthenburg & Co., under the title of Ruthenburg, Derizanz & Co. The consolidation is expected to ensure a greatly increased business.

Fred Derizanz formerly had charge of the stemming department of the Porto Rican-American Tobacco Co. for several years, while Walter J. Ruthenburg has been favorably known for more than a decade on Water street, having a large clientele among the big manufacturers of the United States. Mr. Derizanz will have entire charge of the Porto Rican interests, and Mr. Ruthenburg is to be in charge of the New York office. The other members of the new organization are Louis Rubert and Sebastian Bonet, both of San Juan, P. R. The new company possesses ample capital to accomplish big things.

The slogan, "Superior Vegas," has been adopted by the organization, and this will amplify the kind of tobacco always to be supplied by them. Nothing but inland tobacco obtained from the very best vegas (farms) will be handled, and customers may be assured of securing the very best that this wonderful island produces. Incidentally, their purchases of the 1923 Porto Rican crop have been very large.

Ruthenburg, Derizanz & Co. have a fine line of samples ready for inspection at their offices at 126-128 Maiden Lane, New York.

Sam Bijur Home Again

Samuel H. Bijur, of E. Rosenwald & Bro., arrived in New York yesterday on board the White Star liner *Olympic*, after a pleasant voyage. Mr. Bijur was in attendance at the Amsterdam and Rotterdam inscriptions.

On Important Mission

Charles Landau of 35 Wall street, representative of H. Upmann & Co., Havana cigar manufacturers, sailed this week for the Cuban capital on an important mission.

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

Mill-Factory and Main Office
NEW HAVEN, CONN.

-Salesrooms-

NEW YORK
25 W. 43rd St.

PHILADELPHIA
1215 Filbert St.

BOSTON
99 Chauncy St.

LA CONFESION CIGAR

Imported Sumatra Wrapper

A Favorite

for forty years. Because they are good cigars and

DRAW TRADE



Sizes and Prices

Invincible	3 for 50c
Waldorf	15c Straight
Club House	15c Straight
Perfecto Extra	2 for 25c
Epicure	2 for 25c
Regalia	10c Straight
Panetella	10c Straight
Blunts (wood)	10c Straight
Blunts (cans)	10c Straight

Benito Rovira Co., Inc.

311-321 E. 62nd St.
New York

Class "A" Cigars

Anyone Can Sell "Gold Dollars" for Ninety Cents. A Real Salesman Turns Ninety Cents Into a Gold Dollar!

In Which Class Do You Belong?

CIGAR SMOKERS

Are demanding a high grade five cent cigar. Are you prepared to meet this demand at a profit to yourself?

PROGRESSIVE MANUFACTURERS

Are meeting the problem by using automatic machinery. Low production costs mean returning prosperity for the cigar manufacturer.

BE UP WITH THE LEADERS

Are you keeping abreast of the times? "Machine Made" means "Clean Made." Your cigars will look better, smoke better and cost less than your competitor's.

INSTALL CIGAR MACHINES NOW

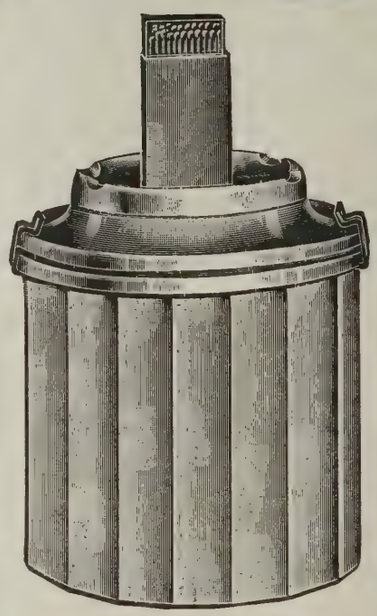
Make a "real smoke" for five cents and show a profit for your company.

INTERNATIONAL CIGAR MACHINERY CO.
5520 2nd Avenue, Brooklyn, N. Y.

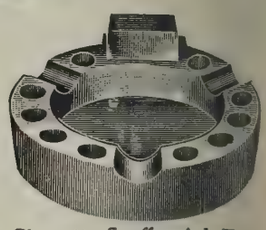
Experts on all Types of Tobacco Machinery, "Fresh Work" Cigar Machines, "Mold Rolling" Machines

UNITED STATES GLASS CO.

General Office and Salesrooms
So. Ninth & Bingham Sts.
Pittsburgh Pa.



No. 6 Jar with New Cover.
Also furnished with Regular Cover.
No. 7 Jar same as No. 6 except 1 inch deeper.



Cigarette Snuffer Ash Tray

Humidors, Cigar Cigarette and Tobacco Jars

Made of the finest Quality Glass

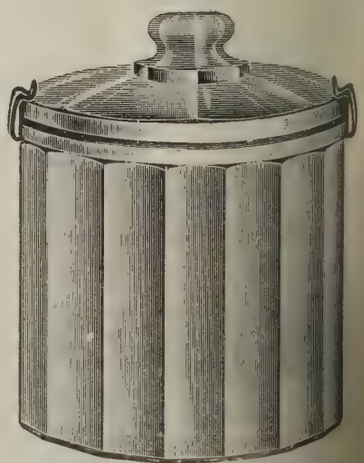
We Specialize on Private Moulds.
Special Feature is having Name, Factory Number, District, Etc., Pressed in Bottom of Jar.

TOBACCO AND CIGAR JARS FURNISHED

Complete with Rubber Ring and Clips, Packed in Individual Cartons and then Packed 2 dozen in a Crate or 50 Jars in a Box. Also Packed 1 dozen in Re-shipping Carton.

Branch Offices and Showrooms in

NEW YORK
CHICAGO
PHILADELPHIA
BOSTON
LOS ANGELES
BALTIMORE
SAN FRANCISCO
SYDNEY, AUSTRALIA
DENVER
DALLAS
LONDON, ENGLAND
MEXICO CITY, MEXICO
HAVANA, CUBA
PONCE, PORTO RICO
CARACAS, VENEZUELA



No. 5½ Jar and Cover
Can be furnished with New Cover
Holds 50 Cigars

LARGEST MANUFACTURERS OF TABL GLASSWARE IN THE WORLD

THE "EBULATOR SYSTEM" of AIR CONDITIONING

for the Tobacco Manufacturer

HAS NO EQUAL

Let Me Prove It.

Heat and Humidify your rooms with less coal and less power (than by any other system)

EVERY INSTALLATION GUARANTEED

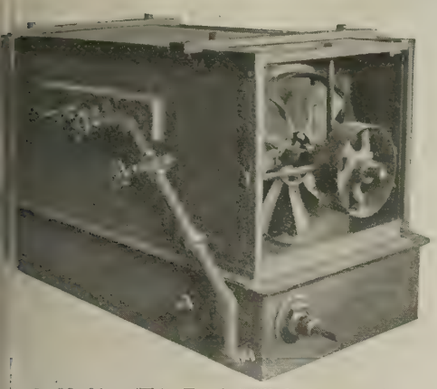
None of My Machines Require Water Pressure

No Nozzles to Clog or Get Out of Order

Atomization and Saturation of the Air Accomplished by Methods That Never Fail.

ASK FOR LIST OF USERS

D. P. GOSLINE, MFR.
BOSTON (19), MASS.

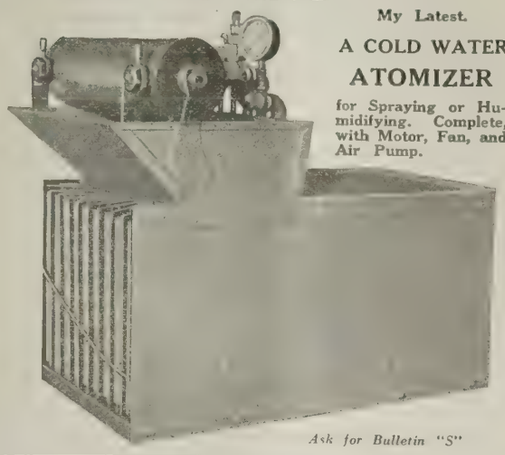


ingle Machine (This Type) Will Produce 80% Hu- ty in a Room of 100,000 Cubic Feet. Perfect Diffusion f loisture Secured.

My Latest.

A COLD WATER ATOMIZER

for Spraying or Humidifying. Complete, with Motor, Fan, and Air Pump.



Ask for Bulletin "S"

Wasserman Co. Expanding

B. Wasserman Co., importers and tors of domestic and imported of 77 Chambers street, New York, an enormous demand for the high- igars handled by them, including ing, Optimo, Ignacia Y Haya, Al- and Havana Cadet brands. to greatly increased store business, Gray, son of Tom Gray has been o the floor, and will undoubtedly m acquisition to the in-door staff. portant addition to the out-door the appointment of William Gart- rmerly of Gartner & Son, cigar acco merchants, of Newark, N. J., ales force, effective next Monday. rtner is to cover the Jersey ter- and may be trusted to increase s in that fertile field.

pcting Connecticut Crop

A. Kramer, vice-president of Cigars, Inc., and Ford Bayuk, son er Bayuk, are in Connecticut this specting the 1922 tobacco and the g crop. They are accompanied I. Jacoby, of Mayer & Mendelsohn.

Distinguished Visitors

el Harry Mousdale and Mrs. J. French, of A. Santiella & Co., anufacturers, of Tampa, Fla., are ham this week, looking up their ld friends and making new ones.

Off to the West

les P. Haase, of the American Trading Co., Inc., importers of a and Java tobacco, is to leave ork this week for an extended the Middle West.

Up-to-Date Offices

spacious offices of Cullman Bros., ackers of domestic leaf tobacco and importers of Sumatra, at 161 Front street, New York, have been renovated, and are looking more spick and span than ever

To Return Home in August

Percival R. Lowe and Mrs. Lowe, who are having a great time in Europe, plan to return to New York on August 17, sailing from Cherbourg on the Cunard liner Aquitania.

A Well-Earned Holiday

William Quanjer, the genial representative of H. Fendrich, Inc., of Evansville, Ind., in New York, is spending a well-earned vacation in Sullivan County, New York.

High-Grade Cigars in Demand

Grosvenor Nicholas & Co. report a remarkable demand for Hav-A-Tampa and Cortez cigars while their high-grade imported brands are also going stronger than ever.

Wisconsin Doings

EDGERTON, Wis., July 13.—While the extreme heat of the first days of the week wrought hardship for men and horses in the fields, tobacco moved into the belated patches, and there should not be much left to transplant next week. The season is getting late anyway, and haying and cultivation of corn and early set tobacco fields keep the farmers very busy without having to transplant.

The early fields, many of them delayed on account of protracted dry weather, are now coming along in very good shape; some of them are uneven due to much resetting, but on the whole the stand is very promising, indeed. Some of the reset fields after the weather conditions changed for the better look as well as tobacco ever did at this time of the year; this is true especially of the northern section.

The acreage of 1923, while cut by some growers, is going to be fully equal

(*Continued on page* 21)

HAVANA PORTO RICO NEW YORK

AIXALA & CO.

Tobacco Growers Packers and Strippers

M. A. ANDRE
169 FRONT ST., N. Y.
PHONE JOHN 4140

CORRALES 6, 8 & 10
HABANA, CUBA

FINE SIZES

CHANCELLOR CIGAR

HIGHEST GRADE

THE ACKNOWLEDGED LEADER
AMONG MILD SUMATRA-WRAPPED HAVANA CIGARS

Col. Roosevelt Speaks at Burley Burgoo

(Continued from page 3)

ative marketing contract presented to him by Albert T. Day, of the Burley association.

Colonel Roosevelt declared himself unreservedly for co-operative action by the farmers of the United States. At the close of his address he made an impromptu talk about the naval disarmament congress at Washington as an example of co-operation among nations, discussed the army and navy in the World War, and in speaking of the First Division asked if there were any soldiers present who had been First Division men. Owen Wells, of Maysville, and Luther Baer, of Flemingsburg, Route 4, responded and were given a royal greeting by Colonel Roosevelt, who asked them to come to the speakers' stand.

Large Crowd Present

The crowd which attended the meeting was estimated at 12,000 to 15,000 persons and many of them enjoyed the burgoo served on the grounds. Colonel Roosevelt, Mr. Barrett, and Colonel Roosevelt's two "buddies of the First" were served at a table overlooking the Ohio River and the bathing beach.

Hon. Stanley F. Reed, former legislator and counsel for the Burley co-operative, introduced Colonel Roosevelt as "one who wears honorably and worthily an honored name." Hon. James N. Kehoe, former congressman and vice-president of the Burley co-operative, introduced the other speakers. In the audience was Miss Alice Lloyd, known in 1906 and 1907 as the "Joan of Arc of the Burley tobacco growers," because of her connection with the old tobacco pools and her effective and courageous work for them.

A parade a mile long, preceded the speaking. Among the floats in the parade was one of the Bank of Maysville, representing the condition of the tobacco growers at the close of the 1920 marketing season and the 1921 season. The float carried two piles of stage money, the first being a small mound indicating the return to the growers for the 1920 crop. At the foot of the mound sat two little boys in rags and tatters, with hoes in their hands, representing the fact that the children had to work in the tobacco patch following the disastrous slump in the price of tobacco when the 1920 crop was sold.

The return to the farmer for his 1921 crop, the first year of co-operative marketing, was represented by a mound of money about three times as high as that of 1920 and at the foot of this mound sat two little boys, well clad and studying their school books, representing the prosperity that came to the parents of the children as a result of the co-operative marketing of their tobacco crop that year.

Col. Roosevelt's Address

In his address Colonel Roosevelt said:

"I am not a farmer, though I was born and brought up in the country, yet whenever I get a chance I go back to the country again. I don't know as much as I wish I knew about the farm situation in the United States. However, I realize fully its vital importance, not only from the standpoint of the farmers themselves, but from the standpoint of the country in general, and I have studied it and talked much to those who are constantly in touch with them. As a result, there are certain very definite ideas that I have upon it. My position is a good deal like that of the man in John Hay's poem, who says in speaking of religion, that he does not know a great deal about it because he has not had much of a chance. However, he continues:

"'I've got a middlin' tight grip, sir. On the handful of things I know.'

"That is my position. I don't know as much as I wish I did know, but what I do know, I believe in absolutely sincerely.

"To begin with, it is axiomatic that the farmer underlies our civilization. Without food we cannot live. The interest of the farmer, in the broad sense, is the interest of the city man, for both are absolutely inter-dependent. That our farmers have suffered in late years is not a matter of conjecture, it is a matter of common knowledge, susceptible of a dozen proofs. One-third of the counties in the United States lost in population between 1910 and 1920. These one-third were farmers' counties. In my own state, where, naturally, I am in touch with conditions closer than anywhere else, this trouble is clearly exemplified. For instance, Allegheney county in 1890 had a population of 43,000; in 1920 this had sunk to 36,000. Schobarie county in 1890 had a population of 29,000; in 1920, 21,000. So the tale runs. The rural counties have almost all lost in population, while the urban counties have gained. This is not healty for our country, and should be a matter of grave concern to all interests, not only the farmer, but everyone in the United States.

Problem One of Finance

"Unquestionably this may be ascribed to a number of reasons. Some we can help, and some we cannot help. I don't put much stock personally in those who get up and speak to the farmer on his condition with a sob in their throats, move the audience to tears, and in leaving leave behind them all their interest in the problem. Frankly, I don't know what the cure-all for the trouble is. Perhaps there is no cure-all. There certainly are, however, remedies that should be applied, and what I say to you I thoroughly believe in and am prepared to back up and down the line.

"When problems get very complicated, I personally always try to get back to the first principles. On this basis, as I see the problem of the farmers, it is in a nutshell that the farmer is not making money. The question, therefore, before us is to see if we can adjust things so that the farmer can make money. Loaning money to him does no good unless he can make money, for it simply means that he accumulates debt after debt until he is scarcely able to stagger under the load. Credit is valuable only when it serves some practical purpose, such as tiding him over a bad moment, or enabling him to sell at a better market without dumping. A loan when no profit is made, as a result, is worse than useless. The condition of the farmer then is like that of the character in the Bible whose last estate was worse than his first estate.

"The great weakness of the farmer has been in the past, and still is, his disinclination to co-operate with his brother farmers. There is an old saying that rings true, to the effect that the Lord helps those who help themselves. In my opinion, this is largely true of the farmer. The principle help for the farmer will come from the farmer. His salvation largely lies in his own hands. Those in government positions can furnish opportunities, but in the last analysis, in order to have those opportunities bear fruit, the farmer has to take advantage of them himself. Co-operative marketing, for example, is to my mind a prime essential in the solution of the problem. It is neither untested nor untried, but has stood the gaff straight through. We have countless instances of its success not only here, but in foreign countries where it has been practiced for years. In spite of this, a large percentage of our farmers in this country do not engage in co-operative marketing. That is, after all, only one phase of co-operation. Co-operation should extend, where possible and practical, from the least important things in every-day life right up and down the gamut. Team work is the secret of success, whether the game be football, war or farming. Co-operation is nothing but team work. We have made real strides along this road, but the journey is hardly begun.

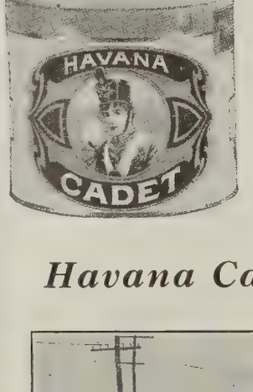
Farmer Consulted Now

"Furthermore, the farmers' problems are now given the collective attention of the farmers through their organizations. This is a great asset to all, for it should mean that legislation on farm questions is never attempted without those who represent the farmer having a full opportunity at such times to give their views in court. The public men now



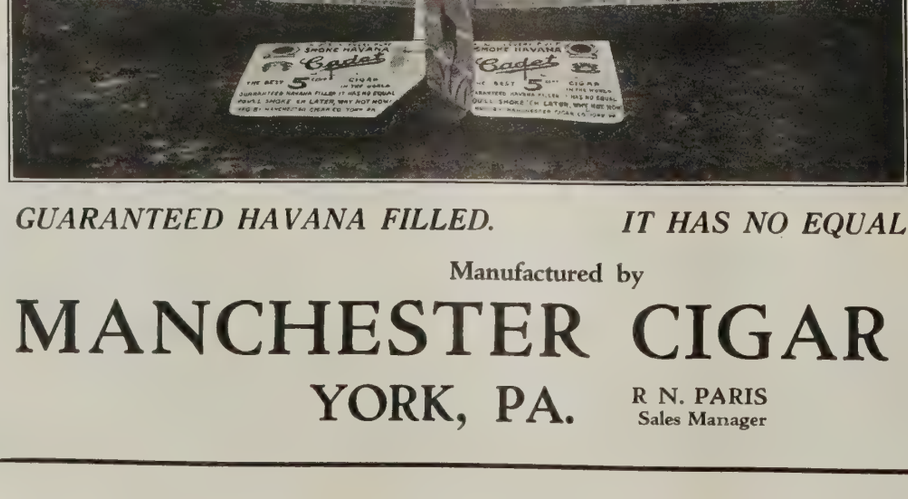
"A Joy in Every Puff"

HAVANA *Cadet* CORONA 5 CENTS





Havana Cadet as seen in the Sky and on Earth



GUARANTEED HAVANA FILLED. *IT HAS NO EQUAL*

Manufactured by

MANCHESTER CIGAR CO.

YORK, PA.

R N. PARIS
Sales Manager

ad public men should, whenever onsider farm problems, consult nd hear the views of accredited esitatives of the farmers in this tt. It will not always be possible these views to be accepted, for the cmen will have to always balance roblem according to its bearing on h citizens of the country. Public lwever, should endeavor to get at rts of the farm trouble through ling with experts and by experts e farm trouble through consulting cperts and by experts I mean the r of the farm organizations, such h lie Barrett.

I ve said above that the solution of li culties lay, in my opinion, largely t farmer. Government, however, certain perfectly legitimate things r it feasible and possible for him oc out his salvation. They can, er such legislation is not in ex- pass enabling acts in order to -operation possible. In addition, epartments as that of Agriculture, hough specially developed facilities, hnselves in a position where they rnish full information and advice -eration. This should be a most a ial aid to those who wish to undertake such work in its various phases.

"To sum up, therefore, I believe the essence of the problem is to endeavor to create a situation where the farmer can make a legitimate profit. In order to give him a fair opportunity to achieve this, I believe that banks and railroads should extend credit to the utmost limit compatible with this end. Furthermore, the principle of co-operation in general should govern particularly with reference to co-operative marketing for farm products, and therefore, such permissive legislation as will aid, should be passed and the government should be in a position to furnish complete information and advice.

"It has been my pleasure to associate closely with Charles Barrett during the last three years, and I have learned to respect and admire him. Indeed, many of my views on the farm situation came in the last analysis, from him. He and I had the privilege of working together on one of the great achievements of this administration, the limitation of armaments conference, and I am going to discuss that now with you."

An informal discussion of the conference followed.

Successful Retailer's Interesting Story

Told to FRANK H. WILLIAMS

r glad I am in the retail tobacco e., because:

s—It is a fundamental industry. mes may come and good times cne, but whether times are good dnen will continue to use tobacco. vile business may not be quite as sne times as others, there will al- e enough business to keep my ging and to make money for me.

cd—It is a business that has tre- o possibilities. I have been in the bacco business for over a quar- century and during this period I sen a tremendous increase in this e and I have seen the tobacco s adding other lines which have lyincreased their volumes of trade a led materially to their profits. jst as this business has grown so yin the past I am looking for it o in the future. I know of no re- ness that faces such a splendid e s this.

ir—It is a pleasing business. There e kicks in this business. Custom- e happy when they are purchasing obacco store and so there is no ir about prices and no turmoil "ljustments" and all that sort of There is no retail business, to my fat is quite so human and interest- ns.

ih—It is a cash business. During ose of my business career I have i a number of other retail busi- rom time to time and when in ner businesses I have been im- d with the amount of grief and nere is connected with the operat- credit business. I got out of the tail businesses I was in largely s they were not on a cash basis o dn't be put on such a basis, and t o say right now that one of the st reasons why I am glad to be in e il tobacco business is because n s pay cash for the goods they t ny store and thus make it un- ar for me to spend a lot of money v head charges in the keeping of hd that, by reason of the business a cash, I have a lot less worry o er than would otherwise be the

h-There is a quick turnover in uness. It isn't necessary for me n a tremendous amount of high- oods in order to do business. How e this is from the situation in a nt store or a men's clothing o some other business where goods b purchased far in advance of the h the hope that they will please o 's customers and where so much t tied up in stock that it would a man sick just to think of it. urnover and a comparatively a ount of money tied up in stock f the reasons why this business s o powerfully to me.

Sixth—It brings me in contact with a lot of good scouts. Like so many other men, I like to meet my fellow men and talk to them and discuss fishing and sports and the problems of the day and all that sort of thing. I think I'd just lie down and curl up my toes and pass out if I had to run a business where the majority of people I came in contact with were women. I get a tremendous amount of pleasure out of meeting the customers that come into my store from day to day and in talking with them and kidding with them and advising with them and all that sort of thing.

Seventh—There are no tremendously big problems arising in this business. The retail tobacco business doesn't make any demands for supermen in running it. I don't have to get a lot of advice from bankers and financial genuises who demand a big price for their help and information. This business presents no problems that I can't solve without assistance. And so it is MY business exclusively and entirely.

All of which constitute the main reasons why I am glad I am in the retail tobacco business, and I expect that a lot of other retail tobacconists feel the same way about their stores.

Wildfire Less Prevalent in Wisconsin

MADISON, Wis., July 14.—The tobacco wildfire situation in Wisconsin is much improved this season, but there is still plenty of chance for new infection if weather is unfavorable, according to S. B. Fracker, state and university entomologist.

The principal danger lies in the falling of dashing rains before the tobacco harvest, which would cause a wide distribution of the now restricted infection. This disease, which first attacked tobacco in Dane county last year is bacterial and is characterized by brown spots surrounded by a yellow area, appearing on the leaves of the plant. This disease is at present confined to Dane county in this state.

Many Inspections Made

George A. Conant, in charge of state tobacco wildfire field work, reports that 250 inspections have been made in Dane county this year and that 150 fields and seed beds were investigated in June. But 32 cases of wildfire were found in these inspections compared to 90 last year. As a result of the work 100 per cent of the seed beds were given new locations on uninfected soil and 86 per cent of the infected fields of last year were not planted with tobacco this year.

The disease is found in all of the tobacco states of the United States, but it is less common in Wisconsin than in any other place.

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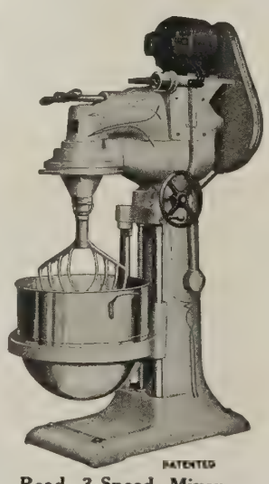
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NEW YORK, THURSDAY, JULY 19, 1923

WILL TOBACCO BE NEXT?

Such a rumpus is being raised over the dry law and its enforcement, that many seem to have lost sight of another bit of propaganda that is being promulgated over the country, a warfare against the use of tobacco.

The average man will say that such a prohibition is impossible. They said that once about liquor.

The man who smokes, will declare that the nation can never bring itself to ban smoking, as it is attempting to ban liquor. The man who took his "wee nip" in years passed, said the same thing about liquor.

Yet the prohibition of liquor came, and the prohibition of smoking is not the impossible.

There is already formed in the country a well organized movement against the use of tobacco. It has money back of it, and it has plenty of followers, just as the anti-liquor movement did. It is basing its whole campaign on mass action, which will so stir up people that when the right time comes the plan can be put over regardless of what will be its possible effects in the years to come.

Prominent dry organizations, which in the days when the use of liquor was not prohibited were fighting to ban it, have now turned their attention to warring on tobacco. And one need not delude himself into the opinion that these workers and these organizations have not followers:

The enforcement of the prohibition law has, in many respects, reached the status of fanaticism. The provisions of the law have caused things to be done which, twenty-five years ago would have been branded as the height of the impossible, and ridiculous to the extreme. Yet they are being done, and international complications are piling up at an alarming rate.

The use of tobacco has increased greatly in the past several decades. And at the same time the forces intent on doing to it what is being done to liquor, are increasing.

And the man or woman who says that prohibition of the use of tobacco is not to be thought of had best hark back to a short ten years or so ago, when they said the same thing of natural prohibition of liquor.—*Battle Creek (Mich.) Enquirer-News.*

We will not say that it is impossible, but it will undoubtedly take the anti-tobacco bunch longer to put tobacco prohibition into effect than it has taken the "drys" to bring liquor prohibition into its present state of imperfection. And if this be true, the tobacco industry and devotees have nothing to worry about—not for many generations to come—inas much as the anti-liquor war in the United States is said to have had its origin in 1642 when the Maryland colony passed a law punishing drunkenness by a fine of 100 pounds of tobacco.

ALMOST A CURE-ALL

It is fashionable among a lot of economic "experts," so called, to knock co-operative marketing of farm products. The favorite line of talk is to say something like this: "Oh, yes, co-operative marketing looks good to some people who don't know any better. They think it is a panacea or cure-all for farmers' troubles. But these organizations have always exploded with a bang, and the new ones will go just like the rest, only the bangs will be louder. Adam Smith proved—"

And so on.

We rise in our place to say to these croakers, "Gentlemen, you are misinformed. As economists, you are committing the unpardonable fault of basing your conclusions on incorrect premises. We declare in the most solemn earnest, weighing every word carefully, that co-operative marketing of farm products, intelligently directed by its members, is positively a panacea for every known economic trouble of farmers."

Our folks who are in commodity pools, or thinking of going in, or wishing some one would start one in their particular line, can take the above as a statement of what we think about co-operation.

Do not overlook that phrase—"intelligently directed *by its members,*" for that is the heart of the whole matter. Intelligent management by managers or leaders, with a stupid membership, will fail, and this is what our near-economists have in mind. Stupid management by anybody, leaders or members, will fail as a matter of course.

Intelligent management by members would have kept the raisin growers in California from tripling or quadrupling their production, glutting the raisin market beyond even the power of lavish advertising to move the crop. Intelligent management by members in Kentucky would keep down the tobacco acreage, thus avoiding the overproduction of Burley that is certainly going to face the tobacco pool this fall.

Adam Smith was right when he was alive, which was a good many years ago. He and the near-experts will be right again, and every marketing organization will sooner or later go blooey, unless farmers have learned something about crop surpluses in the last hundred years. —*Philadelphia Farm Journal.*

THE CROP ESTIMATE

Estimating crops isn't exposed to all the hazards which confront counting chickens before they hatch, neverthelsss considerable can happen before the harvest may be completed. Usually, however, the government estimates are well supported. That respecting this season's crops is gratifying, except possibly to those who have raised a bumper crop only to find that it doesn't always bring to the farmer's pockets bumper revenues.

Aside from the crops in the lists of estimates it appears there is an enormous yield of tobacco, although users thereof need waste no delusions respecting lower prices in consequence, although such a possibility exists. The report announces that prices for this year's crop have not yet been fixed.—*Augusta (Me.) Journal.*

SMOKES FOR WOMEN

We suppose that to many it is as true today as when Kipling and the tobacco-detesting Maggie quarreled about Havanas that "A woman is only a woman, but a good cigar is a smoke." However, leaving poetry aside and taking a commercial viewpoint, the combination of women and tobacco is, so to speak, a glowing success. Reports from the tobacco manufacturing centers indicate that while a good cigar is undoubtedly the acme of smokers' solace, the cigarette is far surpassing it in widespread popularity. In volume of sales the paper coated weed is gaining steadily on the aristocra cigar, the familiar pipe varieties or the plebe plug.

Two reasons for this are given by those w make it their business to study the market va of the weed. The war and women, say these servers, share the responsibility for the increa sales of cigarettes. The war is over, but cigarette habit, one almost impossible to re in the army, remains. But it is to the ladies t the manufacturers are now turning. Here i new field, certainly no less rich in commer possibilities than the one already practic conquered by the tobacco merchants. We ready have especially prepared brands women, but the reports tell us that these h no extended vogue. The fair fumacious prefers the full-sized brand. Helen and light up from the same package.—*Hartf (Conn.) Times.*

PROS AND CONS ON TOBACCO HAB

Some souls are fearful lest, having secu prohibition of liquor by constitutional ame ment, reformers go after smokers next with same intent. One indeed hears rumbles on horizon. Meantime, use of tobacco in United States increases amazingly. By the of the world war average consumption various forms was nearly seven pounds nually. And production of cigarettes amoun annually to 46,000,000,000. The nation's bacco bill is now said to be about $1,600,000, a year, not counting the accessories of matc pipes, etc. Clearly, a great industry, an national habit of persuasive significance. what the influence of tobacco is a committe scientists and educators organized in 1918 undertaken to determine. The first of series of publications under their supervisio "Tobacco and Mental Efficiency" (Macmi Company), by Prof. M. V. O'Shea, of the U versity of Wisconsin, who devoted consider time to personal research and sifting the findi of others in kindred enterprise.

Professor O'Shea is solely concerned v effects of smoking on the intellectual proces Wise men and famous men are quite ev divided on the question. Grant's cigar is toric. Gladstone never smoked at all. Disraeli's Havana was often in evidence.

Frederick the Great, Doctor Johnson, Tal rand, Napoleon and Gibbon were fond of sr Roosevelt and Wilson were our only presid not using tobacco in any form. The Duk Marlborough made chewing tobacco fam Thomas Hobbes smoked thirteen pipes evening up to the age of 82. Huxley n smoked, but Darwin liked cigarettes. It is that inveterate smoker, Sir Isaac Newton, used a finger of a lady he courted as a tob stopper, while he puffed in silence beside Balzac declared no good could come from brain of a smoker. Goethe also detested "filthy weed." On the other hand, By Keats, Coleridge, Browning, Wordsworth, C smith, Addison and Steel were smokers. M relied on his pipe and a glass of water be retiring for the night. Buckle found his t cigars a day an imperious necessity. . . . so it goes.

Laboratory tests conducted by Profe O'Shea led to the conclusion that tobacco t to retard and disturb mental processes, but to a marked degree. Whether it tend strengthen or weaken creative ability our in tigator does not undertake to say. Educa however, are well nigh unanimous in opi that tobacco dulls young students.—*Philade North-American.*

MUCH EVIDENCE OFTEN REQUIR

Of course, it is absolutely true that the w owes everybody a living, but it frequently t an awful lot of hard work to prove the just of the claim.

Leading Principles Involved in the Growing and Care of Tobacco

The Cultivation of Tobacco in the New England District Has Been Reduced to a Near Scientific Basis As Result of Practical and Experimental W o r k — Certain Amount of Latitude Necessary to Meet the Changes in Various Local Conditions.

By J. B. STEWART

THE CULTIVATION of the Connecticut tobacco crop has been reduced as a result of a vast accumulation of experiences derived from practical work and experimental farm data, to standardized principles. ese are not rigidly adhered to, but permit ers a certain amount of latitude to make ges that local conditions may from time to necessitate.

ie best methods of producing shade-grown co may be summarized as follows:

) Protect the seed bed from north and winds.
) Get a good strain of seed.
) Sterilize the seed beds.
) Do not sow the seed too thickly.
) Give the plants plenty of water.
) Plants will be produced under glass r than under cloth, but the beds will re- more attention.
) Do not allow the plants to get too large e transplanting.
) Wet the beds thoroughly before pulling lants for transplanting.
) Prepare the land well before trans- ing.
(0) Set the plants as close as 14 inches in ow.
(1) Cultivate frequently and thoroughly.
(2) Take out the bud just before the flower s.
(3) Sucker once, taking off four top rs.
(4) Do not let the tobacco get too ripe e harvesting.
(5) Make four primings of the crop and each priming separate.
(5) Prevent pole-burn by firing, if neces-
(7) Do not take the tobacco down until t stems are cured.
(3) Have the proper amount of moisture tobacco when it is taken down.
(9) After it is taken down do not leave bacco lying in bundles too long.
(0) Do not allow the temperature to go 115° F. during fermentation.
(1) Do not ferment too long, so as to dry ie tobacco.
(2) Sort and pack the tobacco without water to moisten it.
(3) When packed, age the tobacco in bales warm, moist room for six weeks.
(4) Figure the cost of production and sell profit.

Time for Harvesting Shade Grown

The time to harvest shade-grown tobacco is the leaves are fully developed. There a slight change in color as the tobacco es maturity, but it is not safe to allow eaves to remain on the stalk until this ne of color is noticeable to the inexperi- observer, for then they are likely to o ripe. The best method to follow, and he which will err in the right direction, to make the first priming about ten days topping and the second about ten days The third priming may be taken off a week after the second, and the fourth, p-leaf priming, can follow as soon after ird as time will permit. The tobacco of op priming is not very valuable and it not be harvested for two or three after the third priming there will not great loss unless there is a freeze.

priming is meant picking the leaves from the stalk in the field. The first priming consists of taking off three or four of the bottom leaves; the second, from four to six leaves; the third, all but two leaves on top of the plant, and the fourth, the remaining leaves.

The leaves, when taken off, are laid in piles along the row. A primer picks the leaves from two rows and puts his primed leaves on the row to his right. Another man priming the two rows to the right of the first primer puts his primed leaves on the row to his left. In this way, two adjoining rows contain all of the primed leaves from four rows of tobacco. A man takes a basket and going between these two rows picks up the primed leaves and carries them to a wagon with a special rack on which they are drawn to the shed or curing barn. Great care should be taken not to jam or press down the leaves in the basket so as to bruise them.

In the barn are laths with string attached on which the leaves are sewn with a needle. This string is fastened to the laths by means of a saw-cut about one-half inch deep in each end. The string is run through the cut, wound once about the lath, and returned through the cut. This holds the string firm. From 32 to 40 leaves, according to their size, are put on each string, face to face and back to back, and the string is fastened to the other end of the lath. These leaves when hung as described are called "lath" of tobacco, and these laths are now hung on tier poles in the barn to cure.

Curing

The curing is an important process, for much can be done to add to the quality of the tobacco at this time and if the weather is damp and rainy much needs to be done to prevent the tobacco from being ruined. Tobacco requires from twenty to thirty days to cure and during this period it needs constant care.

If the barns are properly built the curing is done with a certain degree of accuracy. A model barn for this purpose should not be larger than 100 by 40 feet and 20 feet to the eaves. The walls of the barn should be made of ship lap siding, so that they can be tightly closed. A horizontal ventilator, 6 inches wide, should be placed every 30 inches on the sides of the barn and hung on hinges so that it can be easily opened and shut. By this arrangement, when the ventilators are open there is a circulation of air through the barn between the layers of tobacco.

When the barn is filled with fresh tobacco it should be closed tight, and if the weather is cool or damp small charcoal fires should be built in the barn to warm up the tobacco and wilt it down. When the tobacco has wilted and started to yellow, the doors and ventilators should be opened to allow the circulation of air to carry off the moisture. If the curing season is a normal one the doors and ventilators should be opened every morning and closed at night, but if the season is dry the reverse of this action is required, especially when the process of curing the tobacco is nearly completed. If the season is a very damp and rainy one small charcoal fires, placed close together, should be lighted in the barn to dry out the tobacco and prevent it from pole sweating.

Putting In Case

After the tobacco is cured the barn should be left closed until there comes a damp, foggy time or a rain, when all of the doors and ventilators should be opened, to allow the tobacco to come, "in case," so that it can be taken down. The tobacco is in proper case for taking down when it does not rattle when handled and when at the same time if a number of leaves are squeezed tightly in the hand they will spring partly open again upon releasing the pressure.

When the tobacco is in case it is in proper condition for taking down. The floor of the barn should be cleared and some old blankets laid down. On these the tobacco is piled without removal from the laths, several laths being taken at a time and the first layer laid so that the laths will be next to the cloth and the tobacco sticking up. The next layer is piled so that the tobacco is next to the tobacco of the other layer and the laths are on top. This process is repeated until the pile is several layers high. When the pile is complete it should be covered well with either blankets or cornstalks, and it can be left with safety for several days before it is stripped if the weather is not too warm. If the weather is warm, there is danger of the tobacco heating and spoiling if left more than four or five days in the pile. Great care should be taken.

The two processes of stripping and bundling go together. A lath of tobacco is taken up and the leaves shoved together at the middle of the string. The string is now severed close to each end of the lath, wound around the leaves at the butt ends, and drawn through the "hand" of leaves so as to fasten it. These "hands" of tobacco, as they are called, are packed in a false box lined with paper, butts out, and the tips of the leaves overlapping in the center. About 30 pounds are packed in each box in this way and then pressed down. Paper is wrapped about the tobacco and tied with strings which were placed at intervals along the box before the paper was put into it. One side of the box is swung on hinges, so that it can be let down to allow the removal of the tobacco. The tobacco thus packed is called a "bundle" and is ready for market or for the packing house. When tobacco is to be packed by the grower it is not necessary to bundle it.

The tobacco when packed in bundles may be kept for several weeks or months without much injury if the bundles are piled one layer high and put in a cool, moist place. The sooner the tobacco is put into the ferment after it is taken down, however, the better.

Packing

The term "packing" in handling tobacco means the preparing of the raw product for the use of the manufacturers.

The first step in the packing of shade tobacco is to ferment it. This is done by taking the tobacco from the bundle, shaking it out thoroughly, and laying it down in layers in a large pile, called a "bulk," being careful to keep the leaves straight. To build a bulk of tobacco requires some skill and experience. If the bulk is not made properly it is liable to settle sidewise and fall over.

The bulk is built on a platform made of 1-inch boards and raised about 4 inches from the floor, so as to admit a free circulation of air. This platform is made for convenience 12 feet long by 5½ feet wide. In starting to build a bulk a row of hands of tobacco is first laid around the outside edge of the platform, being careful to keep the butts of the hands close together and the leaves straight. This is called the outside tier. The next tier of this layer is laid so as to shingle over the first, lapping well

over the tips of the leaves of the first tier. This is repeated until the bottom of the platform is covered. Then another layer is laid on top of this one, and so on until the bulk is from 4 to 6 feet high.

When about half of the tobacco intended for the bulk has been laid down, a tube 4 feet long should be placed so that one end comes to the outside and the other extends to the center of the bulk. This is for the purpose of placing a thermometer in the bulk to keep a record of its temperature.

The temperature of the bulk is an index of how the tobacco is fermenting. The nature of the tobacco, its condition, the temperature of the room in which it is bulked, and the time of the year all have their influence on the degree of rapidity with which the tobacco will heat.

Heating Up in Bulk

If the tobacco is in high case and is bulked early in the fall in a warm room, it will heat up very rapidly, and the bulk will have to be taken down, the hands of tobacco well shaken out, and the bulk rebuilt, the tobacco which has been on the outside being put on the inside and that which has been on the inside of the bulk on the outside. On the other hand, if the tobacco is in low case, is not bulked until late in the winter, and is put down in a moderately cool room the tobacco may lay in the bulk for ten days before it begins to heat.

It is evident from these facts that the only guide in fermenting tobacco is the thermometer. The record of the thermometer, coupled with experience, can do much to improve shade tobacco during the fermenting process.

From long-continued experience in fermenting many different kinds of tobacco, the writer has come to the conclusion that the best results can be obtained by placing the tobacco in bulks of about 5,000 pounds, and when the thermometer registers 114° F. tearing down the bulk, shaking out the tobacco, and rebulking. After the bulk has been rebuilt, the temperature should be allowed to come up again to 112° F., or higher if it will, and then the tobacco is ready for grading.

The Fermentation Room

The fermentation room should be kept during the process of fermentation as nearly as possible at a temperature of 80° F., with about 75 per cent relative humidity. The temperature should be as uniform as possible, because any great change will cause the moisture in the room to settle on the butts of the tobacco, and produce mold, which is likely to damage the tobacco. The room should be well ventilated by an air shaft.

As shade-grown tobacco has to be graded principally according to color, a well-lighted room is required, and to avoid deep shadows and a varying light the windows should be on the north side of the room. A low ceiling is desirable so as to keep the moisture as low in the room as possible. The room should be kept so moist that the tobacco will not dry up while it is being handled.

When the tobacco is first taken from the bulk, the hands are untied and the leaves shaken out. It is then "sized" so that all of the leaves of the same length come together. This is done by a person taking the leaves and putting them into a box fixed up with partitions so that there is a space for all leaves from 12 to 14 inches long, 14 to 16 inches long, and so on.

After the tobacco has been sorted according to size, it is taken to tables, where the leaves are opened and graded, all sound leaves of even color and good texture being classed as wrappers and the rest seconds or binders. The wrappers are further divided into light, medium, dark, and off or mixed, according to their color. The seconds are simply divided according to color into light and dark.

After the tobacco has been graded it is tied with raffia into hands of one-fourth pound each. These hands are now packed into bales of about 150 pounds. The common size for a bale of shade tobacco is 31 by 31 inches and 10 inches thick. The tobacco is baled by packing the hands into a false box. A piece of matting is placed on the bottom of the box and another on the top of the tobacco when the box is filled. The top is now forced down by means of a press and held there until the edges of the two pieces of matting are sewn together, when the bale is made. The bale is now given a number, the weight and grade are marked on it, and it is stored away until sold. Before it can be shipped it must be covered with burlap and crated.

The Conquering Cigarette

The United States is rapidly becoming a nation of cigarette smokers. Although assailed from nearly all sides, stigmatized as "coffin-nail," denounced from the pulpit and in a part of the press, legislated against in certain states, the cigarette has withstood and outlived all attacks. In 1895, so the 1922 yearbook of the United States Department of Agriculture, just out, tells us, 4,000,000,000 cigarettes were manufactured a year. Now the yearly output amounts to 60,000,000,000 cigarettes.

According to the same source, the consumption of tobacco has increased from less than four pounds per capita, before the Civil War, to the present rate of eight and one-half pounds. But the once general chewing tobacco has greatly diminished. Even the sailors of the navy are now mostly devotees of cigarettes. The time honored custom of chewing tobacco manufacturers sending samples of their brands to navy yards has fallen into desuetude.—*Syracuse (N. Y.) Journal.*

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S. FRIEDER & SONS, 214-218 West Fourth St., Cincinnati, O.

Manila News Notes

The Philippine National Bank filed suit recently to recover $1,033,650 and interest of 10 per cent against Walter E. Olsen & Co. They are foreclosing on a mortgage on the Manila cigar factory and other property at Manila and in the Cagayan Valley held by the Olsen concern. The Asia Banking Corp. and the Bank of the Philippine Islands hold additional claims. Manila reports state that the Asia Bank protected itself by removing large quantities of leaf tobacco to a neutral warehouse.

* * *

David F. Morris, Philippine Tobacco Agent, now on a western trip, arrived at San Francisco the early part of the week. He reports from various points, including Minneapolis, Butte, Mont., Spokane, Seattle and Portland, that Manila cigar business is making great progress, and that dealers and importers are pleased with the quality of cigars under stabilized brands they have received in recent shipments. Mr. Morris will probably remain on the Coast until late in the fall.

* * *

June shipments from the Philippine Islands totaled about 16,000,000 cigars. More than 40 per cent of these cigars were sent to points in the West where Manila business is thoroughly stabilized on brands. The remainder was largely made up of first-grade Class A merchandise, and a considerable quantity of Class B and Class C cigars that are coming back strong in the markets of the East and Middle West.

* * *

The United Cigar Stores Co. featured a sale of Manila cigars in their stores July 13 and 14. Window bulletins and counter displays were used to call smokers' attention to the fact that Manila cigars of good quality were being offered for sale at a reduction of price for two days only. Reports from various points indicate that the sale was a great success and that a large number of smokers were converted to Manila cigars as a steady diet.

* * *

The Laks Cigar Co. has opened up several new accounts on Germinal Excellentes, a cigar with superior smoking qualities.

Legal Lore

The Last Stage of the Mennen Case, Which Establishes Some Important Law

I have kept the readers of these articles continuously informed about the various stages of the Mennen case, as they have occurred, because I consider it one of the most important of the legal controversies that have occurred between the Federal Trade Commission and business interests. Another stage, the final one, has now been reached. Each time I have discussed this case I have felt it necessary to briefly review it from the beginning in order that the reader might have a clear understanding of the whole case. This wastes some space, perhaps, but it makes for complete comprehension at every point.

The latest development in this case, and as I have said, the final one, is that the United States Supreme Court has refused an appeal to the Federal Trade Commission. This confirms the decision of the United States Circuit Court of Appeals and establishes for all time the law of this phase of the relations between manufacturers, jobbers and retailers.

Now just a word or two to bring the matter up to date. The Mennen Co. manufacturers of various toilet specialties, had a peculiar method of doing business. Most manufacturers have a schedule of prices based on quantity, and every buyer ordering a certain quantity gets the price made for that quantity, without regard to whether he is jobber, co-operative buying organization or in-

(*Continued on page* 43)

A Million Dollars for Cigar Advertising

By PATRICK GALLAGHER

Asiatic Editor, New York Commercial

The cigar manufacturing industry of the United States is preparing to spend at first $1,000,000, and later more, per year, to advertise its product.

Henry G. Wemmer, of the Deisel-Wemmer Co., Lima, Ohio, is chairman of the committee in charge. Charles Dushkind, managing director of the Tobacco Manufacturers' Association, is whipping the plans into shape.

The American cigar industry has been shocked into protective and constructive action by realization of the significant fact that in 20 years the cigar has stuck at a gross annual production of about seven billions, while the cigarette has soared from five to over 60 billions per year.

The fact has caused some hard thinking in the American industry that does so much to pay the high cost of government. Among other things, it has drawn attention to the value of export advertising and co-operative standardization as demonstrated by the Philippine Government tobacco agents, Charles Allen Bond and David Franklin Morris. Seven years ago, Mr. Bond took up the task of rescuing the Manila cigar from a malodorous situation in the American market. The "long-shotter" and "get-it-quick" fraternity in the islands and in the jobbing and retail trades here had done their worst with a smoke that had been famous for centuries in all parts of the world as a cigar of rich aroma and fine workmanship. Put on the free list by then President Taft, the wrong sort of jobbers and dealers found it a good thing to play with. The wrong sort of Manila manufacturer played with them and the upshot was that in 1915, sales of Manilas in this market dropped to 59,000,000 and the wholesale market was "off" Manilas for good and all time. So they said with colorful emphasis.

Mr. Bond, who had studied the trade as a tobacco trade editor, was commandeered by the Philippine Government and the Manila manufacturers. He went to work on what was generally regarded as an impossible proposition; and immediately the results began to show. In 1916 the United States smoked 110,000,000 Manila cigars; in 1917, 220,000,000; in 1918, 246,000,000; in 1919, 263,000,000; and in 1920, 320,000,000.

Advertising Brought Trade Back

Then the market broke under the post-war slump and the deluge of "war-baby" "big stocks" and "smoke 'em once but never again." Mr. Bond, now aided by Mr. Morris, also a graduate of the tobacco trade press, conserved importations and concentrated upon preserving the good name the Manila product had won. Advertising was intensified. The 74,000,000 Manila cigars sold by the United States dealers in 1921, made good with the smokers and the trade. Last year importations jumped once more to 174,000,000 and this year they are coming along at the rate of 250,000,000. Advertising in trade papers and standardization within the trade did it. Domestic manufacturers woke up and got to work to adopt the ideas and ways of Bond and Morris.

Attention was directed to the work of the Philippine tobacco agency by a spirited attack made upon the Manila cigar by a "friend of the Sumatra wrapper" importers. Inquiry developed the facts. The facts showed that organization and advertising brought home the bacon. Mr. Wemmer's committee was the dividend on debate during the recent convention at Washington, D. C., of the T. M. A. The American manufacturers showed their good quality by proceeding to take a leaf from the Manila book, and steps are now being taken to raise the first

(*Continued on page* 21)

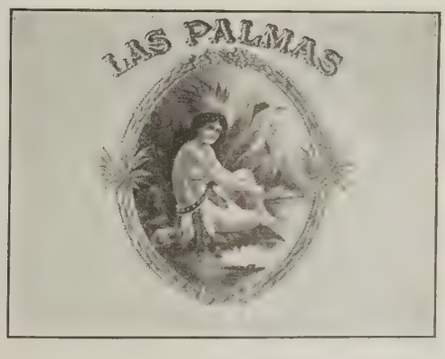
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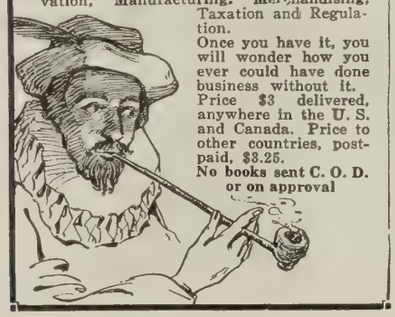
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Assets of Local Leaf Dealers Sold at Auction

By order of the United States District Court, Southern District of New York, the assets of S. Loewenthal & Sons, leaf dealers, of 189 Front street, New York, which included Connecticut and Florida wrappers and binders, were sold at public auction last Tuesday, by U. S. Marshal Charles Shongood.

Plans for Big Schulte Deal To Be Made Public Soon

David A. Schulte has announced that a statement will be made public in the course of the next few days regarding the proposed Schulte-Park & Tilford merger. If the negotiations are successful, Mr. Schulte declares, agencies will probably be established in various cities throughout the country for the distribution of brands and products featured by Park & Tilford.

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.....	75	80
American Cigar Co. Pfd....	82	86
American Mach. & Fdy.....	140	..
Bayuk Bros. Com.....	50	55
Bayuk Bros. 2nd Pfd.....	111	116
Bayuk Bros. 1st Pfd. (wi)..	95	100
British-Amer. Tob. Co.....	21	23
Eisenlohr & Bros., Com....	65	70
Eisenlohr & Bros. Pfd.....	96	99
Geo. W. Helme Com., new..	52	54
Geo. W. Helme Pfd.....	110	114
Imperial Tobacco Co.....	15	17
International Cigar Mach...	55	60
J. S. Young Com.....	100	108
J. S. Young Pfd.....	100	106
Johnson Foil	80	100
MacAndrews & Forbes Com.	120	125
MacAndrews & Forbes Pfd.	96	100
Mengel Co. Com.....	28	32
Metropolitan Tobacco	70	95
Patterson Bros.	12	18
Philip Morris	11	12
Porto Rican A. T. Co.....	69	76
Porto Rican A. T. Script..	69	76
R. J. Reynolds "A".....	118	123
Schulte Retail Stores.....	96	99
Schulte Retail Stores Pfd..	113	118
Tobacco Prod. Export.....	2¾	3½
United Cigar Stores	175	210
Universal Leaf Com.....	98	102
Universal Leaf Pfd.....	90	93
United Profit-Sharing	5	5½
U. S. Tobacco Com.....	45	48
U. S. Tobacco Pfd.....	105	108

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	132	138
American Snuff Pfd.....	90	97
American Sumatra	18¼	19¼
American Sumatra Pfd.....	40¼	49
American Tobacco	144	144½
American Tobacco "B".....	143	144
American Tobacco Pfd.....	103	103½
Consolidated Cigar	20⅞	22
Consolidated Cigar Pfd.....	60	70
General Cigar	83	83½
General Cigar Deb. Pfd...	103¼	107
General Cigar Pfd.....	106	108¼
Liggett & Myers.....	196	200
Liggett & Myers "B".....	194	200
Liggett & Myers Pfd.....	112	114
Lorillard, P.	152	154
Lorillard, P., Pfd.....	112	114
Tobacco Products	49	49¼
Tobacco Products Pfd.....	109¼	110
Tobacco Products "A".....	80¾	81
United Cigar Pfd.....	104	114
United Retail Stores.....	71	73

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Foreign Exchange Rates

In the subjoined table the quotations on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign.
Demand....4.59⅛ Cables....4.59⅜

FRANCE—Par 19.3 cents per franc.
Demand....5.83½ Cables....5.84

ITALY—Par 19.3 cents per lira.
Demand....4.28¾ Cables....4.29¼

BELGIUM—Par 19.3 cents per franc.
Demand....4.82½ Cables....4.83

GERMANY—Par 23.8 cents per mark.
Demand....0004⅛ Cables....0004⅛

AUSTRIA—Par 20.3 cents per crown.
Demand....0014⅛ Cables....0014⅛

DENMARK—Par 26.8 cents per krone.
Demand...14.46 Cables...17.49

GREECE—Par 19.3 cents per drachma.
Demand....2.85 Cables....2.88

HOLLAND—Par 40.2 cents per florin.
Demand...39.18 Cables...39.22

HUNGARY—Par 20.3 cents per crown.
Demand.....0118 Cables.....0118

NORWAY—Par 26.8 cents per krone.
Demand...16.17 Cables...16.20

SPAIN—Par 19.3 cents per peseta.
Demand...14.27 Cables...14.29

SWEDEN—Par 26.8 cents per krona.
Demand...26.51 Cables...26.54

SWITZERLAND—Par 19.3 cents per franc.
Demand...17.45 Cables...17.47

CHINA—Cents per silver dollar for Hong kong; per tael for Shanghai and Peking.
Hongkong—
Demand...52.00 Cables...52.125
Peking—
Demand...72.625
Shanghai—
Demand...69.88 Cables...70.00

PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.
Demand...49.25 Cables...49.50

JAVA—Par 40.2 cents per florin.
Demand...39.125

JAPAN—Par 49.8 cents per yen.
Demand...48.70 Cables...48.82

ARGENTINA—Par 42.44 cents per Argentine paper dollar.
Demand...34.00 Cables...34.10

BRAZIL—Par 32.45 cents per paper milreis.
Demand...10.40 Cables...10.45

Appeal in Porto Rican-American Case

Attorneys for interests opposing recapitalization plan of Porto Rican-American Tobacco Co. have obtained a ruling of the New Jersey Chancery Court at Jersey City, again enjoining meeting called for July 10, to vote on the proposal. Ruling was handed down from the bench and is effective pending appeal of the court's decision which the day before dissolved a previous injunction.

Vice-Chancellor Bentley Monday of last week, decided in favor of the directors of the Porto Rican-American Tobacco Co., giving them permission to issue 100,000 shares of no par stock. Former Vice-Chancellor Merritt Lane, who filed an appeal from the petition, acted as counsel for the five contesting stockholders holding stock amounting to $150,900. They oppose the new plan of the board of directors to issue this new no par stock; alleging a purpose on the part of the directors to accomplish by different means that which they had attempted and were prevented from doing under another plan.

The meeting of the Porto Rican-American Tobacco stockholders, to vote on recapitalization plan, adjourned as result of appeal from decision of Vice-Chancellor Bentley.

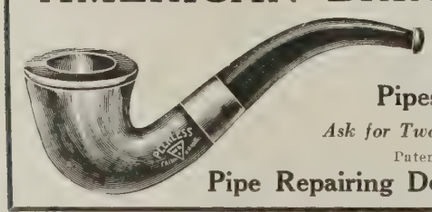
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Importers of SUMATRA and JAVA TOBACCO

A Million Dollars for Cigar Advertising

(*Continued from page* 19)

illion and to regularize the American gar output. A member of the industry ills me: "We are not out against the lanila cigar. It has taught us a lesson e needed. We hope and expect to have e Manila and Porto Rican manufactur-s with us. It should be one for all and l for one."

Mr. Bond's Advice

As the trade seems to be interested in r. Bond's views, I asked him to express em through the *New York Commercial*. "No co-operative advertising campaign as ever successful," said Mr. Bond, "un-ss built upon quality standards, strictly aintained.

"That entails rigid inspection to pre-nt any attempt to market inferior erchandise; and it requires that dam-ged goods under a co-operative label or ade mark be taken from the distribu-rs, or dealers, without question or vil.

"Under no circumstances is it advisable profitable to sell inferior or damaged oods under the label. Sub-standard erchandise quickly destroys good will d confidence of consumers, and when ce that confidence is gone there is no agic in a brand name to win it back ain.

"The Manila guarantee stamp provides at cigars of a certain mixed standard regards processes of manufacture and ality of leaf be shipped to the United ates. Adequate inspection is provided Manila to assure the maintenance of is standard. If cigars are damaged, ey may be returned to Manila, re-con-tioned to restore them to standard ade, or they may be destroyed when -conditioning is impracticable."

"Then, you think organization at the se of the industry should first be ob-ined to back up the advertising cam-ign?"

"Emphatically yes. In plain words, the anila government now does for the anila cigar factories what the domestic ctories must do for themselves, if this w plan is to succeed."

"Can it be done?"

"Why not? That, however, is for the ade and its committee to decide. The ep is a good one, along the right lines. hat is good for one part of the industry ould be good for all of it. The Manila ade welcomes this move. It should help rid the trade of its worst menace, un-ir competition within the trade itself."

Cigar Men's Committee

In addition to Mr. Wemmer and Mr. ushkind, the members of the Commit-e are: George W. Van Slyke, president, . W. Van Slyke & Horton, Albany, N. .; Jacob Mazer, secretary, Mazer Cigar fg. Co., Detroit, Mich.; Julius Lichten-ein, president, Consolidated Cigar Corp., ew York City; Ben R. Lichty, presi-nt, Otto Eisenlohr & Bros., Inc., Phila-lphia; Mortimer Regensburg, of E. egensburg & Sons, New York; Malvin aas, of Haas Bros., Cincinnati, Ohio; eorge H. Hummel, vice president, P. rillard Co., New York City; Samuel ayuk, president, Bayuk Bros., Inc., Philadelphia; Joseph F. Cullman, Jr., of Cullman Bros., New York; John H. Duys, president, H. Duys & Co., Inc., New York; D. Emil Klein, president, D. Emil Klein Co., New York City; R. E. Christie, vice president, American Cigar Co., New York City; Fred Hirschhorn, president, General Cigar Co., New York City; Julius Klorfein, of Julius Klorfein, New York City; Julian S. Bach, of Elias Bach & Son, New York City; Nathan I. Bijur, of E. Rosenwald & Bro., New York City, and George T. Glover, of the Deisel-Wemmer Co., Lima, Ohio. Thus the leaf trade, as well as the manufacturing industry, is represented by strong men. Good progress is reported.

Wisconsin Doings

(*Continued from page* 13)

to that of last year. In fact, the men who have traveled both in the northern and southern sections express the opinion that the grand total will exceed the 1922 acreage. Some farmers in several of the tobacco neighborhoods not formerly in the game are building sheds and expect to enter the market with crops next fall, and if the reports of prices offered in advanced contracts already said to have been written are correct, there is ample temptation for growers to try their hand at it.

The Pool assorting activities continue, but most of the independent men are through and taking care of odds and ends about the warehouses before the season of sampling opens. In view of the conditions reported from Cuba and Porto Rico, first class old Wisconsin B's should not be a source of worry to packers owning them, though packers are reticent about the market situation for old leaf.

Pool Selects Committee

About sixty Pool members of this vicinity held a meeting at the Farmers' warehouse in Edgerton last Friday evening, the main object of which was to select a committee of seven members to act as a local advisory body. Similar committees are being appointed throughout the state to cover the entire tobacco area. Their duties are to investigate complaints and perform general service. The men selected from this locality met and organized Saturday night, and are as follows: Henry Thronson, president; George Goldthorpe, vice-president; E. H. N. Simonson, secretary; Eling Hermanson, H. A. Hanson, Ottar Vein and J. M. Sweeney. Lars Lien, Jr., presided at the meeting and talked at length on the Pool activities, conditions and prospects. Various matters were discussed and much information asked for. On the whole a feeling of general satisfaction seemed to pervade.

Ohio Tobacco Acreage

COLUMBUS, OHIO, July 14.—Tobacco acreage in Ohio increased 8 per cent on the basis of a study of 919 farms, C. J. West, State-Federal Crop Statistician, announced this week. In the Miami Valley, or cigar leaf district, the increase was 7 per cent; in the burley, or Southern Ohio district, 15 per cent, while in Belmont, Monroe and other Eastern Ohio Counties, the gain was only 2 per cent, Mr. West said.

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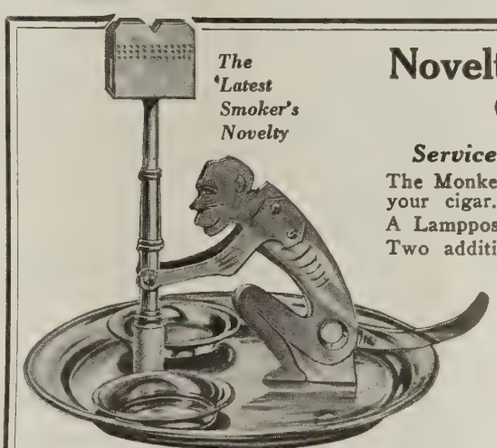
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REMEDIOS

Havana's New Tobaccos Beginning to Move Slowly

Packing Started in the Remedios and Vuelta Abajo Sections—Several Lots of New Stock Arrive in the Capital Market—Cigarette Strike Affects Sales of Low Grades.

HAVANA, Cuba, July 12.—During the last few weeks several new packings started in the Remedios sections as well as in Vuelta Abajo, and a few lots of new tobacco have arrived here.

Some of the regular packers of Remedios who, due to the high prices prevailing in this section just bought only 500 to 1,000 bales of tobacco, sold their piles to the houses who had already secured larger quantities. In this way these houses got rid of their purchases of bundles, without having had a chance to select same; these were very neat and clean transactions. So far very little of newly packed Remedios tobaccos have been sold in the market, the tobacco being too fresh to be shipped or stripped. Some cigarette factories have bought low grades—unassorted tobaccos for cutting purposes, paying good prices for same. The exporters and commission houses are steadily in the market looking at every new arrival in order to be posted when buying starts.

Of the new Vuelta Abajo, as mentioned in the outset, several lots arrived and several sales were made, mostly of Colas for cigarette purposes. Of upper grades one European exporter bought several sample lots of upper and lower grades. Don Antonio Gonzales was the first Vuelta Abajo packer to sell a large quantity of upper and lower grades to this exporter at a fairly good price. The tobacco, however, will be shipped later, when absolutely cured and ready for shipment.

Foyo & Rodriguez, and Muñiz y Hnos, the two Reina Almacenistas, have already received their first lots of very fine quality and well developed tobacco for mixing purposes. Their 14a L., that is, the light part, shows a very good type of tobacco and surely will sell well, as the Remedios section gives next to no light grades. Mendenez, Mendez & Co. have received the first lots of their numerous and large packings of splendid tobacco, being of same high character as that of all of the packings of the other large Vuelta Abajo and Semi Vuelta packers, such as Lobeto y Garcia; Cano y Hno; José Menendez, Ruisanchez, etc. All show a fine type of tobacco of more aroma than for several years.

Of Remedios, as well as V. A., larger quantities of low grades would have been sold if it were not for the strike of the cigarette laborers, and we hope that the strike will be finished soon.

The Partido people are also pretty busy with their packings, but here also not many large packings have started yet.

There is still quite some demand for any old tobacco, but as mentioned in previous reports, there is hardly any stock whatsoever in first hands. A few lots of Remedios, light grades, Partido and Vuelta Abajo tobaccos, were bought on speculation and sold, either to other speculators or to manufacturers, which shows the lack of the necessary material ready to be worked.

There are several American tobacco men in our market. Among them may be mentioned Manuel Corral, of Corral, Wodiska & Co.; J. F. Mayer, M. Schwarz and S. Ruppin, who has secured first class tobaccos, especially in the celebrated Sancti Spiritus section. Also Jacob Labe, of H. Duys & Co., is busy looking after his packings and inspecting the packings of others, which have started to arrive at Havana.

Mrs. Bustillo Passes Away

The funeral services over the remains of José Aixalá's daughter, Mrs. Bustillo, were conducted today. She was a young mother of four little children. Mrs. Bustillo died very suddenly. Seldom has news of such sad character been received by the entire trade. The untimely passing has caused deep and sincere sorrow, and we wish to extend our heartiest sympathy to the bereaved members of the family.—GALLO.

Watson's British Quotations and Market Review

LIVERPOOL, Eng., July 5.—The subjoined tobacco price quotations and brief market review are culled from the regular monthly report made by Frank Watson & Co., Limited:

Quotations, Western Leaf

Dry Filler	8d. to 14d.
Medium to Good	15d. to 20d.
Good to Fine	21d. to 24d.
Burley	— to —

Virginia Leaf

Dark

Dry Filler	— to —
Wrapper	— to —

Bright

Semi	8d. to 20d.
Medium	21d. to 33d.
Good	34d. to 39d.
Fine	40d. to 42d.
Fancy	43d. to 48d.

Western Strips

Common to Good Filler	9d. to 15d.
Short Medium	16d. to 21d.
Medium	22d. to 26d.
Good to fine	27d. to 28d.
Burley	— to —

Virginia Strips

Dark

Common to Good Filler	— to —
Medium to Good and Fine	— to —

Bright

Semi to Good Semi	15d. to 30d.
Medium	31d. to 42d.
Good to Fine	43d. to 52d.

Market Review

We have to report an active business during June.

Arrivals of the new crop Westerns met with approval, and fair-sized sales have been made.

A fair business was done in medium and low grade Brights, mainly old crops, quite a clearance having been effected, for export, of Tobaccos of more or less nondescript character which have been difficult to place here.

Many Cigars, Cigarettes, Etc., Seized in Canada

TORONTO, Ont., July 14.—By visiting various tobacco shops and hotels recently, Officer Floody of the Excise Revenue Department has found, in a number of cases, and seized, a quantity of cigarettes, cigars and tobacco which were offered for sale without the revenue stamp affixed. Part of the confiscated cigars were stolen goods, and many boxes, bearing labels of high-priced cigars, were found to contain an inferior quality, or a collection of different cheap brands. Cigarettes, which had been smuggled in from the United States, were also confiscated, and wherever offenders have been detected penalties of from $50 to $200 have been inflicted.

SELGAS & COMPANY
IMPORTERS & PACKERS
Havana & Porto Rico Tobacco
Warehouses:
Havana—Consulado 138-140
Porto Rico—Manati
128 Water St.
NEW YORK

Key West Key Notes

KEY WEST, Fla., July 14.—There is thing unusual to report in connection ith the work in the local factories. All ntinue to work with practically the me forces as at last writing.

Cigar Production Increases

The manufacturing of cigars during e month of June far exceeded the re- rt of the May output of the factories re. The report of Hon. J. F. Uhrback, amp deputy collector of internal reve- ue for the month of June shows that 444,260 cigars were made here during e month of June. There was, of ourse, a corresponding increase in the mount of revenue. May's report showed at the Internal Revenue Department d received $32,935.01 during May, and e June report shows that this amount as increased to $37,301.51.

Class C showed an appreciable increase the June output compared with the mber made here during May. The re- rt shows that Class C cigars number- 3,021,235 during June, against 478,866 ade in May.

Class A shows a decrease in the last port. May report showed that 850,925 this grade of cigars were made here, hile the June report shows 823,025.

Class B is another class that has de- eased during the time of the May re- rt and the report for June. May is edited with 250,466 of these cigars, hile June's report shows that 215,900 ere manufactured here.

Class D shows a slight increase over e May report. During the month of me there were 365,350 of this class of gars made here, while during May ere were about 357,000.

Class E also shows an appreciable in- ease. These cigars soared from 14,950, e number made in May, to 18,750, the mber recorded by the stamp deputy llector of internal revenue.

Taken as a whole, the cigar production f June increased 2,492,053 over the May oduction.

Miami's Claim to Consideration

Miami being so closely associated to ey West, the report of the cigar indus- y in that city is always read with in- erest by the people of this city. The Miami *News-Metropolis* in a recent is- ue has the following to say of the in- ustry in that city:

"Rapid expansion of the cigar industry Miami is indicated by the reports from e 15 cigar factories now in operation ere which are finding it necessary to crease their force of workers and their uarters from time to time. About 75 en are now employed making cigars ere. While this number is small com- ared with Tampa and Key West, inter- st in the industry is declared to be pick- ng up remarkably in the last few months.

"The Miami Maid Cigar Co., of which A. A. Torres is manager, is one of those hich has made rapid strides recently. When he bought the company from J. A. Smith, a comparatively short time ago, ve men were employed making cigars. Now 15 men are working with the pros- pects of the force being added to in the ear future.

"The Miami cigar factories claim that he best five-cent cigar made anywhere s manufactured right here. They have ad Key West manufacturers admit this, nd ask, 'How do you do it?' The Miami factories are putting out long leaf filled 10 cent cigars to compete with the scrap-filled cigars that are offered by some Florida and out-of-the-State factories.

"What the Miami cigar makers contend is the greatest need of the industry is more general understanding of the merits of the local product. They have had a hard time educating the public to the fact that the local cigar is able to compete successfully in quality with the best made anywhere else. They have had difficulty in getting Miami-made cigars placed on top of counters in cigar stores.

Gaining Ground

"However, they feel that they are gaining ground, and have secured the co-operation of some of the cigar dealers. The Miami Chamber of Commerce directors smoke Miami cigars at their sessions, and many business men have been assisting by word-of-mouth advertising of the merits of the local product.

"If Miami cigars could be brought to dominate the local market, the Magic City manufacturers say, the payrolls of the industry would add in a large measure to the bank deposits of the city, to the merchants' sales, to the landholders in rent, etc. They are inviting the patronage of home industry not on the ground of civic pride alone, but on the basis of excellent merit."

Baltimore Market

More Activity Shown

BALTIMORE, Md., July 12.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND:—For the past week we have to report receipts of 593 hogsheads, and sales of 642 hogsheads, which shows that our market was more active, and prices held very firm for all grades.

OHIO:—No receipts reported. Sales, 3 hogsheads.

Association Data

The Leaf Tobacco Association of Baltimore City, issues these statistics for the week ending July 11:

Receipts, Including Reinspections

	This Week	Previously	Total to Date	Net 1922	Same
Maryland	646	5,488	6,134	4,734	6,853
Ohio	...	398	398	330	413
Total	646	5,886	6,532	5,064	7,266

Reinspections this week: Maryland, 53; to date, Maryland, 1,400; Ohio, 68.

Deliveries

	Maryland				
	Coastwise and Domestic	Foreign	Total	Ohio	Total
This week....	60	218	278	...	278
Previously ...	2,475	8,556	11,031	1,063	12,094
Total	2,535	8,774	11,309	1,063	12,372

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1.....	9,590	3,025	12,615
Receipts since	4,734	330	5,064
	14,324	3,355	17,679
Delivered since	11,309	1,063	12,372
Stocks today	3,015	2,292	5,307

Sales

	Maryland	Ohio	Total
This week	642	3	645
Previously	4,437	885	5,322
	5,079	888	5,967

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Corner John Street Telephone John 4015

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WAREHOUSE: HAVANA, CUBA

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COMMISSION EXPORTERS
LEAF TOBACCO
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Special attention given to American and Foreign Accounts
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MENENDEZ, MENDEZ & CO.
Dealers in All Kinds of Havana Tobacco
Specialty—Remedios & Vuelta Abajo Tobaccos
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Cable "Fegrau." Antonio R. Fernandez Grau.
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Leaf Tobacco Dealers
Monte 116, Havana, Cuba
Large Stripping Plant, 199 Manrique St. Telephone M. 7643. General Offices, 199 Manrique St.

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Bankers and Cigar Manufacturers
HAVANA, CUBA
CHAS. LANDAU, Agent, 35 Wall St. New York

HAVANA LEAF DEALERS
SUAREZ HERMANOS S en C
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Cable "Ansuar"

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GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers — Cigar Gauges — Cuban Blades — Molds, etc.
118 Maiden Lane, New York

Read Tobacco and Keep Up-to-Date

A NEW PARK & TILFORD PRODUCT

"TILFORD CIGARS"

THESE CIGARS ARE MADE BY OURSELVES IN OUR NEW YORK FACTORY. In every respect they embody the PARK and TILFORD standard of quality and value.

This new departure has been made for the man who wants a FRAGRANT, VERY MILD AND FULL-FLAVORED CIGAR.

MADE IN SEVEN SIZES:

Tuxedos	10c	Perfectos	2 for 25c
Deliciosos	10c	Invincible Finos	2 for 25c
Londres	10c		
Club House	15c		
Invincibles	15c		

PARK & TILFORD

"Sooner or Later—Why Not Now?"

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"The Cigar that speaks for itself."

We invite correspondence with good jobbers who are interested in a live wire proposition.

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Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

New Orleans News

Branching Out

NEW ORLEANS, La., July 14.—H. T. Cottam & Co., of this city, distributors of Roi-Tan and other brands of cigars, are preparing to open branches of their establishment in Donaldsonville, Lockport, Morgan City and Thibodaux, utilizing truck deliveries from their New Orleans warehouses. The late improvement in the highways in that section of the state have prompted H. T. Cottam & Co., to inaugurate the movement which will be conducive to closer relations with the retail trade. Direct service has been in operation by the H. T. Cottam & Co., branch houses in Alexandria and Crowley, La., and Jackson and Gulfport, Mis., for some time past.

Makes Good Report

Max L. Block, of the Max L. Block Cigar Co., of Houston, Texas, distributors of the products of the El Trelles Cigar factory, of this city, paid New Orleans his usual semi-annual visit during the week, returning home after a short stay here. He reports conditions in the Lone Star State as good, despite an unusual fall of rain.

Right Up to Limit

W. F. Arledge, representing Falk & Babin, in Houston, Texas, is batting 100 per cent. In two days of the second week in July, he sent in orders for 20,000 Triangulares, a ten cent seller, where this brand of the factory is said to be taking well. The factory has ordered another supply of molds to keep pace with orders received. Mr. Bush, representing the Liberman Manufacturing Co., of Philadelphia, is expected here about the latter part of the month, when he will give a second demonstration of the Liberman Power Bunch machines, the first of which was productive of very satisfactory results. The demonstration will take place at the Falk & Babin factory.

Making Progress

The U. Dominguez Cigar Co., at 2014 North Broad street, manufacturers of Barcelona and Spanish Special, five and ten cent sellers respectively, is one of the few small plants in the city where work at the present time shows no diminution. There's plenty of it. They are doing a very successful business.

A. Nami, their outside man, covers all the territory in Mississippi contiguous to to Louisiana, and Louisiana itself, excepting New Orleans, which is handled by a number of live and experienced cigar drummers. The factory is about to launch a new registered brand on the market, the Jovico, a regular blunt. H. T. Cottam & Co., the big cigar distributors of this city, are supplied with the Green Badge, an excellent piece of merchandise, manufactured by the Dominguez factory. The Bouquet Imperial is another of its products.

A New Square Circle

The master Masons of Louisiana engaged as salesmen in the tobacco industry and cigar manufacturing, as well as those occupied in other industrial lines, have formed the "Salesmen Square Circle" and have applied for affiliation with the Nation League of Masonic Clubs with headquarters at Boston, Mass. The purpose of the organization is to promote thorough co-operation between its members, and to encourage sociability and good fellowship. J. A. Bergey, who has been prominently engaged in forming the Salesmen Square Circle in this city, and who is taking a conspicuous part in its activities, has just been elected president of the new Circle. The other officers of the Circle are all men of high standing in industrial and Masonic affairs of this State. The organization is founded upon similar plans to that of the Drug and Chemical Square Circle of New York.

Back from Extended Trip

Herman Leiser, the executive head of the Pan-American Cigar Manufacturing Co., has returned to New Orleans after an extended trip through Oklahoma, Texas, Illinois, Kansas, and Missouri, where he found trade conditions in the industry good. The Stickney-Hoelscher Cigar Co., of St. Louis, a prominent jobbing house of the Mound City, has been designated as distributor of the products of the Pan-American factory.

Business Keeping Up Well

Mrs. C. Baugnon, the lady cigar manufacturer of New Orleans, who features Spanish hand made cigars, reports satisfactory headway with the Castle Gem, La Favoriter and La Vida, the products of her factory. The "off season" in the industry has not materially affected her trade which is, of course, confined strictly to New Orleans and its environs.—CRESCENT.

Buys Wrappers Here

Leo Gottsegen, of Gradiaz, Annis & Co., Tampa cigar manufacturers, has been making judicious purchases in the local leaf market this week.

Joseph F. Cullman, Jr., President Milton Samuels, Joseph Mendelsohn, Vice-Pres.
Chas. W. Duignan, Treas. Harry S. Rothschild, Sec'y

STERN-MENDELSOHN CO., Inc.

HAVANA & PORTO RICO TOBACCO

165 Front Street, New York

PACKING HOUSES: HAVANA, CUBA; CATANO, PORTO RICO

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

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REG. U. S. PAT. OFF:

OFFICE & FACTORY TAMPA, FLA.

N. Y. OFFICE, 437 FIFTH AVE., N. Y.

Tampa Tidings

AMPA, Fla., July 14.—Frank Sierra joined Manuel Corral in Havana, and are together investigating the tobacco market.

Lopez & Alvarez are preparing to con- on the 8th Avenue Fire Station for ir occupancy as a factory. Some ths ago the city of Tampa decided sell this property, and Lopez & Al- ez were fortunate enough to secure The building is a large 2-story brick, ated in the center of the business dis- t of Ybor, and close to both railroads express depots. During the past year r output has more than doubled, and new location will give them con- ient room for still greater expansion. L. Coon, of New York, is dividing time between the Tampa and the Key st factories of the Consolidated Cigar p.

latt Wendler and Julius Fernbach, of cago, are visiting Tampa enroute to vana.

li Hamer is visiting Corral, Wodeska o.'s Tampa factory.

New Consolidation

he San Luis Cigar Co., A. H. Cross, nager, formerly located at 3rd and ryland avenues, has consolidated with Hava Tampa Cigar Co., and moved heir big 21st street factory.

V. T. Morgan has returned from a ing trip to Havana.

en Cosio, of the Consolidated, is ex- ling his rusticating vacation in the st.

Gold Leaf Warehouse

LAHIRA, Ga., July 14.—The Gold Leaf acco Warehouse at this place has been pleted. It is the largest warehouse Georgia. In celebration of the big nt, the directors of the warehouse, mers' Union, Masonic Order, Booster b, and business men met recently at the Masonic Temple in a joint meeting and put the machinery in motion for the biggest picnic ever held in South Georgia. This will be about two weeks before the tobacco market open, August 2.

Mexican Match Manufacture

WASHINGTON, D. C., July 17.—The Department of Commerce has the following report from American Consul Blohm, in Mexico, in connection with the manufacture of matches at Aguascalientes:

Only one small match factory is to be found in this consular district, i.e., the States of Aguascalientes and Zacatecas. This factory, which is located at Aguascalientes, Mexico, which is now turning out 100 gross packages of 144 small boxes to the package, 25 matches to the box, cannot supply the local demand. Matches are shipped in from other parts of the Republic to furnish the remaining quantities desired. The match made here is about two inches long. Heads are attached at both ends (making the one match serve as two), upon a braid of threads securely and stiffly waxed. The match is really constructed for the convenience of the cigarette smoker as the latter probably uses 90 per cent of all matches consumed in this section.

The stearine used in the waxing of the match is imported from Belgium via commission houses in Mexico City. The majority of the chemicals are secured in Mexico City from German houses.

The American match is not popular in this territory because of its larger size, although a more extended use of the match would probably tend to popularize it much more. The latter is much cheaper than the native product, which sells at one cent U. S. Cy. per box of twenty-five. Better sales campaigns, in which the superiority of the American match is portrayed, on the part of American manufacturers would probably be conducive to an extension in the sales of their product here.—LAMM.

PERFECTO GARCIA

& BROS.

Manufacturers of

World's Finest Havana Cigars

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TAMPA, FLA.

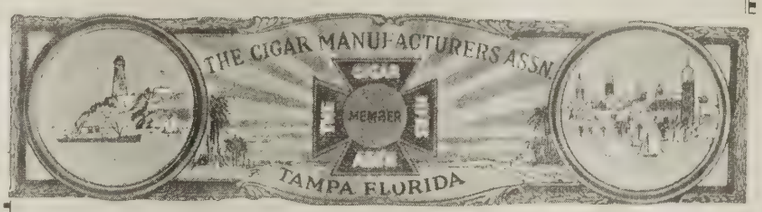
CIGAR MANUFACTURERS ASSOCIATION OF TAMPA

Comprises All of the Leading and Representative Cigar Manufacturers in Tampa, Uniting in the Three-Fold Effort of:—

1st—Benefiting our members.

2nd—Maintaining the high standard of "Tampa" workmanship by seeing that our labor is justly treated.

3rd—Protecting the *dealer* and the *consumer* against unscrupulous methods of others by issuing to our Members the following "Identification" stamp:—



This stamp, on each box, is your guarantee that the goods are manufactured in Tampa—of "Tampa" Quality and Workmanship.

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FIRST CONSUL CIGARS

LINCOLN BROS., Manufacturers
466-468 Broome St., New York

MONTE CRISTO CIGARS

R. LOPEZ TRUJILLO

Manufacturers of Clear Havana Cigars Exclusively

KEY WEST, FLORIDA

La Mas Fermosa—Comal—Magnetica

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HARDEE TOBACCO COMPANY

Growers and Packers

FLORIDA SHADE TOBACCO

MADISON, FLA.



PLANTATION & WAREHOUSES MADISON CO. FLA.

A. E. FRALEIGH TOBACCO CO.

GROWERS—PACKERS—DEALERS

Florida Shade Grown Tobacco

MADISON, FLORIDA

Eduardo H. Gato's

1871 GATO 1871

Mild Clear Havana Cigars

For

Fifty Years

Our line has been the standard by which all **Clear Havana** cigars have been judged.

Write for open Territory

E. H. GATO CIGAR COMPANY

FACTORY: KEY WEST, FLORIDA

OFFICES: 16-22 HUDSON STREET, NEW YORK

E. P. Oakes — *Western Representative*

153 North Clark St. Chicago, Ill.

For Gentlemen of Good Taste

SAN FELICE

2 for 15c

Two Good CIGARS

EL VERSO

10c — 2 for 25c — 15c

The Deisel-Wemmer Co., Mfrs. :: :: Lima, O.

HEYWOOD, STRASSER & VOIGT LITHO. CO.

Manufacturers of High Grade

CIGAR BOX LABELS, BANDS and TRIMMINGS

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Western Representatives

PAUL PIERSON 139 North Clark St., Chicago | **ALBERT ABENHEIMER** Windsor Hotel, Denver, Colo.

San Francisco Had Fairly Good Half Year's Trad

Dealers Express Greater Satisfaction Than for Some Time Pa —Despite Vacations Business Shows Signs of An Ear Improvement—Notable Activities in the Trade.

SAN FRANCISCO, Cal., July 10.—Now that the glorious Fourth has come and gone, and the dealers have had time to figure up the business of the last six months, there is greater satisfaction expressed than for the past month. In spite of vacations, and the ever present prophets of business depression, indications now point to an early pick-up for the summer. The N. E. A., the medicos and other large gatherings have helped to replace the absentees; and there seems to be still too much to be done industrially to let things stop for some time to come.

Manilas Showing Greater Popularity

Emil Judell, who recently returned from his Alhambra trip east, has found the Manila market growing. They are especially popular in navy circles and at the military stations. The South Western Tobacco Co., at Dallas, Texas, is one of the new distributors. The month of June, instead of being one of the usual quiet months of the year, proved to be the biggest month in the history of their business. They hope to more than duplicate it as the year passes. So far they have made the mistake in not ordering a sufficient quantity of the higher priced Alhambras, but this will be remedied for the future.

Julian K. Solomonson, 703 Market, has had the Alhambra on sale for a week, and has just ordered two thousand more. He expresses surprise at the call he has received since putting his Alhambra notice out. He did not realize there were so many who like the Manila cigar.

Did Good June Business

B. Mirsky, the old-time Third street wholesale jobber, reported that the month of June was a very excellent one with them. They have been having exceptional success with La Minerva, the new five cent Manila cigar they have taken on. The Presidente, a large nickel size, has met with much favor. The Headline cigar of P. Lorillard Co., also is doing very well, being a good five cent value.

Keeping Busy

E. Goss & Co., manufacturers of the El Primo, report that business is moving along very well. They have some 75 cigar-makers busy in their Los Angeles factory, and twenty-five or thirty in San Francisco. They are one of the few local factories trying to do much at the present time, but they have to keep busy, as they have built up a trade that covers the state.

Meeting with Public Favor

Dave Rinaldo is putting in some fine work on the San Felice. He is making personal visits to the different dealers, and placing a goodly number of window cards. The office reports abundant repeats coming in. Frank Tuchler, doing Richmond, the Mission and all South of Market street, calls attention to the remarkable popularity of the Little San Felice. He testifies also that Charles the Great and Van Camps show a constantly increasing placement.

Exceptionally Good Business

Roy Huff, sales manager for the firm of Ehrman Bros., Horn & Co., says that they have never had so much of unsolicited business coming in; orders even from new customers coming in by telephone. These in addition to excell orders from the men on the road ha made June exceptionally good.

Lucky 13

The H. Bercovich stand No. 13, is re izing that the Summer trade is more th usually good. This is the elegant n stand just across the street from the n seventeen story Matson building, adjo ing which the P. G. & E. is erect another building of the same size. Th insure the permanence of business lower Market street.

J. Kleichman has sold his stand Neptune Beach in Alameda, and p chased the Sanitary Cigar Store at Te and Washington streets, in Oakland. has a choice location.

The P. Lorillard Co., has located western office at 1174 Howard str San Francisco.

Sam Isreal reports good success w the new cigarette, Johnnie Walker, fi the Falk Tobacco Co., at $10.50 per

Louis T. Echenberg has been adde the H. L. Judell sales force to make South Coast territory. He was form with Peregoy & Moore, the large ci jobbers of Omaha, Neb.

E. Howard, salesman for Michaitsc Bros. & Co., was severely injured in automobile accident near Aptos last w He was first taken to the Salinas hosp and then removed to San Francisco.

J. A. Jais, formerly vice-presiden the American Cigar Co., arrived on steamer *Cleveland* the other day, aft fourteen months world-tour, and left the Fourth for New York, the p from which he started.

Less Harmful Than Coffee or T

The Medical Association "meet" come and gone. One feature that tracted considerable attention was the that so many of the delegates expre the conviction that tobacco was not essarily harmful, or not so much as c or tea.

Izzy Mendelsohn has returned fron vacation in Lake County, full of pep the sale of pipes.

Adolph Judell is enjoying his vac with his family at Calistoga.

Mrs. Rosa Bustillo

The sudden death of Rosa Aixala tillo, eldest daughter of José Aixala wife of Leopold Bustillo (son of founder of Bustillo Bros., of Ta Fla.), was a great shock to the friends of the family. Mrs. Bustillo very prominent in Havana society was respected and admired by all whom she came in contact. She p away on July 11 after a brief attac influenza.

Supervising Cuban Intere

S. Ruppin, of S. Ruppin, Inc., Havana this week, and plans to st Cuba for an extended period to sup the interests of his corporation o island.

Purchases Broad Leaf Cr

Ira Strouse, of Strouse & Hol paid a flying visit to Connecticu week and bought an exceedingly crop of choice broadleaf tobacco.



All "CHARLES DENBY" and "LA FENDRICH" cigars, strictly hand made, are manufactured in this ONE factory, under ONE management— under ONE supervision thus always insuring that ONE dependable quality

H. FENDRICH (Incorporated)

Evansville, Ind. **Established 185**

Chicago Jobbers Complain of Slow Collections

Some Houses Instruct Collectors to Book No Orders—Credits Have Been Very "Cheap" During Past Year—Much Business Being Done Despite Slumps in Retail Trade.

CHICAGO, July 14.—Collections are reported by the local jobbers as being rather slow. Some of the houses have their men out collecting only, with instructions to book no orders. Credits have been very "cheap" in the Chicago market for the past year, and now, with a slump in business, dealers are not taking in enough to pay current bills. This has forced the jobber to "sit tight," and a merry time is in store for those who do not settle promptly.

Out of Dry Dock

Sig Rosenthal of the H. M. Schermerhorn, Inc., chain of Loop retail stores, is again back at business after a long sick spell. He reports business good in all their stores. At present in the new Monroe and Dearborn streets store a large window of Dutch Master cigars is shown.

Sells One of His Stores

E. P. Oakes has disposed of his retail store at Chicago ave. and State st. He will devote all his time to his main store in the Ashland block, besides taking care of the E. H. Gato Cigar Co.'s interests in this market.

John Ryan, Jr., of the Ryan & Raphael Cigar Co., was a visitor to Detroit, where he went in the interest of Lucius cigars.

Back from Europe

Chris Bauer has returned from Europe. He is back with Ruhstrat-Christian Co., and is going to help increase the distribution and sale of Charles Denby and La Indrich cigars in the city.

Rapid Repeaters

White Owl cigars just sell and sell and all dealers can't keep enough on hand to take care of the demand. The General Cigar Co., Inc., is placing large White Owl ads in the Chicago newspapers.

La Palina in Limelight

The Congress Cigar Co. continues its newspaper work on La Palina cigars. The 10 cent Major, 2 for 25c Senator, 3 cent Magnolia and the 3 for 50 cents Perfecto Grande sizes are the ones that duplicate all the time.

A Pipe Offering

A combination set of 12 Frank, guaranteed pipes that retail at 75 cents, all packed in a neat oak and glass case, to place on the counter, is being offered by Jan Ries & Co., the wholesale pipe house at 104 N. Wells street.

Featuring Personality

Fred Davis, head of the New York-Tampa Cigar Co., spent Monday here. While in the city he sold Personality mild Havanas to H. M. Schermerhorn, Inc., which will feature this Tampa made cigar in its chain of retail stores. Mr. Davis left here for Kansas City to close a very important connection.

Wm. Gaskill, well-known to the St. Paul and Minneapolis trade, has moved to Chicago. He will make his future home here and will connect with a wholesale house or an out of town factory.

Doc Rotobro, of the New York-Tampa Cigar Co., is still with us.

Seidenberg Activities

Wm. J. Seidenberg, who has been at the Chicago headquarters for the past week, leaves for New York tomorrow. With him goes a holiday order for 25 cases, totaling 1,000,000 cigars, which include Pancho-Arango, Virginia-Lee, Pan-Aran and Wm. J. Seidenberg's Club Special, all Tampa made cigars. Harry L. Harris, general manager of the Chicago branch will shortly have his sales force introduce some new and original packings of these brands. Many holiday orders from jobbers and direct buying retailers have already been booked by the Chicago branch.

Frank Weidling, Cleveland representative, after a pleasant visit to the Chicago branch, has returned to his Ohio home to push the sale of Pancho Arango. Frank Murray has joined the Seidenberg sales staff, and will call on the drug trade. J. P. Brill spent this week in Wisconsin, booking orders for Pancho Arango cigars.—H. L. H.

Decker Tobacco Plantation in Vermont

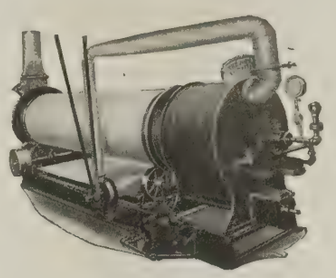
BELLOWS FALLS, Vt., July 14.—There are great doings in Westminster, says the Bellows Falls *Times*. A tour of its main street makes other nearby communities seem almost sleepy. There are the Dascomb orchards among the largest in the East; a flourishing Kurn Hattin Home for boys; a big handsome brick community house going up, and last but not least, 80 acres of tobacco plants all under cloth.

It is of the latter industry which is strictly new that special reference is made. Eighty acres all under white cloth is rare and spectacular for this part of the country. The boys working there tell of many humorous incidents. Every day autoists attracted by the great stretches of cloth draw up and ask questions. The boys are always ready for them. One party they tell that a mammoth circus is about to show, another that a big cattle auction will soon take place and so on down the line. To get new replies for all the questions is some task.

The Decker Tobacco Plantation is owned and operated by C. J. and R. J. Decker, Inc., of South Deerfield, Mass. In the plantation, which needs only a crew of darkey laborers to make it complete, are three or four farms and the land is all level and fertile, said to be No. 1 tobacco land. The great stretches of cloth extend along the highway at Westminster Station and across the railway track to the west bank of the Connecticut river. The tobacco plants, thousands of them, are all started in hot beds in March and April and are now being transplanted in rows three feet and three

(*Continued on page* 44)

"ADT" TOBACCO MACHINERY



The "Adt" Steam Dryers

for Drying Cigarette Tobacco — Smoking Tobacco — Cigar Fillers—Scrap—Snuff Tobacco —Stems, etc.

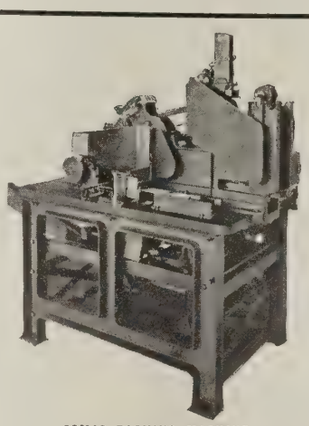
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Three Models, 25,000 Packages of Cigarettes in Ten Hours. American Form Pouch Package.

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COMAS IMPROVED AUTOMATIC FEEDERS, adapted to any standard style of cigarette machine.

COMAS IMPROVED CIRCULAR KNIFE GRINDER.

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Florida-Georgia Shade Grown Tobacco

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The **FLORIDA-GEORGIA** *Wrapper is the Wrapper of the Hour*

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QUINCY · FLORIDA

The Florida Tobacco Commission Co.
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Originators of Shade Grown Wrappers in 1896

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Growers and Packers of Florida Shade Grown Tobacco

QUINCY, FLA.

Connecticut Tobacco Crop Makes Rapid Growth

Plants Are "Hopping" Right Along—Some Crops Ready to Top, Others Just Recently Set Out—"Weed" Has Rich, Healthy Color—C. V. Association Arranging for Finances.

HARTFORD, July 15.—Ideal conditions e now prevailing for the making of bacco throughout the Valley, and crops e "hopping" right along. A survey of e fields now show how rapid tobacco ill grow under favorable conditions. tobacco plant has no equal in making large amount of foliage within such a ort space of time. Under favorable nditions Broadleaf plants have been own to grow and mature within 60 days ter plants were set out in the field. The tobacco through the Valley is now a record-breaking race, and has been owing tremendously fast during the st two weeks of genuine summer ather with the hot days. This last ek several of the growers began to top, e plants having made sufficient growth d were ready for the "ordeal." With nother week of favorable weather a large reage will have been topped, not only the Broadleaf but also in the Havana d belt. However, there is considerable e set tobacco scattered through the lley, and in some sections growers ve just completed the setting out for e first time, having been unable to get nts earlier. Much resetting was neces- y, caused by the cut worms, and the t sun burning up the plants as soon as out. It is a very unusual occurrence the Valley, to find one grower topping d another nearby setting out. But, en as a whole, the crop never looked ter. It is giving every promise of being banner year. The plants have not ered after once taking root. The p is also of an unusually dark green or, and go where one may it will be unusual thing to find any yellow spots the fields. Yellow spots have been te prevalent the past few seasons at s time of the year.

Everything now gives promise of the st crop in the Valley for a good many rs. "Calico" plants are very rare, l while there are some reports of ildfire" in the fields in spots, it does seem to be spreading. The hot ather seems to have checked it.

The thing that seems most to worry growers now is the fear of a bad l storm which might raise "hob" in g time." Much credit is due to the rts of President Alsop, of the owers' Association for getting a hail urance policy to protect all growers o are members of the association, and a much lower premium per acre, ering losses up to $300 per acre.

Hail adjustments for members of the ociation in the northern part of the te who had to reset their fields follow- the hail storm recently, have been de and allowances for resetting where tobacco was small, and where the acco was of good size, certain amounts e been paid. The adjusters were L. Grotta, of Warehouse Point, and W. House, of Glastonbury. Hail in- ance is gaining the favor of the asso- ion's members and new applications being made every day.

Picnic Plans Being Perfected

Plans for the first annual picnic of Connecticut Valley Tobacco Associa- n, to be held at Riverside Park, Aga- m, Mass., July 25, are advancing. The re park is reserved for the members the association, their employes and their families. About 6,000 people expected to be there. President op is to make an address at 11 a. m. l games and other athletics are eduled, but the big feature "event" is a 100-yard race between General Manager Fred. B. Griffin and Secretary W. F. Whitmore. While Fred is a heavyweight it is rumored that he is very speedy. Whitmore is thin and his speed is unknown. However, there has been no guaranteed stakes posted, but the dash is expected to be an exciting affair.

New Joiners

During the past week several heretofore known as "independent growers" signed up with the association, and many more are expected to follow suit.

It was reported last week that the local dealers were to start visiting the "independent growers" and would try to buy the 1923 crops on the bundle basis, and the prices that were to be offered was understood to be 50 cents per pound for Broadleaf and 40 cents per pound for Havana seed. It is now rumored that each dealer was watching the other fellow very sharply to see what was going on. Each wanted some of the "independent" tobacco.

Prominent Grower Dies

Charles Wyllis Porter, one of the largest and most successful growers of Havana seed tobacco, died at his home on Porter street, Hockanum, Monday afternoon.

He suffered a shock about four weeks ago, but partially recovered and was about for a while.

He suffered another shock a few days ago, and had been unconscious for two days.

Mr. Porter was born in East Hartford, August 12, 1856. He was a descendant of John Porter, of Warwickshire, England, who settled in Windsor, this state, about 1636.

Mr. Porter raised Havana seed tobacco for many years and had again under cultivation this year, thirty acres. He was very progressive in his methods.

He owned a large warehouse and packed his own tobacco.

For about thirty years he had been associated with the late Louis B. Haas, of Hartford, and the latter's successors in the firm of L. B. Haas & Co., Benjamin L. Haas and William F. Haas. A large amount of the Havana seed and Broadleaf handled by the firm had been assorted and packed at the Porter warehouse, and kept there in storage until sold.

In earlier years Mr. Porter had bought and packed tobacco on his own account.

Mr. Porter was a member of Orient Lodge, F. and A. M., of East Hartford; Pythagoras Chapter, R. A. M., of Hartford, and the Masonic Veteran Association of Connecticut.

Mr. Porter was highly esteemed for integrity and business ability. He gave his entire time to the management of his large farm and was regarded as one of the best tobacco farmers in the Connecticut valley.

The work of sampling Broadleaf Broken and Fillers packed by the association is now under headway, and within the next few days the work will have been completed; samples will be ready for inspection shortly. The samples are showing up very well and sales are being made every day. The choice lots are being picked up rapidly, and at the rate they are now going the entire holding will soon be disposed of.

The executive committee of the association has authorized President Alsop

(Continued on page 44)

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INCORPORATED
GROWERS PACKERS
UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S CONNECTICUT SHADE
QUALITY TO BURN
SUFFIELD CONNECTICUT

EVERYBODY LIKES
RED TOP SNUFF
A Universal Favorite for 35 Years.
MANUFACTURED BY
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Warehouses: Hartford, Conn.; Portland, Conn.
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Connecticut Leaf Tobacco
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NEW YORK OFFICE: 169 Water St.

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Established 1840
Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco
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furnished with or without picking table



This machine will clean more floor sweepings and scrap tobacco in 10 hours than 20 hands will do in a week by old methods. Separates the Stems, Nails, Sticks, Dust, Granulated Tobacco, and blows the fluffy tobacco over on the picking table where the strings and paper can be picked out by hand.

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Leaf Tobacco Dealers
Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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GREENVILLE, N. C., U. S. A.
All Grades of North Carolina and Virginia Leaf Tobacco and Strips
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
Ample for Redrying by Steam or Natural Season
Samples Furnished Cable "FICKLEN" Correspondence Solicited

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Use Arnold's Cipher No. 5 Codes { A. B. C. 4th & 5th Edition Lieber's
Clean, Uniform Strips a Specialty
ROCKY MOUNT, NORTH CAROLINA, U. S. A.

Prospects in Lynchburg District

LYNCHBURG, Va., July 14.—The seasons for planting tobacco around Lynchburg have been the most unfavorable in many years. There were good rains on June 10, 11 and 12, at which time the farmers planted what land they had ready or what plants they then had suitable for planting.

It was confidently expected that other seasons for planting would follow, but there was no rain to make a season until Saturday night, July 7.

The rains, however, Saturday night were of local character, some sections having a good season, while others not enough rain fell after waiting over Sunday to enable planting on Monday.

In a larger part of the territory adjacent to Lynchburg, the rain was sufficient for planting, and quite a good bit of tobacco was planted, but in some sections none could be planted at all. This, with the scarcity of plants (many beds having dried up during the drought) will not allow the full crop of tobacco to be planted, as anticipated.

Plants set out in June are looking and growing well, and with good season from now on will make good tobacco, and if the seasons are favorable plants set out this week will also make good tobacco, but, of course, will be late maturing.

It can be seen, therefore, that the full crop anticipated will not be planted and it is conservatively estimated that it will only run from 80 to 85 per cent of last year's crop.

The estimated yield, however, is now entirely problematical and will depend entirely upon the growing season from now on, with favorable weather the yield per acre should be normal, but another drought would cut it down materially.

Where plantings were early, reports come that tobacco is looking well, some of it nearly reaching the topping stage.

Indications are most favorable for prices to be good and with a good quality of leaf produced a good average market is expected the coming selling season.

The quantity of wrappers for several seasons has been small; hence there w be a demand for them, and it is thoug they will sell well this year.

Most of the farmers marketing t bacco in Lynchburg have shown a pr erence for the "Open Market" and "a tion system" of selling tobacco, and t four Open Warehouses did a m successful and gratifying business t past season.

The great satisfaction expressed both seller and buyer on the "Open M ket" would indicate that a still lar percentage of tobacco will be sold on t open floors here the coming season JOHN D. OGLESBY.

Oxford Crop Conditions

OXFORD, N. C., July 14.—Light l thunderd storms recently have hel crop conditions. The southern eastern sections show better gro and topping is quite general. The lea are small and the plant hasn't the gro as usual for this time. In the north section, especially along the Virginia l the crop is small and irregular. W is badly needed is a good general rai

Our former estimate of acreage 8 per cent. of last year's crop stands v conditions at about 75 per cent. as c pared to this time last year.—W. ADAMS CO.

Tobacco Led in Acreage Val

RICHMOND, Va., July 14.—Accor to figures obtained from Henry M. T lor, federal agricultural statistician this state, tobacco, regarded as a mor less luxury farm product, had a per value in Virginia of $180, while wh the staple food product of the world, a value of only $15.75 per acre. Tob led all crops in per acre value. W was the lowest.

Virginia last year produced farm p ucts valued at $171,500,000. Corn the most valuable crop in totals for year. Based upon December price was worth $42,116,000. It ra

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ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
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Buyers on All Important Markets in Virginia and Carolina

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ıth, however, in per acre value, being ch only $22.12. Tobacco came next orn in total value, it being worth 20,000 last year. Hay came next in t value, it being worth $19,520,000. Wheat came fourth, it being worth 56,000, and apples sixth, with a total e of $7,500,000.

Total value of sweet potatoes was 13,000 and per acre value $117.50, or nd in rank. The total value of the ut crop was $4,295,000, or seventh in . The cotton crop was worth ,1,000, or $53 per acre.

uth Carolina Dealers Hit by Luxury Tax

SPARTANBURG, S. C., July 14.—How to come the loss of business resulting the "luxury tax" levied by the last son of the South Carolina legislature uzzling the retail dealers in cigars cigarettes not only in this city but urrounding cities in the Piedmont on of the Palmetto State.

Instead of buying their smokes at home enen are crossing the mountains over t North Carolina and buying their e's supply where they do not have a ory tax.

io to Sister State for Smokes

A Spartanburg merchant cites the case igarettes which sell in South Caro- for $1.70 per carton. The same gettes can be bought in North Caro- just thirty miles distant, at a saving 30 cents. The average cigarette ner uses about a carton a week, and e is nothing easier to get in his car day, take the Appalachian highway, ignificent route across the Blue Ridge ntains, visit Hendersonville, Tryon, da, or any of a dozen little cities in ch Carolina, and put in his week's ly.

Local merchants are helpless in the face his condition, for there is no law to bit one buying cigars, cigarettes and bco in another State. The mountain es are fine, and travel through the ntains is quite the thing. The ill fortune of South Carolina retailers is the good fortune of North Carolina retailers. While the State loses only a small amount in taxes, the merchants are hard hit.

Say Luxury Tax Must Go

This state of affairs has steeled the retail merchants with a firm resolve that the "luxury tax" must go. The South Carolina Retail Merchants' Association in session in Greenville, S. C., July 11-12, put up a stout argument against it, but the association is composed largely of dry goods merchants, and they do not feel it as keenly as retailers handling cigars and cigarettes. These, however, will fight it in their own way.

"Many of my customers," states one merchant, "have not bought a cigarette in South Carolina since the opening of the Summer travel. They have been going to the mountains each Sunday, and while stopping at Hendersonville or Asheville have found it easy to take on a week's supply of tobacco."

The "luxury tax" is a farce, so all merchants declare, and judging from the unanimity of opinion, it is likely such pressure will be brought to bear upon the various legislative delegations in South Carolina that the next session of the legislature will witness its repeal.

Curing in South Carolina

BAMBERG, S. C., July 14.—The annual tobacco curing period has been in effect for several days, and those who are growing the weed are busy putting in barns and keeping the fires burning. The tobacco outlook is reported as being quite favorable so far. The quality of the plant appears to be splendid.

The acreage this year has dropped off greatly compared to last year, although the reports are that there will be quite a lot of it. J. F. Lane, local manager of the co-operative association, reports that the acreage is really larger than he first thought.

No announcement has been made as to the opening of the local branch of the marketing association.

Established 1898 Cable Address Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

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If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.

WILSON, N. C., U. S. A. *The largest bright leaf tobacco market in the world*
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Leaf, Strips, Scraps and Stems

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Strips, Scraps and Stems Samples submitted on request

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DANVILLE, VIRGINIA, U. S A.

Virginia and Carolina Cigarette and Smoking Tobacco a specialty
Export and Domestic Types
Established reputation for careful grading and packing
Our own buyers in best markets

Correspondence invited. Cable address: "Lea," Danville, Va.

Cable "Winleaf" Winston Salem, N C—Codes A B C 4th & 5th Editions Western Union

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Strips, Scrap and Stems. Complete Facilities
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CHAMBERLAYNE LEAF TOBACCO CO.

RICHMOND, VIRGINIA

VIRGINIA CAROLINA SEED LEAF

KENTUCKY CLARKSVILLE SPRINGFIELD HOPKINSVILLE WESTERN DIST.

BURLEY OHIO MARYLAND

LEAF TOBACCO OF ALL DESCRIPTIONS
PACKERS, DEALERS, EXPORTERS, IMPORTERS.
OUR OWN DOMESTIC AND FOREIGN PACKING PLANTS ENABLE US TO MEET ALL REQUIREMENTS.
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Dealers
CAN NOW GET
DILL'S BEST
SMOKING
TOBACCO
THROUGH ANY
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Packing guaranteed. Samples submitted on application.

Bloch Bros. to Offer Stock to Employees

WHEELING, W. Va., July 14.—Employees of Bloch Bros. Tobacco Co. are given an opportunity to become stockholders in their company through a new plan of installment purchases of stock. The policy of setting aside a block of stock for the employees of the concern is in line with similar action taken by other manufacturing concerns of the city and country. Announcement of the plan came through Jesse A. Bloch, vice-president of the company.

Under the proposed plan, employees may subscribe for any amount of stock whose valuation is not more than 20 per cent of their annual wage. Market prices will be quoted. Payment of stock subscribed under this plan will be made as pay days fall due, the amount subscribed being deducted from the wage check. Payments will run for one year only. The plan will be continued indefinitely however, and employees may subscribe for additional stock as their original amounts are paid for.

The stock offered for sale under this plan is from the amount held in the company treasury.

The offer of the company is the same for officers and men. Between 400 and 500 are included in the offer.

Growth of the Tobacco Industry in Georgia

BLACKSHEAR, Ga., July 14.—The following letter from E. L. Darling, mayor of Blackshear, to the Atlanta *Constitution*, is self-explanatory:

"We note a clipping in Savannah *Morning News* of the 1st from the *Constitution* where you quote that the A., B. & A. railway says there will be '1,200,000 pounds of tobacco raised in Georgia this season.'

"For the public information you may publish the following, or as much as you desire, as it is authentic.

"The reported 1922 crop was 4,393,1 at an average price of $19.45.

"We do not know so much about t crop in other sections of the state, b the 1923 crop in Pierce will be abo double or more in 1923 and the qual at present is far ahead of 1922.

"In Blackshear in 1922 there was s in the one warehouse a total of 1,368,3 at an average of $23.15, which was t largest and highest price of any mark in the state.

"We now have an enlargement of t first warehouse owned by the Blac shear Manufacturing Company and stock company of local business men a farmers has been formed and a wa house of 23,040 square feet will be rea for the coming season, which opens abo August 2.

"With the high quality that is bei cured by our experienced and ha working farmers we do not look for minimum less than 2,000,000 pounds a the lowest average of 25 cents in Blac shear alone. These are conservat figures and it is safe to say that unl there is some unforeseen calamity th will be exceeded in quantity and pr

"At present the traveling public th that Pierce, Wayne, Brantley and A pling counties have the best prospe of tobacco they have seen.

"Other crops, such as cotton and f crops, are ahead in proportion."

Mayor Darling is secretary a treasurer of one of the Blacksh tobacco warehouses, and is well ver in his subject.

Gains Shown by Polanc Tobacco Monopoly

WASHINGTON, D. C., July 17.—cording to information received fr Commercial Attache, H. B. Smith, Warsaw, Poland, the operation of State Tobacco Monopoly showed a c gain from January 1 to September 1922, of 27,651,673,159 marks. Of gain and from the income attained in second half of the previous year th

ANDREW JAMISON, President Established 1835; Incorporated 1910
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ALL GRADES OF LEAF TOBACCO AND STRIPS

SAMPLES UPON APPLICATION

turned over to the Central State sury, during the same period of the sum of approximately 14,000,-00 marks; in addition to this a rev- from private tobacco manufacturers in to the Treasury amounted to 2,-70,000 marks in 1921, and 31,949,-44 marks in 1922, which shows that Government Tobacco Monopoly has a profitable source of revenue to government in spite of the adverse mic conditions which have obtained oland during the past few years. ically all the tobacco used by the Tobacco Monopoly of Poland must nported and in the following table own the quantity of tobacco im- d from January 1, 1921, to March 23, and the country of origin:

Kind (1)	Amount Pounds
arian	8,360,000
c	849,200
rican	791,800
rian	893,200
donian	176,000
asian	1,320,000
n "Java"	308,000
Total	12,698,200

Kind (2)	Amount Pounds
tra	143,000
	233,200
na	26,400
garian	35,200
	17,600
la	15,400
ngo	44,000
Total	514,800

Raw material for the manufacture of ettes and tobacco.

Raw material for the manufacture of

Production in 1921-22

e production of the Government polies in 1921 and 1922 were as vs:

ars 15,069,000 and 17,594,000, re- vely; cigarettes, 636,199,000 and 318,571, respectively; and cut to- 2,575,553 pounds, and 2,976,754 ds respectively.—LAMM.

Canada's 'Weed' Export Trade Shows Growth

OTTAWA, Ont., July 14.—The growth of Canada's export trade in tobacco is strongly emphasized in the returns for the past three years, 1,100,107 pounds of unmanufactured tobacco being exported in the fiscal year just ended, as compared with 200,153 pounds in 1921, and 471,991 pounds in 1922. In March, 1922, there was 62,632 pounds exported, while for the same month this year there was 173,568 pounds sent to outside markets.

One of the results growing out of the war is the increasing appreciation of Canadian tobacco among the British public. The enormous amount supplied from Canada in large and small quantities to individual soldiers by their friends was instrumental in cultivating a taste for this country's tobacco among the British soldiers, and, this market in the old country is rapidly enlarging. Canadian tobacco is now looked upon very favorably by British importers and manufacturers, and is recognized as superior to tobacco imported from other British colonies such as South Africa and Rhodesia, owing to its excellent flavor.

Big British Demand

So great has the British demand for Canadian tobacco become that over 1,000,000 pounds, grown in Essex county, Ontario, was shipped to Great Britain during 1922, to be used in the manufacture of cigarettes, pipe tobacco and twists. In anticipation of increased requirements in Great Britain it is reported that a British tobacco firm has purchased land at Kingston, Ontario, and proposes to erect a modern factory there for the processing and curing of Canadian leaf tobacco. The Canadian Tobacco Growers' Co-operative Co. has entered into a contract to supply the new British firm with 2,000,000 pounds of dark leaf tobacco.

How Canadian tobacco users are increasing the consumption of the home-grown product is shown by the record of imports for the past three years. In 1920, there was imported 21,120,729 pounds of unmanufactured tobacco; in 1921, 19,924,721 pounds, and in 1922, only 14,453,671 pounds.

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Codes: Arnold's Nos. 5 & 15, Western Union

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Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage at Low Rates.
Correspondence Solicited.

Louisville Tobacco Market Reports

LOUISVILLE, Ky., July 14.—The Louisville Tobacco Board of Trade makes report of the hogshead leaf transactions as follows:

Tobacco Sales for the Week and Year to July 13

Tobacco Sales for the Week and Year to July 13

Warehouses	Week—Auction Sales	Week—Private Sales	Week—Total for Week	Year, Jan. 1st to Date
Turner	...	..	...	792
Kentucky	81	11	92	6,616
Main Street	14	..	14	2,613
Planters-Farmers	204	19	223	8,239
New Tenth Street	21	5	26	3,064
Louisville	...	..	...	4,102
	320	35	355	25,426
Year 1922			939	46,082
Year 1921			823	39,636
Year 1920			346	33,149

Classifications of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	301	.....	301
Dark	54	.....	54
	355	.....	355

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	8,335	14,673	23,008
Dark	1,853	565	2,418
	10,188	15,238	25,426

Classification of Sales to Same Date

	1922	1921	192
Burley	43,287	36,934	31,6
Dark	2,795	2,702	1,5
	46,082	39,636	33,1

Comparisons with Previous Years

	1923	1922	192
SALES—			
Total sales of new crop to date	19,760	14,760	32,0
Sales of new crop to date. Original inspection	16,029	12,257	26,4
REJECTIONS—			
Rejections this week:			
Burley	73	.....	...
Dark	24	.....	...
Total	97	96	1
Percentage of rejections to auction sales:			
Burley	27	.....	...
Dark	44	.....	...
Total	30	19	
Rejections, Jan. 1 to date:			
Burley	5,120	.....	...
Dark	430	.....	...
Total	5,550	9,607	8,
RECEIPTS—			
Receipts this week	259	474	
Receipts, Jan. 1 to date	18,036	27,776	32,

Official Quotations at Louisville, July 13, 1923

	Burley—Dark Red	Burley—Bright Red	Burley—Colory	Dark Manufacturi
Trash (green or mixed)	7 to 8	8 to 9	9 to 11	to 4
Trash (sound)	10 to 12	12 to 14	15 to 17	4½ to 5
Common Lugs	12 to 14	14 to 16	18 to 20	5½ to 6
Medium Lugs	15 to 16	16 to 18	20 to 22	6 to 7
Good Lugs	18 to 20	20 to 22	22 to 25	7 to 8
Common Leaf (short)	12 to 14	14 to 16	18 to 20	8 to 10
Common Leaf	15 to 17	18 to 20	22 to 25	10 to 12
Medium Leaf	22 to 24	24 to 26	27 to 30	14 to 16
Good Leaf	26 to 30	30 to 32	32 to 35	18 to 20
Fine and Selections	35 to 40	40 to 42	42 to 49½	22 to 2

N. B.—Unsound or defective in condition, length or color, or mixed packag from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

Paducah Prospects

PADUCAH, Ky., July 14.—Recepits of loose tobacco at the receiving stations of the Association have been very light again this week. This is due to the fact that the undelivered part of the crop is very small and farmers are extremely busy with their harvest and trying to dig their crops out of the grass and weeds. It is hard to estimate just what is left in the country, but no doubt a million pounds will cover it. At any rate we will be able by August, to give a very close estimate of what was produced last year. We are sure the amount will run close to 90,000,000 pounds which was my estimate on the crop last Fall.

The Association is receiving and prizing its stock as it comes in and it is practically through with prizing at most of the receiving stations. We will soon know what the unsold stocks are in the dark fired district and of what gra they consist.

Practically all dealers are through ceiving and packing and are clear house ready for the Fall campaign.

The weather for the past week has all we could wish for on the grow crop of tobacco. It has been very with occasional showers and the grow crop generally is in fine condition growing splendidly. There is still siderable tobacco in need of cultiva and unless it is soon thoroughly wor out, a small part of the crop will su on this account; but taking the cro a whole, will say that I never saw a bc prospect for a good crop of tobacco we have at present. The weather co tions and the manner in which the is cultivated and handled will have a do with the quality and yield, but we pleased with the flattering prospects we have.—W. B. KENNEDY.

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On all markets. We air dry and steam dry on most of the loose markets, and have the latest improved Philadelphia Textile Steam Dryer in our Louisville Factory for handling Leaf and Strips. Orders and correspondence respectfully solicited.

ger Tobacco Acreage

NKLIN, Ky., July 14.—"Traveling h Sumner and Macon County, see, and Allen County, in this I was astounded during the closing f June to find some crops of toready to be topped, as this is forin the extreme, and still further ied to find on the adjoining farms d boys at work setting plants," nator John H. Durham.

a matter of fact, the territory I nly embraces a few of our neighcounties, but if the increased acre- to tobacco throughout the dark in keeping with that of the terrihave been over, the advice of the tion heads to limit production has tally ignored.

Acreage Increased

m all indications visible from the ys, the farmers in these counties reatly increased their acreage, and ve we are going to find that the crop of 1923 will be the largest in point of acreage which has been set in this tier of counties during the whole of tobacco culture.

"I am in no way identified with the industry and would not be in position to say what amount of tobacco would glut the market, but having read so much concerning the desire of the association heads to have only a normal acreage, I was made to wonder if other counties are following this advice, or like the ones of which I have knowledge, planting a greatly increased acreage."

Owensboro Outlook

OWENSBORO, Ky., July 14.—The weather during the greater part of the week has been warm and while we have had some heavy local rains the condition in a general way might be reported as somewhat improved over last week, although the farmers have not caught up with the much needed cultivation.—J. S. PHELON.

Kentucky Tobacco Sales During June

ures Compiled by the State Commissioner of Agriculture

NKFORT, Ky., June 12.—W. C. Hanna, State Commissioner of Agriculture. report of sales of tobacco in all warehouses in Kentucky during the month e, 1923, as follows:

	The June Sales of 1921 or Previous Year's Crop			1922 Crop		
	Pounds	Total Dollars and Cents	Average Price Per 100 Lbs.	Pounds	Total Dollars and Cents	Average Price Per 100 Lbs.
Tobacco sold for growers....	850	42.08	4.95	19,620	2,165.18	11.03
Tobacco sold for dealers.....	16,515	1,875.03	11.35	168,650	24,685.25	14.63
Tobacco resale.....	116,690	13,603.89	11.65	625,450	68,894.65	11.01
l Burley and average.....	134,055	15,521.00	11.57	813,720	95,745.08	11.76
ker Tobacco sold for dealers.	.....	.....	.....	73,275	4,491.12	6.13
ker Tobacco resale.....	2,745	102.30	3.73	7,230	599.16	8.29
l One-Sucker and average..	2,745	102.30	3.73	80,505	5,090.28	6.03
Dark Tobacco sold for dealers	4,070	213.63	5.24	1,390	68.11	4.90
Dark Tobacco resale.....	4,060	215.80	5.31	16,750	1,092.46	6.52
l Unfired Dark and average	8,130	429.43	5.26	18,140	1,160.57	6.39
rk Tobacco sold for growers	.....	.....	.....	60,480	7,325.89	12.11
l Fired Dark and average..	.....	.....	.....	60,480	7,325.89	12.11
nd total and average.....	144,930	16,052.73	11.08	972,845	109,321.82	11.23

ANCH HOUSES:
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Improved Stick and Apron Drying Machines.
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Samples Submitted. Orders and Contracts Solicited.
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e Burley Association Activities

XINGTON, Ky., July 15.—West Vir- tobacco growers who are members ie Burley Tobacco Growers' Co-op- ve Association are working to bring ose who are still outside, J. Sherman er, editor of the *Burley Tobacco uer*, who has been spending the past days in West Virginia, said Friday is return to Lexington.

here are hundreds of tobacco grow- n West Virginia," Mr. Porter said, do not grow over half an acre to an of tobacco. These men have not ht it worth while to come into the iation, but the members have indi- to them that they will be welcomed as cordially as would those who longer acreage."

. Porter said that among the grow- p in the hills, far from the centers opulation, the propaganda of the dative interests had been believed as l and that the growers of some of inaccessible places had never had an tunity to learn the truth about co- tive marketing of tobacco and some em manifested considerable bitter- ness against the system, because it would mean the "taking of our tobacco to Kentucky."

"At one place on our trip," Mr. Porter said, "hoodlums gathered outside the schoolhouse where we spoke and made so much noise that I called the chairman's attention to it and told him if we could not have an orderly meeting we would not have any. A warning from him terminated the trouble and the citizens of the community expressed regret at the incident."

Chief William Collins, of the field service, and Ralph M. Barker, director of warehouses, went to eastern Ohio last week to look into the situation there, where a new territory has been added to the association.

Robert E. Beatty, assistant director of warehouses, said that no warehouses would be sold in the sale of surplus property, announced for this month, but that lots taken over with some of the warehouses would be disposed of, as would a number of barns and dwelling house property of the association. The Lexington property includes a new street south of the Big Burley house, desirable building lots on both sides of the street being included in the sale. A concrete street, sidewalks and curbing already have been laid by the association. All the lots formerly occupied by the Planters and Shelburne No. 2 warehouses also will be sold.

The Central District Warehousing Corporation, a subsidiary of the Burley Tobacco Growers' Co-operative Association, filed amended articles of incorporation in the county clerk's office increasing the capital stock of the corporation from $1,485,110 to $1,645,110. The stock of the corporation as amended consists of 11 shares of common at $10 each and 164,500 shares of preferred at $10 each.

Plug Tobacco

The Cleveland (Ohio) *Press* answers the question, "How is plug tobacco made?" as follows:

"The stem is taken out of tobacco leaves, and the leaves are immersed in 'sauce' for flavoring. This sauce is made of licorice paste, sugar, fruit juices, etc. The leaves are then passed thru a wringing machine to press out the surplus liquid, after which the leaves are dried to the proper moisture, and shaped into a plug. They are then put in a press, wrapped and put thru another press. After the plugs are made, they are cut into pieces for chewing tobacco, and shaved for smoking tobacco."

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and
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Plug-Slice

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Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to green Rivers and Burleys.
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Fifth & Triplett Streets
Warehouse and Steam- Drying Plant
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BURLEY BRIGHTS STRIPS SCRAP
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THE AUSTIN CO., Inc.
GREENEVILLE, TENN.
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TANSY TOBACCO CORPORATION
Leaf Tobacco Dealers and Brokers
All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf. We respectfully request your inquiries and Orders.
19 SOUTH WILLIAM STREET, NEW YORK

WIRE HOOPS
We Are Manufacturers
Special Soft Wire Quick Shipments
W. F. Robertson Steel & Iron Co.
Cincinnati, Ohio

ORDERS AND CONTRACTS SOLICITED, SAMPLES ON APPLICATION
Kentucky Tobacco Redrying Co.
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BUYERS AND REHANDLERS
LEAF, STRIPS, SCRAP AND STEMS
PHILADELPHIA TEXTILE MACHINE AND AIR DRYING
P. O. BOX 557 TELEPHONE 3148
678-680 SOUTH BROADWAY
LEXINGTON, KY

W. O. SMITH & CO., INC. Cable Address: 'Lowbell' Established 1865
Freight Brokers and Forwarding Agents
For over 50 years we have handled the shipping of the *largest tobacco accounts* in the world
Warehousing Inspecting Coopering Sampling
Main Office: 32 Water St., New York City
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WILLIAM H. WHITNER
Importer and Packer of
LEAF TOBACCO
24-25 and 26 Wall Street BINGHAMTON, N. Y.

Read Tobacco and Keep Up-to-Date



SEAL OF LEXINGTON CIGAR
A Genuine 10c Hand Made Product. Blended Havana Filler and Broad Leaf Binder.
Open Territory Assigned to Jobbers Only.
THE JOHN C. GUY CO., Inc., Lexington, Kentucky

A Smoker Blind-Folded or with His Eyes Closed

Can not tell whether he is smoking a cigar having a dark or a light wrapper.

Cigar manufacturers know that the mildness or strength of a cigar is governed solely by the Tobacco in the filler.

We feel that the consumer should be educated by means of a publicity campaign to the fact that when he wants a pleasant mild smoke it makes no difference whether he chooses a dark or light wrapped Cigar.

It is conceded that no Tobacco in the world combines so many essentials to the making of a good mild cigar as Porto Rican. Besides being aromatic and fragrant it possesses practically no chlorine and therefore burns evenly and freely.

This year's crop is of exceptional quality, which means that a treat is in store for the American smoker, as Cigar Manufacturers throughout the entire Country are realizing more and more that Porto Rican Tobacco used as a filler exclusively or blended with other Tobacco makes a cigar which pleases the majority of smokers who prefer a mild but fragrant cigar.

GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

W. L. Dannahower
Agent

136 Water Street, New York Telephone, John 1379

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Siboney —*July 11*

	Cases
B. Wasserman Co.	14
Central Union Trust Co.	40
United Cigar Stores Co.	10
Calixto, Lopez & Co.	2
Dodwell & Co.	1
Park & Tilford	15
Grosvenor Nicholas & Co.	14
A. J. Billin & Co.	1
Charles & Co.	2
S. M. Siless	1
New York & Cuba Mail S. S. Co.	17

S. S. Hibueras —*July 13*

Banana Sales Corp. 1 case

S. S. Pastores —*July 14*

Park & Tilford 4 cases

Tobacco from Cuba

S. S. Siboney —*July 11*

	Bales
J. Bernheim & Son	287
F. D. Grave & Son	80
Bernard Judae & Co.	5
L. Perez	4
Max Schwarz	58
P. Lorillard Co.	201
Waitt & Bond	6
Stern-Mendelsohn Co.	397
S. Ruppin, Inc.	5

	Barrels
E. P. Cordero & Co.	36
D. Emil Klein Co.	10
Max Schwarz	67
Consolidated Cigar Corp.	31
T. D. Downing & Co.	100
Waitt & Bond	150
Stern-Mendelsohn Co.	28
S. Ruppin, Inc.	185
American Cigar Co.	70
W. K. Gresh & Sons	10

	Packs
J. Bernheim & Son	62
M. Schwarz	6
Consolidated Cigar Corp.	48
S. Ruppin, Inc.	117

Cigars from Porto Rico

S. S. San Lorenzo —*July 11*

	Cases
Porto Rican American Tob. Co.	132
United Cigar Stores Co.	144
Villar, Lanza & Co.	2
Royal Bank of Canada	2
A. Moss	2

S. S. Zulia —*July 16*

Infanzon & Rodriguez 2 bales

Tobacco from Porto Rico

S. S. San Lorenzo —*July 11*

	Bales
I. Lewis Cigar Mfg. Co.	100
Industrial Leaf Tobacco Co.	125
Leo Hirsch	10
M. Rodriguez	5
Max Gans' Sons	19
J. Cohn & Co.	54
Kohlberg-Gonzales Co.	15
G. H. P. Cigar Co.	50
J. Klorfein	49
M. Winter	1

	Barrels
American Sumatra Tobacco Co.	135
Pedro Costa	20
M. A. Andre	20
M. Rodriguez	15
Max Gans' Sons	25
G. H. P. Cigar Co.	274
Industrial Leaf Tobacco Co.	90
Leo Hirsch	
J. Marquesee & Son	
J. Cohn & Co.	
Kohlberg-Gonzales Co.	
Durlach Bros.	
Hamburger Bros.	
Portocuba Corp.	
J. Helmar	
M. Winter	

Cigars from Manila

S. S. Altreus —*July 1*

	C
H. W. Peabody & Co.	
F. C. Childs & Bros.	
S. Frieder & Sons	
American Express Co.	
S. J. Freeman & Sons	
C. G. Wilson, Inc.	
To Order	

Tobacco from Manila

S. S. Altreus —*July*

S. Frieder & Sons 14 c
To Order 50 b

Tobacco from Shanghai

S. S. Havre Maru —*July*

China American Tobacco & Trading Co. 25 b

Tobacco from Rotterdam

S. S. Rotterdam —*July*

	B
H. Duys & Co.	
A. Bornholdt & Co.	
L. Schmid & Co.	
Markland & Reed	
E. Rosenwald & Bro.	
Herzog & Sarluy	

	Ba
Cullman Bros.	
C. J. Waxelbaum & Co.	
E. Rosenwald & Bro.	
W. Van Doorn	
American Malaya Trading Co.	7 p
	(
H. Duys & Co.	
General Cigar Co.	
M. Rosenberg & Co.	
W. Van Doorn	

Tobacco from Glasgow

S. S. Assyria —*July*

Grosvenor Nicholas & Co. 4

S. S. Cameronia —*July*

Alfred Dunhill 4

Tobacco from London

S. S. Mesaba —*July*

	(
Faber, Coe & Gregg	
Metropolitan Tobacco Co.	

Tobacco from Liverpool

S. S. Baltic —*July*

A. Oppenheimer & Co. 3

Cigarettes from Porto Rico

S. S. San Lorenzo —*July*

Porto Rican American Tob. Co. 2

Cigarettes from Glasgow

S. S. Assyria —*July*

W. R. Grace & Co. 1

Cigarette Paper from Antwer

S. S. Zeeland —*July*

P. J. Schweitzer, Inc. 71

RUTHENBURG, DERIZANZ & CO.

Packers of

Superior Vegas of Porto Rico

Main Office: San Juan, Porto Rico

New York Office: 126-128 Maiden La

LEO HIRSCH

Grower and Packer

PORTO RICO TOBACCO

Warehouses: MARTIN PENA, PORTO RICO

Office: 173 WATER ST., NEW YORK

igarette Paper from St. Nazaire

S. Zarembo —*July 14*

	Cases
lauduit Paper Corp.	257
Reynolds Tobacco Co.	510

igarette Paper from Bordeaux

S. Zarembo —*July 14*

ican Tobacco Co. ..... 900 cases

riar Pipes from Southampton

S. Majestic —*July 10*

of United States ..... 1 case

Briar Pipes from London

S. Mesaba —*July 12*

enor Nicholas & Co. ..... 1 case

Briar Pipes from Le Havre

S. Paris —*July 14*

	Cases
urray Hill & Co.	24
ocean Forwarding Co.	1
penheimer & Co.	5
Woolworth & Co.	6

ers' Articles from Southampton

S. Berengaria —*July 14*

	Cases
rray Hill & Co.	10
Foster	10

okers' Articles from Hamburg

S. Minnehaha —*July 11*

der ..... 6 cases

ports and Exports at New Orleans

following are the Imports and Ex- through the Port of New Orleans e week ending July 12:

Filler Tobacco from Cuba

S. S. Cartago, N. Elson & Co., 55

Cigars from Cuba

S. S. Chalmerre, J. M. Gonzales,

Exports

Bremen, by *S. S. Evergreen City,* s. tobacco.

Bordeaux, by *S. S. Cardigan,* 85 obacco.

Havre, by *S. S. Cardigan,* 83 hhds.).

Antwerp, by *S. S. Elkhorn,* 112 obacco.

Rotterdam and Amsterdam, by *Leerdam,* 129 hhds. tobacco.

Rotterdam and Bremen, by *S. S. affrey,* 106 hhds. tobacco.

Liverpool, by *S. S. Metador,* 819 obacco.

Genoa and Naples, by *S. S.* ———, ls. tobacco and 3 boxes tobacco

Havre, by *S. S. Michigan,* 118 obacco and 3 cases tobacco.

o Crop Shows Increase

MBUS, Ohio, July 14.—An increase r cent in Ohio's tobacco crop for ar is predicted by State-Federal eporter C. J. West, who has just ed a study of 919 tobacco farms in e.

southern Ohio or Burley district the largest increase, although in- are also shown in the cigar leaf the Miami Valley, and in the district of Eastern Ohio, West

illage Without Fags

CLINTON, O., July 14.—According ts just compiled by County Audi- A. Guth, Rocky Ridge is the only in Ottawa County where cigarets sold. A village ordinance pro- he sale of fags.

Iowa Cigarette Tax Law Operations

DES MOINES, Iowa, July 14.—Possibility that enforcement of the state cigarette tax law would remain with the treasury department instead of being turned over to the attorney general's office was intimated recently as Superintendent C. C. McCoy announced the results of the law's first two years of operation.

A total of $1,233,013.63 has been collected since the law went into effect July 4, 1921. During the past year cigarette dealers contributed $639,733.89 to the state, while the tax yielded $593,279.74, the first fiscal year. The increase alone was enough to cover the department's expenses for the two years.

"The Fortieth assembly transferred the enforcement division to the office of the attorney general," a treasury department official declared, "but Attorney General Gibson has inferred that there is some question as to the transfer and has further intimated he would render an opinion which would leave the enforcement of the cigarette law still in the hands of W. J. Burbank, treasurer of state, and where, the attorney general says, it belongs."

Attorney General Gibson has also stated that there is no law on the statute books of Iowa that has been as well taken care of and enforced as the cigarette law under the supervision of the treasurer of state.

As this is the close of the cigarette permit year, renewal permits and new permits for dealers who have never engaged in the sale of cigarettes and cigarette papers have been coming in very rapidly, Superintendent McCoy said. As soon as possible all city clerks and county auditors will be required to certify to this office every cigarette permit holder who has paid the required mulct tax either in a new permit, renewal permit, or unexpired permit. At the same time, any who have not complied with the law and paid the mulct tax fee will be cut off the list on the treasurer's office and orders for stamps will be refused.

New Imported Cigarette Cases

A line of new high-grade imported cigarette cases made of Spanish leather is being introduced to the trade here. A novel feature is that the sewing, which is done from American patterns by a small group of Moorish artisans in Granada, is done without needles. A fine steel needle, two pig bristles and a block of wood are described as the only tools used. The thread is spliced with the split pig bristle instead of being passed through the eye of a needle, which would cause the fine quality morocco or calf leather to rip, says the *New York Times.* As a result the seams are said to have an extreme fineness and delicacy, the threads working out into a minute tracery pattern. The interior section of the case, which slides in and out of a pouch holder, has two divisions, each with a capacity of eleven cigarettes. Four different colored leathers are available. Some of the cases also have gold trimmings. Wholesale prices range from $18 to $42 per dozen.

Secures New Leaf Samples

Tom Holzman travelled to New York this week for a fresh supply of samples and after securing a choice selection, returned to his base at Lancaster, Pa.

Buys Wrappers in Gotham

Gus Kahn, of the Louis King Cigar Co., Hartford, Conn., is replenishing his stock of wrappers this week in the New York leaf market.



DONATO VIGIL & CO.
Importers and Exporters of
LEAF TOBACCO
San Juan, Porto Rico

MAX GANS' SONS, Inc.
Packers, Growers & Importers of
PORTO RICO TOBACCO
197 Water Street, New York

HERMANN J. ROSE
Packer of Porto Rican Cigar Leaf Tobacco
Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.
Quality, Not Price SANTURCE, PORTO RICO

RAMON MORAN & COMPANY
Growers, Packers & Strippers of
Porto Rican Leaf Tobacco—Exclusively Inland
MANATI, PORTO RICO

AIXALA & CO.
Dealers in Porto Rican Tobacco
ALSO PACKERS AND DEALERS OF HAVANA TOBACCO
New York Office M. A. André 169 Front St.
Havana Office Corrales 6, 8 and 10

Warehouses: Caguas, P. R.
ISIDORE COHEN
PACKER OF
PORTO RICO TOBACCOS
147 WATER STREET NEW YORK, N. Y.

L. SCHMID & CO., Inc.
Importers of Sumatra Tobacco
138 WATER STREET NEW YORK

Cable "Jarieraco," San Juan Codes A. B. C. 5th Edition
ALONSO RIERA & CO., Inc.
THE TOBACCO PALACE
58-62 Tetuan St., San Juan, P. R.
Importers and Exporters of Leaf Tobacco
The oldest tobacco house in Porto Rico

Cable "Rodevia" Bayamon, P. R. Code A. B. C. 5th Edition
RODRIGUEZ, HEVIA & CO.
Barrio Nuevo, Bayamon, P. R.
GROWERS, PACKERS and STRIPPERS of PORTO RICAN TOBACCO
Specialty—Comerio and Naranjito Tobacco

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INCORPORATED
PORTO RICAN TOBACCOS
144 Water Street, NEW YORK Tel. John 2821
Warehouses & Plantations: AIBONITO—COMERIO—GURABO

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF **TOBACCO**
15 WATER STREET, NEW YORK

THE MEADS TOBACCO CO.
If It's TOBACCO We Have It
RED LION, PA. U. S. A.

W. K. Gresh & Sons
NORRISTOWN, PA.
Manufacturers of
The MEDITATION Cigar

Write Us if you need
PENNSYLVANIA
Correspondence Solicited
Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

E. L. NISSLY & SONS
Growers and Packers of
CHOICE CIGAR LEAF TOBACCO
Packing Houses, LANCASTER & FLORIN
Main Office, FLORIN, Pa.
Critical Buyers always find it a pleasure to look over our samples
Samples cheerfully submitted upon request

I. H. WEAVER COMPANY
LEAF TOBACCO
237-39-41-43 N. Prince St. LANCASTER, PA.

PENNSYLVANIA TOBACCO
All Lancaster County Grown
The Cream of the Rich Northwest Section
MT. JOY FARM PRODUCTS CO., Inc.
Co-operative Packers and Jobbers
MT. JOY, PENNSYLVANIA

CIGAR FACTORY EQUIPMENT
CIGAR MOLDS
CIGAR MACHINERY
SUCTION TABLES
BUNCHING MACHINES
SCRAP CUTTERS
TOOLS AND SUPPLIES
THE MILLER, DUBRUL & PETERS MFG. CO.
CINCINNATI, OHIO.

Read Tobacco and Keep Up-to-Date

Pennsylvania Tobacco Crop Started on Its Wa

Growers Have Been Beset By Various Drawbacks—Cold, Lat Spring Followed by Dry Weather Were Great Hindrance —Conditions Changed for the Better—Market Is Quie

LANCASTER, Pa., July 16.—Fears that the 1923 crop of Pennsylvania cigar leaf might not be up to the high standard that growers have maintained for years, have been dispelled under the beneficial influence of a period of very favorable weather conditions. Dry weather during, and for a period after transplanting, held back the development of the young plants which, in some sections of the county, looked very unfavorable. Good, soaking rains have prevailed in nearly all localities, however, and the crop is coming along in good shape. About the worst thing that can be said of the tobacco fields over the county is that they present a very uneven stand of plants due to the large amount of resetting that was necessary. Stalks from several inches to nearly a foot high may be found in the same row.

Many Difficulties Encountered

The grower has weathered some very stormy times this spring and only through his doggedness of spirit will the acreage and quality of Pennsylvania tobacco be up to par. His early operations in the seed bed were fraught with endless disappointment, through cold weather and a multitude of insects and fungous diseases which required continual watchfulness and never ending attention to control. When his plants were finally set out into the field, after weeks of waiting for favorable weather, they were set upon by the voracious cutworm, which totally destroyed large areas (we know of one grower who was forced to replant his entire acreage of 26 acres three times because of the depredations of this pest). The cutworm danger passed, the crop ran into a period of dry, hot weather which for a time threatened more serious damage than any that had gone before. Rains and lower temperatures have alleviated this condition and just when the crop is "booming" along and the plants have taken on the deep green color and sturdy appearance that marks the product of Lancaster County soil, the tobacco horn worm, the most deadly, pestiferous foe that local growers know, puts in its appearance.

The Destructive Horn Worm

Having brought his crop through the many ills which beset the path of its perfect development, the grower is making determined efforts to stamp out this most recent invader which threatens his tobacco with destruction. The horn worm is yearly becoming a greater menace to the crop and can, if allowed free rein, devour an entire field.

Hand picking, the haphazard method of eradication which has been in vogue since tobacco was first raised in Lancaster County, is giving way to more modern control methods which have proven themselves nearly 100 per cent efficient in ridding the crop of this destructive pest. Arsenate of lead, applied either in powder or spray form, is deadly to the horn worm and has been the means of keeping damage to a minimum in fields where it has been used as recommended by the Lancaster County Farm Bureau and by Otto Olson, federal tobacco expert, who developed this remedy to its present stage of efficiency.

The arsenate has the double advantage of doing the work well and at low cost and of not harming the leaf. Paris green, a favorite insecticide among some farmers and still used to a small extent, had to be handled very gingerly as the leaf was severely burnt if the poison w applied in excessive quantity. Arsena of lead destroys all forms of insect li and leaves the leaf of the plant in perf condition.

The life of the horn worm is about days. During the last ten or eleven da of its existence it eats about 25 times much leaf as it does during the first ni and growers are putting forth every fort to get rid of the ravenous "anim in the early stages of its growth. Da age to the 1923 crop up to this time been practically negligible, as the wor have not reached their destructive sta

Not Much Activity in the Marke

Interviews among packers this morn disclosed little movement of the crop pack. The 1922 cigar leaf still in hands of the packers seems to be c tralizing itself and is nearly all in warehouses of the larger concerns. Sa were not heavy during the past week the Lancaster market is running true midsummer form. Requests for sam are still arriving, and although act business is practically nil, interest Pennsylvania is still active. Packers fidently look forward to a recurrence the buying which absorbed the bulk the crop this spring and predict a g demand for 1922 cigar leaf within a weeks.

Seeking Recreation

With little to keep them in the the packing fraternity, almost to a has sought out more congenial haunt which to pass the hot Summer days. Susquehanna River, with its myriad lands and vacation resorts, is a pop Mecca for the tobacco men of Lanca and many are spending a part of time there. One group who have enthusiastically "roughing it" for s time along the banks of the Susqueh consists of Christ Nolt, local represe tive of P. Lorillard Co.; Benjami Good, of B. F. Good & Co., and He B. Weaver, of the I. H. Weaver KEYSTONE.

Co-operative Seeks L of Credit

BALTIMORE, Md., July 14.—Neg tions are being conducted by the Fe Intermediate Credit Bank of Balti and the Co-operative Tobacco Gro Association of Richmond, Va., for of credit that will bring the Balti bank up among the largest lender far, in the intermediate credit bank tem.

The act creating the interm credit banks provided that co-ope associations must have certain char istics in order to enable them to b from the banks, and the delay in p through the transactions is occasion the neecssity of amending the char the Tobacco Growers' Associatio that it will conform with the re ments of law. It is understood changes are now being made.

The association asked a credit li $5,000,000. In addition to a tobacc to finance, the association is indeb the War Finance Corporation, an aim of its managers is understood to take up this indebtedness with of the proceeds of the loans fro Intermediate Credit Bank.

An issue of debentures by the mediate credit banks is now unde

D. DREUX, Inc
Successors to Wm. Quanjer, Inc.
Importers of Sumatra and Java Tobacco
Telephone John 2700 136 Water Street, New Yo

eration and the amount is understood have been tentatively fixed at $10,000,-. This loan will be the joint obliga-n of all the banks and will run for months. It is understood that the in-est rate will be 4½ per cent. per an-n.

The proceeds from the sale of the de-tures would be allocated among the eral banks so that even after funds m this loan are available the Balti-re bank would have to draw down ad-onal capital from the United States easury. The act made an appropria-n sufficient to give each of the banks 00,000 capital, but at the start only 00,000 of this was allowed each of m.

York County Activities

To Boost Short Fillers

ORK, Pa., July 16.—Why and how a er cigar to retail at 5 cents can be le with short filler than with long r is to be explained in a circular letter, ch the York County Cigar Manufac-rs association will mail to the jobbing le. The decision to issue a letter to trade was reached at a meeting of association held recently at Red Lion. lembers of the association have ned that manufacturers of long filler rs have been circulating propaganda ch grossly misrepresents the short r cigar. The attack, these members has been particularly malicious and n gone to the extent of representing the short filler used in the majority 5 cent cigars is nothing more than e trash. Such statements, the manu-urers of the short filler cigars say, ot go unchallenged, because they are only unfair, but untrue.

is for this reason that the York nty Manufacturers Association has ded upon the campaign of education nform the jobber that the best 5 cent r on the market is made of short r. Another reason given for the cam-n is because 90 per cent of the cigars ufactured in York county are made hort filler.

Committee Appointed

. E. Brooks, C. S. LaMotte and C. O. ds were appointed a committee to de-some plan to start the campaign. ted blotters, circular-letters and e journal advertising were among the gestions for the publicity campaign, it was finally decided to use the cir-r letter. Those who participated in discussion were: T. E. Brooks, Max sh, H. A. Waughtel, William C. iger, C. S. LaMotte, L. M. Sentz, . Adair, D. A. Horn, J. C. Winter B. M. Hannigan.

en members of the association were ed by President Hannigan to write rs to be used in the campaign and nit them at the August meeting. J. Winter, of the J. C. Winter Co., an-ced that he would give a prize of to the writer of the letter accepted the association. The members ap-ted are: C. S. LaMotte, J. C. Winter, . Ehehalt, L. M. Sentz, T. L. Adair, . Brooks, Charles C. Meads, A. S. ler, Stewart S. Shindler and D. A. n. Not only these men, but all mem-of the association have been request-o write letters, which will be eligible the contest.

fore adjournment, the members of association were addressed by C. L. ier, of Bethlehem, Pa., who was a t of J. C. Winter. At the close of meeting refreshments were served.

ose in attendance were: B. M. Han-n, C. S. LaMotte, John Keller, Quay ich, Charles F. Laucks, Charles F. man, Arthur H. Thompson, C. M. alt, J. C. Winter, Daniel E. Spang-L. M. Sentz, D. A. Horn, W. H. rist, Charles C. Meads, S. M. Downs, Snyder, Ellis Strickler, Horace E. T. E. Brooks, Max Kalisch, Perry schopp, Stewart S. Shindler, H. A. ghtel, Arthur S. Ziegler, C. O. ls, William C. Frutiger, W. H. ler, Paul E. Reichard, B. S. Sentz, . Connor, Vernon D. Frey, Clair , Sterling Knisley, Frank Snyder, ner Sechrist, L. Earl Grove, Stewart F. LaMotte, W. H. Myers, T. L. Adair, David E. Wolf and C. Edward Mate.

Thomas A. Myers Dies

Thomas A. Myers, for over 20 years a members of the firm of T. A. Myers & Co., printers and cigar box manufacturers, died July 8 at his home, "The Cedars," Lincoln Highway, east of this city. He was in his 51st year and had been in ill health for several months. Fraternally he was affiliated with the Benevolent Protective Order of Elks, the Fraternal Order of Eagles, the Loyal Order of Moose, the Improved Order of Red Men and the Patriotic Order Sons of America.

Trade Notes

The Fair & Square Cigar factory, Stewartstown, which had been closed down for 10 days following the death of a member of the firm residing in New York City, has again resumed operation.

David P. Gipe, this city, a former deputy collector of the York office of internal revenue, has gone to Philadelphia, where he has accepted employment as a bookkeeper in a large cigar factory.

C. M. Ehehalt, Red Lion, cigar broker, is on a three weeks' business trip through the New England states.

Alvin Norris, cigar manufacturer, Red Lion, is receiving congratulations of friends upon the arrival at his home of a daughter.

Charles F. Roseman, a member of the firm of the W. M. Gemmill Co., Red Lion, leaf tobacco packers and dealers, accompanied by Mrs. Roseman, have gone to New York City, there to visit their daughter, Miss Corena Roseman, at St. Luke's Hospital, where she recently underwent an operation for appendicitis. Miss Roseman's condition is reported to be improved.

Mrs. Ellen Sechrist, Red Lion, who died July 12 at the age of 60, was one of the oldest women cigarmakers in this county. Her death followed a stroke of paralysis four days previous. Mrs. Sechrist was in her teens when she first learned cigarmaking. For the last 15 years she was employed by C. N. Foreman & Co., Red Lion.

The "Outing" Season

Outings seem to be in favor among the employees of cigar and cigar box factories of this vicinity within the past few weeks. About 400 persons, employees of Bobrow Brothers at Hanover, and their families, participated in the annual outing held at Kuhn's fording, along the Conewago creek, near East Berlin, Adams county, on July 11. Transportation was by automobiles and trucks. A band of 20 pieces, composed of employees of the shop, under the direction of Edmond Frock, furnished music. A large stand was erected from which refreshments of all kinds were dispensed by the shop committee.

An outing was held at Rocky Springs, Lancaster, by the employees of the C. H. Norris cigar factory, Red Lion. The trip was made to the resort in automobiles.

The Kohler & Snyder Cigar Co., the G. A. Kohler & Co., and the Lion Cigar Co., all of Yoe, held a joint picnic at Conewago, a resort along the York Railways line. The picnickers were conveyed to and from the resort by special trolley cars. Several selections were sung in the evening by the Sterling Glee Club.

The employees of the General Cigar Co. branch at Yoe, motored to Hershey, Dauphin county, where they held their annual outing.

The first annual outing of the employees of the Consumers Cigar Box Co., of Red Lion was held on July 13 in a wood along the Susquehanna river, near Long Level. The trip to and from the river was made in automobiles and trucks.

Returns from Holland

D. Dreux, president of D. Dreux, Inc., importers of Sumatra and Java, arrived in New York last Friday on the Cunard steamer *Berengaria*. Mr. Dreux attended all the Amsterdam and Rotterdam inscriptions and obtained a good share of fancy Sumatra and Java wrappers for his customers.

CIGAR LABELS



CIGAR BANDS

HIGHEST QUALITY SPECIAL PROCESS

Sole Distributors for

New Model Cigar Banding Machines for Ungummed Bands

WM. STEINER, SONS & CO.

257 West 17th Street New York

ESTABLISHED 1881



Send for Samples and Prices

MARSHALL FIELD

NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets *Philadelphia, Pa.*

Instinct

is the smoker's sixth sense. It makes him bee-line for the box of Girards on a dealer's counter, passing by the El Suffocatos, Spitoonias and other unknown brands.

Make it easy for your patrons to buy Girards. Place them right out front on your counter. You'll be amazed how quickly they sell.

Antonio Roig & Langsdorf

Established 52 years PHILADELPHIA



GIRARD

America's foremost cigar

Philadelphia Trade on Usual Summer Schedul

Business of Past Week Comparatively Satisfactory—Considerable Increase Over Corresponding One a Year Ago—Bo Sales Better Than Expected—More Life in Leaf Line.

PHILADELPHIA, July 17.—Though retail trade continued very quiet during the week, experience of the dealers were little different from those always encountered as a reaction after the Nation's Birthday and during a spell of such hot weather as has been suffered. Comparatively, however, the week was satisfactory, because there was considerable increase over the corresponding one of last year. Sales of box goods were even a little better than had been anticipated, but counter sales were not quite up to expectations. A round of the trade develops the fact that optimism continues unshaken and the only division of opinion is over the question of how soon activities again will start in and how great will be their extent.

Seasonal quiet maintains in the factories whose largest field of distribution is close by, but those catering to the trade of the Middle West, found no cessation of orders which have been flowing in from a district where prosperity has been continuous.

Dealers in leaf report a greater interest in their lines than has been shown for some time, and they ascribe it to anticipation of a big fall business. All say that new crops are of better quality than old and that there is little haggling over prices. More and more the dealers are reporting the new crop sold before it was placed in the warehouse. Considerable buying is being done for September 1 delivery.

Bayuk Cigars, Inc.

Stock holders of Bayuk Bros., Inc., met in Baltimore during the week and gave approval to a change of name to Bayuk Cigars, Inc. Just as soon as legal requirements can be met, the new title becomes effective. The change was decided on in order more closely to suggest the character of the Bayuk business than the old title. Approval also was given to the changing of the second preferred stock, from an eight to a seven per cent. basis, but with a conversion feature, this being privilege of subscription to common stock. In this connection it may be of interest to know, as it was to the most decided financial interest of those involved, that some years ago owners of the original second preferred stock were given the privilege of purchasing four shares of common for every share of the preferred which they held. The price fixed was ten cents per share. The current price of this old issue stock is now between $58 and $59. None of the common stock was on the open market. A fact in connection with the tremendous increase in value of the Bayuk stock is that all the equities which stand behind it are definite real and concrete. Good will, although of tremendous value, is not chalked up at a high valuation for the sake of boosting assets.

Boosters Have Good Time

There is Bayuk boosting, however, and this was vociferously voiced at the close of last week when the Bayuk Boosters, made up of Bayuk salesmen, journeyed to Atlantic City, 24 strong, headed by Sale Manager Fred J. W. Allen, for a week end glorification on the sands and in the official headquarters the Hotel Schlitz. On the sands of the sea two novitiates were made full fledged members. They were John W. Allen and Edward Collins, club members of the Bayuk Brothers' sales force. Headquarters received a visit during the week from Max Lowenstein of Newark, a Bayuk Brothers distributor, who also visited Atlantic City.

Congress Getting Into New Home

Some slight hindrances prevented the removal last week, as contemplated of the executive offices and factory of the Congress Cigar Co., from the old headquarters, on Second street, to its new factory at Third and Spruce streets. During the week, however, the removal is to be made. Many hundred hands were at work last week in the new building and by the end of the month it is anticipated that all the Congress productio in Philadelphia will be concentrated the immense new quarters. There w enjoyed during the week a visit from La Palina distributor, Charles Bock, the Bock-Stauffer Co., Pittsburgh. Bock had been visiting New York a Atlantic City and stopped en route ho in an effort to expedite increased sh ments.

Eisenlohr Factories Operating a Capacity

A visit to the nine factories of O Eisenlohr & Bros., Inc., has just b made by advertising manager, Doug Irvine. He reports them all operating capacity. The company accepts as a m ter of common place, the news fr Washington that the Federal Trade C mission had dismissed the compla against the firm on the alleged charge fixing and maintaining certain speci standard prices. It was never in do as to the outcome.

New El Producto Warehouse

In order to provide for the increa production which the G. H. P. C Co., has been steadily striving for, gro was broken during the week for the e tion of a two story warehouse on a adjoining the factory at Third and Br streets, running through to Mentor str It is to cost $96,000 and will be of b and correspond architecturally to the factory building. The company now erates three factories in Philadelphia one in Camden in addition to a number throughout the State. It is the eve of opening an additional Ph delphia factory most centrally locate

E. M. Laing, of P. C. Fulweile Bro., 927 Sansom street, returned du the week from a trip through the No ern tier section of the State with filled order books for Ivanhoe, Mac and La Madrid. President Harry Norton, is now a daily commuter to Ocean City.

There was reported during the week death of John H. Mack, farmer to bacco dealer of Marietta, Pa., whose was due to infirmities of age. He 88 years old.

Sig C. Mayer, who for many y headed the Sig C. Mayer Co., at Cherry street., it now operating his at Hellam, Pa., on the El Wadora w reputation long has been established is using the warehouse at 306 New s for a temporary office and sales William C. Christman, an officer former Sig C. Mayer Co., and ass sociated with it at the old address, tinues his affiliation with Mr. May the conduct of the new business, present business is being conducted the title of Sig C. Mayer.

Dr. L. H. Baekeland Hono by France

Dr. L. H. Baekeland, of Yonkers, Honorary Professor of Chemical gineering in Columbia University, just been made *"Officer de la L d'Honneur,"* by the French Rep The insignia was presented in New on June 5, 1923, by M. Barret, the C General of France.

In 1919, King Albert of Belgiu stowed a similar distinction upon Baekeland, making him officer o "Order of the Crown of Belgium.

Dr. Baekeland is specially know his research work in chemistry an chemical inventions, notably Bakelite, etc. He is president o Bakelite Corporation and of the G Bakelite Co. Prior to, and durin war he was a member of the Naval sulting Board, the Nitrate Board other committees of the National search Council. He is past presid the American Institute of Chemica gineers, the American Electro Ch Society and the Inventors Guild.

iverpool Tobacco Report and Market Comment

IVERPOOL, Eng., July 5.—The follow-ig figures and comment are taken from e regular tobacco report issued by Ed-rds, Goodwin & Co., showing the gsheads of tobacco on hand, imported i delivered:

Virginia

	LEAF	STRIPS
ck May 31	94,175	47,436
ported in June	1,862	328
	96,037	47,764
livered in June ...	4,542	2,244
ck June 30	91,495	45,520

Western

ck May 31	11,123	9,142
ported in June	865	413
	11,988	9,555
livered in June	847	505
ck June 30	11,141	9,050

On Hand June 30

	1922	1921	1920
ginia Leaf	98,884	80,555	55,099
ginia Strips ..	52,219	55,804	35,452
stern Leaf ...	12,653	12,431	12,896
stern Strips ..	12,802	14,531	16,636

Quotations

Prices in Pence Per Pound

Leaf

stern—	1923	1922
iller	—@6½@12	—@ 8@12
edium	14@21	14@18
ood to fine ...	22@25	19@25
ley	—@20@32	—@18@—
ginia Dark—		
iller	—@—	—@—
edium	—@18@—	—@20@—
ood to fine ...	24@—	—@—
ginia & Carolina Bright—		
emi-dark to		
Semi-bright ..	—@8@14	—@10@14
edium Bright	15@24	15@24
ood to fine ...	25@42	25@52
saland and Rhodesia Bright—		
emi-dark to		
Semi-bright ...	@11@16	—@11@15
edium Bright	18@21	16@18
ood to fine..	22@28@—	19@25@—

Strips

tern—
iller .....
edium .....
ood to fine ..
ley .....
ginia Dark—
iller .....
edium .....
ood to fine ..
ginia & Carolina Bright—
mi-dark to
Semi-bright
edium Bright
ood to fine ..
saland and Rhodesia Bright—
mi-dark to
Semi-bright
edium Bright
ood to fine ..

Market Comment

e market during the month has con-d active, the sales made being a full ge for Kentucky and Virginia ths, and the lower classes of Brights ow in limited supply. Dark Nyasas also sold well, enquiries for the nt cigarette types being difficult to

ports from the Carolinas, Virginia Kentucky give good promise of the now growing with a full planting in sections.

hough the amount of tobacco cleared hand for May is less than the cor-ding month of last year, yet the de-liveries to duty paying factories for the five months show an increase over those of the two previous years, which is remarkable considering the conditions of trade generally in this country.

Legal Lore

(Continued from page 19)

dividual retailer. The Mennen Co. based its schedule of prices on the character of the buyer. If a jobber bought 100 cases, for instances, the price would be so much the same to every jobber. If a cooperative buying exchange, or an individual retailer bought 100 cases, the price would be different than the jobber's price, in fact, somewhat more than the jobber's price. Thus as between different [illegible] buyers the usual uniformity was entirely lacking.

The Federal Trade Commission said this was unfair competition, unlawful preference and discrimination among buyers of the same class, and brought suit. The case was heard before the Commission, which decided that the law had been violated and ordered the Mennen Co. to give every buyer who bought the same quantity the same price. The company appealed to the United States Circuit Court of Appeals, which reversed the Commission flatly and held that everything the Mennen Co. had done was legal. The Federal Trade Commission then appealed, or tried to appeal, to the United States Supreme Court, but failed in doing so, and the case is now closed. The appeal failed because the Supreme Court doesn't have to allow an appeal in these cases if it doesn't want to, and in this case it refused. Appeal in a Federal Trade Commission case, in which the United States Circuit Court of Appeals has acted is a matter of grace, not of right, and while the Supreme Court handed down no opinion in refusing the appeal, it evidently approved the law as laid down by the Circuit Court of Appeals court.

The law is therefore fixed and settled throughout the whole United States that a seller of merchandise doesn't need to make the same price to all buyers who buy the same quantity, notwithstanding Section 2 of the Clayton Act, which provides that "it shall be unlawful for any person engaging in commerce, in the course of such commerce, either directly or indirectly, to discriminate in price between different purchasers of commodities, * * * where the effect of such discrimination may be to substantially lessen competition or tend to create a monopoly in any line of commerce." It is now the law that a seller may divide his quantity buyers into other categories and classes. the Mennen Co. said it gave the jobber a better price because he performed a greater service than the good buyers—and give one class one price and another class another price. It is now the law—although this part has always been the law—that a seller may refuse to sell one class or the other on any terms at all, if he has no monopoly.

The only thing that appears to be necessary under this newly established law is some logical reason for giving one 100-case buyer one price and another one another price. The Mennen Co.'s reason was that the jobber performed more service than anybody else, therefore was entitled to a lower price. Any other reason equally convincing would doubtless be sufficient to justify discriminating selling prices under the Mennen case. And if the seller has no monopoly, his right would probably be upheld to do almost any old thing he liked with his trade without any reason at all, except policy—refuse to sell some at all, sell some at one price, others at a different price, some on one set of terms, others on entirely different terms. None of this is a violation of the Clayton Act unless the effect may be to substantially lessen

EL PRODUCTO *Mild*



Not only is there a shape and size of El Producto to suit every taste, but you can offer your customer El Producto in the colors he prefers—with the absolute knowledge that every El Producto is the same mild but distinctive blend—unvarying in quality, in character and in workmanship.

That's why your customers get the El Producto habit—they are sure that the next smoke will give the real enjoyment they seek.

G. H. P. CIGAR CO., Inc.
Philadelphia, Pa.

New York Branch
131-135 Prince St.

Indianapolis Branch
235 E. Ohio Ave.

Puritano Fino
13c or 2 for 25c

Detroit Branch
2130 Grand River Ave.

for real enjoyment

Favorita 15c straight

Protect that Delicate Aroma

Safeguard your cigars, cigarettes and tobacco by packing them with Diamond F Protective Papers. Good both as an inside or an outside wrapping.

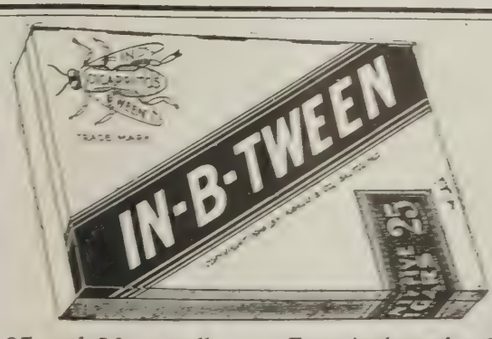
Diamond-F
PROTECTIVE PAPERS

GLASSINE—is noted for its fine transparency and grease proof qualities. This paper is free from wax and is particularly adapted for the tobacco trade. It can be had in either plain or beautiful embossed sheets of various designs. Write today for samples and a quotation on an attractive protective paper that will safeguard your goods and save you spoilage losses.

F Diamond-F

Diamond State Fibre Company
Bridgeport (Near Philadelphia) Pa.
In Canada: Diamond State Fibre Co. of Canada Limited
245 Carlaw Ave., Toronto, Ont.

Five in Foil 25c.



Ten in Tin 50c.

Tins of 25 and 50 as well. Four inches of a 25c. cigar

ALSO MANUFACTURERS OF
FLOR DE MOSS LA TERESA SAY-SO

KRAUS & CO., Inc.
BALTIMORE, MD.

AMERICA'S FINEST LABELS
GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request.
I. J. FLEISCHHAUER
38 No. Fourth St., Phila., Pa.
Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N. Y.

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

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Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

competition or tend to create a monopoly. Naturally, if I am a manufacturer of account books, selling one twenty-fifth of the total output, nothing I can do with my little business can substantially lessen competition or tend to create a monopoly.

The Mennen case unquestionably gives sellers of merchandise a lot more commercial freedom than for years they have thought they had.—*Copyright, 1923, by Elton J. Buckley.*

Showing Preferences

MUNCIE, Ind., July 14.—Tobacco dealers say pipes are coming into favor with young men. Young women, however, still smoke only cigarettes, the dealers say.

Vermont Tobacco

(*Continued from page 27*)

inches apart and a foot apart in the rows. A pair of horses and a driver with two men handling the plants do the transplanting as fast as the horses can walk.

The 80 acres are divided into seven fields each completely covered with cloth, top and sides. Chestnut posts 12 feet long are set three feet into the ground two rods apart. The posts are all connected with strong wire strung by a tractor and the cloth is fastened to the wires. The cloth on top is new each season, the old top each year being uesd for side cloth the following year. This cloth specially constructed for the purpose, comes in bales containing 500 yards and weighing 400 pounds. A bale will give top covering for an acre.

Fertilizers Necessary

Tobacco land has to be well fertilized and the fertilizer used at the Decker Plantation is a commercial fertilizer manufactured for tobacco, and horse manure which comes from New York city by the car load.

At present about 60 boys and men and 20 girls are employed. Many come from Bellows Falls and North Walpole, going down in the morning and returning at night in auto buses.

The cloth is used to create a special atmosphere in the inclosure, an atmosphere adapted to the development of the Cuban tobacco being raised. At harvest time there are several pickings of the lower leaves as they reach maturity and the leaves instead of the complete plant are placed in the drying houses.

Not From the Emerald Isle

The general manager is Frederick Weissleder and he wasn't born in Ireland either. He has been in this country for nine years and knows the tobacco game from A to Z. This is his first year with the Decker Co. He is the only one on the plantation who knows how to handle the tobacco plant, but seems to be able to get remarkably good results from the help he has.

CLASSIFIED ADVERTISING

I WANT TO BUY MORE CIGARS, FIRST-CLASS, FROM 10c DOWN. ANTHONY CARUSO, 4831 DIX AVENUE, DETROIT, MICHIGAN.

It requires no great stretch of the imagination to believe that the tobacco industry will grow in Westminster and become as important as in any part of the Connecticut Valley.

Connecticut

(*Continued from page 29*)

to represent the committee in negotiating a new open account loan of $2,000,000 for the 1923 crop financing. This loan is to be negotiated with the banks in the Connecticut Valley. It is planned to make the first payments on crops to the growers earlier than they were made on the 1922 crop. Secretary W. F. Whitmore took a few days off this week and attended the state golf tournament at New London, Conn.

Pleasure Bound

The week ends now find nearly all of the tobacco packers "out of town." They skip down to the beaches on Long Island Sound for over Sunday.

Edgar Farnham, of the Farnham Tobacco Co., while driving in a limousine last Saturday, was in collision with a car driven by John Hughes, of Rockville, on Ellington street in South Windsor. At the cross roads where the accident happened, trees obscured the view of both drivers. Mrs. Hughes, when the cars came together, was thrown out of the rear window of the car with such force that her skull was fractured and died almost instantly.

It is expected that some of the shade growers will start priming this week.

To Take Advantage of New Law

The Connecticut Valley Tobacco Association, Inc., is sending the following notice to its members:

"Our association agreement in paragraph B, of Section 1, provides that should a satisfactory co-operative marketing act be enacted, either in Connecticut or Massachusetts, we may take advantage of its terms by becoming a corporation in accordance therewith.

"Such an act has now passed the Connecticut General Assembly.

"At a meeting of our directors held on June 19, the following resolutions were unanimously adopted:

"'That the Executive Committee be and it is hereby authorized and instructed to submit or cause to be submitted at any time after July 1, 1923, the date when the Legislative Act hereinafter referred to takes effect, to the members of the association for their vote by postal ballot the proposition that the association proposes to avail itself of the provisions of an Act of the General Assembly of the State of Connecticut, being Chapter 251 of the Public Acts of 1923, and being an Act entitled "An Act Relating to Co-operative Marketing Corporations," and that the association proposes to become a corporation pursuant to the terms of said Act, and be it further

"'RESOLVED, That the directors do hereby recommend to the members that they vote in favor of said proposition, and that the Executive Committee be and it is hereby authorized to inform the members that a favorable vote upon said proposition is recommended by the directors.'

"In accordance with these resolutions a postal ballot is herewith enclosed. This ballot to be counted must be in our hands on or before July 23, 1923."

Detroit Hand Made



SUMATRA WRAPPED—
Packed in Wood
2 for 15c (Worth More)
MAZER CIGAR MFG. CO., Detroit, Mich.

MANILAS

DIRECT FROM FACTORY TO YOU

ALWAYS FRESH

ABSOLUTE GUARANTEE

C. G. WILSON, Inc.
24 STONE STREET
NEW YORK
FACTORY REPRESENTATIVES

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXVI. No. 13 NEW YORK, JULY 26, 1923 Per Annum, $3.00 This Issue, Per Copy, 25 Cents

PIPES & PIPE SMOKING



ome of the Important Roles the Tobacco Pipe Has Played in History

Has Been a Cherished Personal Favorite of Men from Time Immemorial—Artists Have Developed It from Straight Tubes of Prehistoric Periods Into Elaborate Designs—Pipe Production Caused King James to Issue Famous Proclamation.

By Dr. ARTHUR SELWYN BROWN

PIPE SMOKING has played many important roles in history. The pipe has from time immemorial been a cherished personal favorit it of men, and to a large extent of women, since the dawn of history. Naturally, it has received attention of artists, and has been ornamented embellished in innumerable ways. The re- of the artistic care bestowed on pipes since historic times is that we are able to distinsh and classify pipes in accordance with age nationality by their shapes and ornamentan. The early pipes were merely straight es. Subsequently the tubes were bifurcated, branched like the letter Y so that they could smoked through the nostrils. Gradually a vl was developed because of the trouble exienced in smoking tubular pipes when the vdered barks, herbs or gums, or other smok- mixtures, showed tendencies to spill out. wls were supplied to single as well as double ular pipes and, even until about a century ago, rcated clay and metal pipes with double vls were smoked in the market places in many the large trading centers in Central Asia.

Prehistoric Tubular Pipes

The pipes smoked by prehistoric men in rope appear to have been of the tubular va- y and made from the hollowed leg-bones of ds and animals. These were often marked, ved, colored and otherwise ornamented. The bylonians and other Oriental peoples smoked es made of clay, metal and many other maials. These pipes had small bowls. The yptians, Greeks, and probably the Romans, oked similar pipes.

The museums in Switzerland contain many e specimens of pipes found in valleys in the s and in northern Italy. These pipes were covered on sites of battle fields, prisons and itary camps. They vary from simple clay es with short bowls and stems up to metal es decorated richly in animal and floral dens or representations of animals and the ds of men. Many of these pipes are of considerable artistic value and show the care bestowed in their manufacture. The metal pipes are quite numerous and show that at one period European pipes were largely made of metal. They also indicate a highly developed knowledge of the casting of metals and alloys on the part of the pipe-makers. There is a decided divergence in the opinion of experts regarding the antiquity of these pipes. Many of them which are shaped like modern tobacco pipes and are richly ornamented are believed by some authorities to have been owned by Roman soldiers of the armies of Julius Caesar. They point out that



The Columbus pipe, a meerschaum which was shown at the World's Fair at Chicago in 1893

the pipes were found on sites formerly used as military camps by the armies of Caesar and other Roman generals. They were accompanied with other articles which appeared to belong to débris from Roman camps. These authorities, however, are opposed by others who assert that we have no direct evidence that the Romans smoked and that débris from camps and market places in the Medieval Ages were also found with the pipes. It seems to these men that it is better to attribute the period of the manufacture of these pipes to the Middle Ages rather than to earlier times.

Controversies as to Discovery of Pipes

In controversies of this character it is often difficult to determine who is right, owing to the lack of adequate details regarding the actual circumstances surrounding the discovery of the pipes. The men who dug the pipes up would be easily able to determine the correct period of antiquity to which they belong. When the pipes are studied in cases in museums, the judgments formed can only be taken as hypothetical and not final.

The appearances of the Swiss pipes indicate that they were made in a period when art flourished and when the common taste of the public was much higher than it is today. The pipes are all shaped on graceful lines and the character of the ornamental details of the decorations is chaste and dainty. Such conditions are found in Roman art, and that of the periods before the renaissance.

Found in Ruins of Pompeii

Pompeii, a Greek settlement in Italy, was destroyed by an outbursting of lava from Mount Vesuvius in A. D. 79. The lava covered up the town until 1753, when the people of Naples began excavations.

These disclosed that many of the buildings were preserved intact with all their pictures, wall decorations and furniture. We are able, with their aid, to get a fine appreciation of the artistic status of the Greeks and Romans of that age.

The city and its people were Greek, but they were trading with the Romans, who were a commercial and wealthy people, like the British in our day, who purchased the Greek art works. From a study of the ruins of Pompeii we learn that the Greeks introduced into their homes the love for fresh air, sunlight, flowing water and flowering plants and ferns.

In the rooms, courts, street squares and even in the commercial markets in Pompeii we find decorations of garlands of flowers, fruits and leaves, birds, fishes, moonlight, starlight and sunshine pictures and beautiful sea and landscapes. The towns and cities of Latinized Greece and the

Roman settlements in Italy were very beautiful places in the early years of the Christian era.

The people loved beautiful things and surrounded themselves with them. Their thoughts were beautiful, as their literature shows, and they lived among the most beautiful surroundings that money would buy. It is evident that the more artistic pipes found in the camp sites in the Alps would be suited to such a people.

Fresco paintings from inner rooms of Pompeiian houses exhibited in the Metropolitan Museum of Art, New York, afford Americans good opportunities to study the extraordinary luxuriance of middle-class dwellings in Italy at the dawn of our era. The beauty of the decorations in Pompeii excells that in the finest palaces of the royal houses in Europe today.

Byzantine Ornamental Pipes

The Asiatic impulses which characterized the brilliant and delicate art details of the Byzantine period greatly impressed the European peoples during the sixth to the tenth centuries and the end of the Middle Ages. Studying the details of the ornamentation of the antique Swiss pipes, we find it difficult to trace in them any of the Persian theme suggestions which are so noticeable in art works of the Byzantine periods. The contours of the pipe ornaments are of a heavier type than those found on articles of Byzantine manufacture. Unless the Swiss pipes belong to a comparatively modern period, their decorations point to them being of Roman workmanship.

Smokers Found by Early Explorers

There is little doubt that prehistoric man smoked, and there is evidence that the early Asiatic people smoked. Explorers relate that when they first visited savage peoples they discovered them smoking or chewing tobacco. The aborigines of Australia smoke and chew tobacco. The people of the Andaman Isles smoke clay pipes. The Veddahs, or wild natives in Ceylon, were found to chew tobacco. Primitive races in the East Indies, New Guinea and the Malay Peninsula were all found to be smokers when they were first visited by Europeans.

Throughout Africa the smoking of local tobacco has from time immemorial been popular. It appears probable that the negroes of Africa at a very remote period learned the art of tobacco smoking from Mesopotarian and Asiatic peoples.

Tobacco smoking and chewing were practiced in North and South America since the remotest times, and these customs were most probably brought over from Asia by the first immigrants which constituted the earliest American races.

The evidences of the first uses of tobacco all seem to point to the spreading of the customs from Asia at a very remote period in history. If this is correct, it furnishes the finest example we possess of an invaluable gift bestowed by primitive man upon all subsequent ages—a gift excelling in value gold and all the precious stones, which, in long ages after its bestowal, caused a poet to exclaim:

"Friend of my youth, companion of my later days
What needs my muse to sing thy various praise?
In country, or in town, on land or sea,
Tobacco's still delightful company.
In joy or sorrow, grief or racking pain,
We fly to thee for solace once again,
Delicious plant by all the world admired,
'Tis pity thou, like man, to ashes soon art doomed!"

Indian Method of Smoking

The introduction of American tobacco into Europe was due to Columbus. The great navigator wrote in his log-book after discovering the island of San Salvador, on October 12, 1492, the following interesting observations regarding the Indian method of smoking at that time:

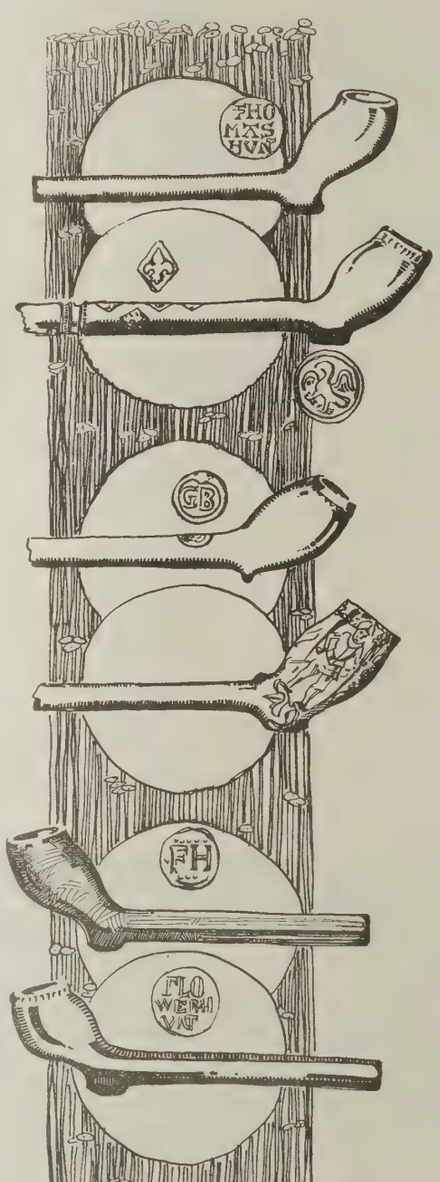
"In the middle of the gulf between the islands of Santa Maris (or Rum Cay) and Bernandina I found a man in a canoe carrying a piece of bread about as large as his fist, a gourd of water, and a bit of reddish clay reduced to dust and then kneaded, and some dried leaves which must be a thing very much appreciated among them, because they had already brought me some as a present at San Salvador."

Leaves Were Undoubtedly Tobacco

There can be no doubt that the dried leaves which the natives of the West Indies treasured more than gold and pearls was tobacco. They knew from experience what a later poet expressed in verse, that one of the supreme excellencies of tobacco is that:

The savage in his wild estate,
When feuds and discords cease,
Soothes with the fragrant leaf his hate,
And smokes the pipe of peace.
Long may tobacco peace create,
And banish strife afar,
Soon may world history relate:
"Smoking has banished war!"

The Indians who were first seen by Columbus smoked tobacco in the earliest known manner by burning the powdered leaves on a little clay hearth and inhaling the smoke. Primitive, prehistoric men smoked that way until tube-pipes were invented. It is interesting to learn from the notes of Columbus that the American Indians cultivated this primitive smoking custom until the fifteenth century.



The first four pipes above are early clays of the 16th to 18th centuries, found in London. The two lower pipes are 17th century clay products found in Bristol

"Tobacco Muskets"

Las Casas, in his *Historia,* tells us that Columbus sent two men, Rodrigo de Jerez and Luis de Torres, a Jew who was engaged as an Arabic interpreter, fifty miles into the interior of Cuba to interview and observe the natives. And the historian says:

"These two men found on the way many people, men and women, going to and from their villages, and always the men with a brand in their hands, and certain herbs in order to take their smokes, which are some dry herbs put into a certain leaf, also dry, in the manner of a musket formed of paper, like those the boys make at Eastertide. Having lighted one end of it, by the other they suck, absorb, or receive the smoke inside with their breath by which they become benumbed and almost drunk, and so, it is said, they do not experience any fatigue. These *muskets,* as I shall call them, they call *tabaco.*

This account gives us our first description of Cuban cigars. Later observations of Las Casas indicate that the Indians in the West Indies chewed tobacco and used snuff. Their tradition indicated that smoking with them was a custom of great antiquity.

Early Indian Smokers in Espanola

Gonzalo de Ovieda observed in 1514 on the island of Espanola that: "The Indians of this island have, among other vices, a very bad one which is that of taking smoke, which they call *tabaco,* in order to lose consciousness; and this they do with the smoke of a certain herb. . .

"They take it in this manner; the caciques and chief men have small hollow sticks a few inches long and of the thickness of a little finger. These pipes have two channels which merge into one in the shape of the letter Y. The double end they insert in their nostrils and burn the dried leaves in the single end. These pipes are polished and finely manufactured. The smoke they inhale the smoke until they fall senseless and lie for long upon the earth unconscious, drunk and wrapped in profound slumber."

Soothing Effects Mistaken for Drunkenness

Ovideo and other writers on early American history appear to have mistaken the sleepiness of Indian smokers for drunkenness. There are many references to the narcotic effect of tobacco on the natives. The truth seems to be, however, that the Indians smoked in their leisure moments and then fell asleep, not from any poisonous effects of the "herb" but from its sweetly soothing influences upon them. They cherished tobacco as a

Sacred substance! sweet serene;
Soothing sorrow's saddest scene;
Scent suffusing, silv'ry smoke,
Softly smoothing suffering's stroke—
Solacing so silently—
Still so swift, so sure, so sly;
Smoke sublimated soars supreme.
Sweet soul-sustaining stream!

Spaniards Quickly Followed Example of Indians

The effects of smoking upon the Indian, whether they were good or bad, attracted the attention of the Spaniards, and the historians all relate how quickly they became the "victims" of tobacco's charms. They felt like the writer who said:

Sweet smoking pipe; bright, glowing stove,
Companion of my retreat,
Thou dost my gloomy thoughts remove,
And purge my brain with gentle heat.
Tobacco, charmer of my mind
When, like the meteor's transient gleam,
Thy substance gone to air, I find
I learn, alas, my life's the same!
What else but energized dust am I?
Thou showest man what his fate shall be;
And while thy glowing ashes die
I see, some day, I'll fade like thee!

Sir Walter Cannot Fade from History

Sir Walter Raleigh is the popular hero English-speaking peoples praise for the greatest services rendered to pipe smokers. He is

nighty smoker and fought against prejudices in England in favor of universal smoking. He, undoubtedly, made smoking fashionable in Europe at a time when such missionary work was urgently needed.

Aubrey, in his memories, tells us that Raleigh was the first that brought tobacco into England, and into fashion. In our part of North Wilts, near Malmsbury, it came first into fashion at Sir Walter Long's. The first pipes were made of silver. The common people made pipes of walnut shells and straws. I have heard my grandfather say that in the large mansions one silver pipe was handed around from guest to guest at a smoking party."

Quite Properly Lauded

Raleigh is lauded by many writers as the first to bring tobacco into England. The truth is, however, that many adventurers before Raleigh carried tobacco to England and induced their friends to smoke it. Raleigh's glory is due to the fact that he made pipe smoking popular in England and subsequently in Europe and all over the world. He was tobacco's greatest knight errant.

About 1577, pipe smoking was commonly seen in England. In 1587, the satirists began complaining about the general prevalence of the new custom. Every gentleman of the day studied to smoke tobacco gracefully. Ben Jonson, in his great play, *Every Man Out of His Humor,* introduces Sogliardo, so that he may describe social customs of the time. He describes Sogliardo as "an essential clown, yet so enamored of the name of gentleman that he will have it though he buys it. He comes up every court term to take tobacco."

We are told by other writers in Elizabeth's time that "The hangers on of society, the needy cavaliers, the hotel sharpers, the captains of the Boabdil sort, made a profession of the art of smoking."

Rowlands relates how, in an inn in 1610, a country knave was cheated in London by a teacher of smoking. Here is the expensive lesson:

"I'll teach thee (do observe me here)
To smoke tobacco like a cavalier;
Thus, draw the vapor through your nose and say,
'Puffe, puffe, it's gone, aromatic smoke away!'"

Smoking Rules for Beginners

Many books, of course, were written and published, which professed to teach the art of smoking. From one of the latest of these, written in the nineteenth century, we find the principal doctrines were, with respect to pipes, those dealing with form, weight and mounting. One says:

"The best pipe for beginners is the ordinary straight-stemmed billiard pipe with upright bowl. A light pipe will permit the novice to give more attention to the drawing and expulsion of the smoke than a heavy one. The smoker's innate taste and character is shown in his pipe mounting. A careless man will smoke a clay or cherrywood pipe. But a man of refinement requires a well-made pleasingly mounted pipe just as urgently as a well-mounted umbrella handle or walking cane."

Then we are commanded as follows: "Lay these rules to heart:

"First—Smoke as slowly as possible and for these very sufficient reasons, viz., in order that too much of the aromatic essence of the tobacco be not evaporated too early; and also to avoid overheating the pipe.

"Second—The pipe should not be smoked in a draft, because any little breeze will cause the tobacco to burn more quickly than is desirable.

"Third—Always load the pipe immediately after smoking it. By this precaution you will keep dirt and other matter out of the bowl.

"Fourth—Take care in lighting up to see that the flame ignites the whole area of the exposed tobacco. Otherwise the smoke cannot be drawn easily and freely and the tobacco will burn unevenly.

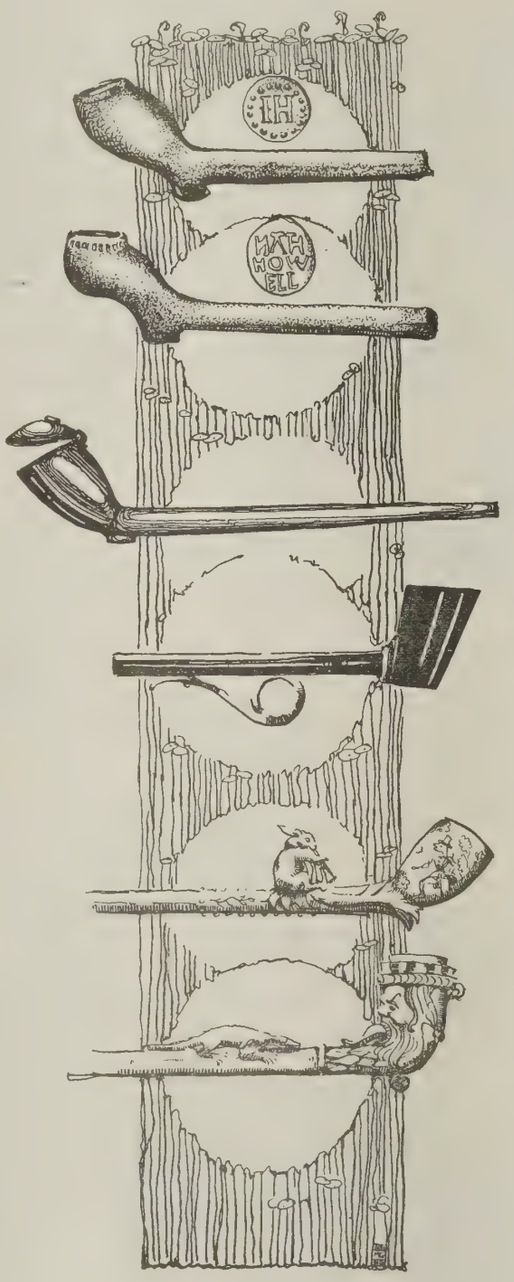
"Fifth—When one pipeful has been smoked allow the bowl to cool completely before the second charge is lighted. This is a most important matter, because most authorities on smoking are agreed that continuous smoking is always harmful to good pipes.

"Sixth—When you notice your pipe begins to foul clean it with great care. Smoking is only delightful when the pipe draws freely and cleanly.

"Seventh—Do not draw the smoke into the lungs or nose. Simply draw it into the mouth cavity and then expel it through the lips.

"Eighth—Avoid expectoration when smoking. It is an evil habit due to unskillful smoking. A good, clean pipe smoker never needs to expectorate. Expectoration is a sure sign of smoking incompetence.

"These are the main rules for smoking. Very simple you see, and guaranteed to be effective.



The two pipes at the top are clays of the 17th century, found in Bristol, Eng. The third pipe from top, with metal cover, was found in Freiburg, and is in the Freiburg Museum. The fourth pipe is a curious iron product found in the Alps, and now in the Lausanne Museum. The two lower pipes are curiously decorated French specimens of the 17th century

The results of studying depend on the genius of the student; but if these suggestions are carried out, I can promise with confidence that no smoker need despair of becoming a good smoker and of being the possessor of a fine pipe and good smoking requisites. A good workman always insists on being furnished with good tools."

From England, smoking gradually attracted attention in Europe and English fashions were closely copied.

American tobacco was at first thought to possess great medicinal value, and it was sold in the drug stores. Then it was made a special business because the apothecaries could not handle the business. These early tobacconists were great propagandists and advertisers. They engaged the greatest artists to design their trade signs and literature. Hogarth was especially celebrated for the sketches he did for the English tobacconists.

Hone, a popular writer in the seventeenth century, relates in his Table Book that a man named Farr opened a tobacco shop on Fish Hill Road, London, and attracted a lot of customers away from another tobacco shop on the opposite side of the road by writing below his trade sign the following: "The best tobacco by Farr." The injured tobacconist replied to this with a notice appended to his trade sign which stated: "Far better tobacco than the best tobacco by Farr!"

Pipe-Making Brought Forth Interesting Proclamation from King James

The pipe-makers became people of consequence through the great demand for pipes. They had their manufacturing centers, their markets and trade guilds. The following proclamation, made by King James of England, relates to the first charter of the tobacco pipe-makers, and is an historical document of importance worthy of quoting in full. It says:

"Whereas many of the poorer of Our subjects have heretofore lived by the trade of making tobacco pipes, but for want of power to retain and keep their apprentices and servants in due obedience, and to restrain others from intruding upon their art, the ancient makers have not so well prospered as was desired. For prevention of which inconveniences, and for reducing the workmen in that trade to such a competent number, as they might be governed after the example of other societies, who flourish by ranging themselves under good orders, We did by Our late charter incorporate a selected number of the most ancient and such others as they for skill and honesty should admit into their society (Charter of Oct. 6, 1619); thereby prohibiting all others, who were not mentioned thereof, to make any sort of tobacco pipe within Our realm of England or dominion of Wales; and thereby also commanding, that no person or persons, directly or indirectly, should buy tobacco pipes to sell again, or from others than the known members of the said Society.

"Yet, nevertheless, being lately informed by certificates from sundry of Our Justices of Peace of our counties of Middlesex and Surrey (London City) that divers obstinate offenders had fortified themselves in their houses with weapons, and, in contempt of Our royal authority, resisted them, coming with the several warrants of the Lord Chief Justice of Our Bench, and the other Justices of the Peace within Our City of London, and the said counties of Middlesex and Surrey; and also that there were divers ill-disposed persons (who delight in opposing all good orders) contemptuously maintained these underhand offenders, some by harboring the unlawful makers of tobacco pipes secretly in their houses, there to make them contrary to Our Charter, to the end to partake of the stolen profit thereof; Others, by buying secretly these under hand made articles, in contempt of Our Authority, and with an evil intent of overthrowing this Society which We have sought to establish.

"Now, Therefore, that by the presumptuous example of these disobedient persons others may not be encouraged hereafter by impunity to presume to resist and condemn Our Royal Commandment in matters of greater moment, or to withstand the authority of magistrates and government, These are to charge and clearly command, that no persons whatsoever within this Our realm of England and Dominion of Wales



OLD HATCHETFACE OF THE MOUND BUILDERS' UNION ORIGINATED PIPE SMOKING 4000 YEARS AGO ~



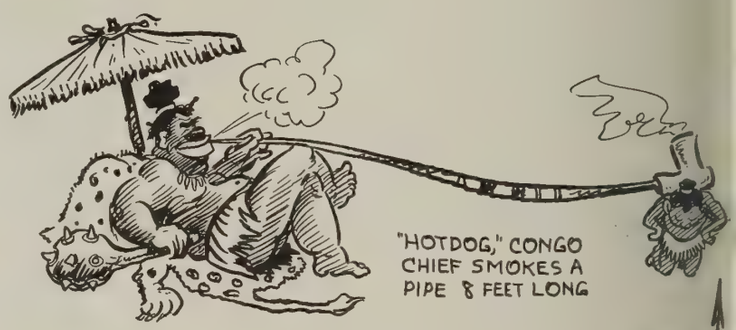
THE ANCIENT AND HONORABLE CARIB SMOKED THROUGH A FORKED STICK (FROM WHICH THE SLING-SHOT WAS PATENTED)



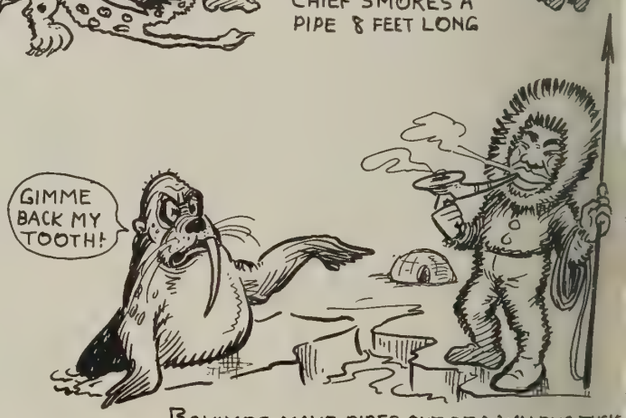
COLUMBUS DISCOVERED THE "FIRE-EATING REDS." (NO RELATION TO THE TROTZKY VARIETY)



SIR WALTER RALEIGH INTRODUCED INTO ENGLAND THE INDIAN CUSTOM OF PIPE SMOKING, AND FROM THERE IT SPREAD RAPIDLY THROUGHOUT THE WORLD ~



"HOTDOG," CONGO CHIEF SMOKES A PIPE 8 FEET LONG

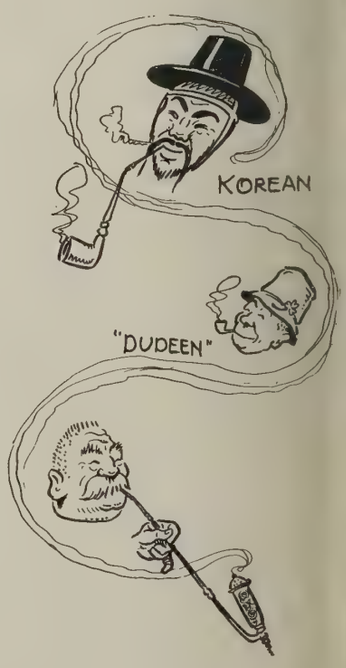


ESKIMOS MAKE PIPES OUT OF A WALRUS TUSK



HITTING A COMMUNITY PIPE IN TURKEY





The World and his pipe, by Hy Gage

sall hereafter presume to make any manner of tobacco pipes, but such as are here or shall be members of the said Society; nor shall presume t harbor in their houses any tobacco pipe-makers to use their trade there who are not members of the said Society; nor that any person or persons (especially those who buy tobacco pipes to sell again), shall at any time, or in any place, buy or obtain by any means, directly or indirectly, any tobacco pipes whatsoever, from any under-handmaker or others, but only from such as are known members of the said Society, and that at their Common Hall, or other known warehouses appointed, or hereafter be appointed, where they may be bought by Our loving subjects, upon pain of Our high displeasure, and such punishments as are due for such contempts, whereof We shall require a strict account by proceedings against the offenders in Our Court of Star Chamber; Further commanding, that if at any time hereafter any person shall be so audacious as to fortify himself in his house, or in the house of another, or withstand Our will and pleasure herein, or to resist Our authority given and imported to our Lord Chief Justice and others, in search or apprehension of them, or any of them; Then We do hereby will and require, that sufficient power be had and taken by such who shall have such warrants, to apprehend such obstinate and contemptuous persons, and, to carry them before Our said Chief Justice, or other Justice of the Peace, that punishment may be inflicted on them in the severest manner Our laws will permit by imprisoning their bodies until they have put in sufficient suretie for their behavior afterwards.

"Hereby, further, clearly charging Our Attorney General for the time being, that he cause all and every such wilful and disobedient persons, for such then high contempt in this behalf, to be prosecuted in Our Court of Star Chamber, (where Our will is they shall be sharply punished), according to the measure of their audacious and bold resistance of Our royal commandment. And to this intent that these frauds and abuses may the better be found out and punished, our pleasure is, that it shall, and may be, lawful for any two or more of the members of the said Society, together with a law officer, to enter into any suspected place or places, at lawful and convenient times, then to search for, and find out any under-hand made, or sold tobacco pipes; And all such so found to seize, take and carry away and safely keep them to be disposed of according to the tenor of Our said Charter.

"And lastly, for the full execution of this Our Royal Commandment, We will and require the Lord Mayor of Our City of London, for the time being, and all other Mayors, Sheriffs, justices of the peace, bailiffs, constables and all other officers and ministers whatsoever; that they and everyone of them in their several offices and places be from time to time aiding and assisting to the Master, Wardens and Society of Tobacco Pipe Makers in the due execution and accomplishment of this Our Royal Will and Commandment as they tender Our pleasure and will answer the contrary at their peril.

"Given at Our Court at Theobalds, the seven and twentieth day of May, 1620, in the 18th year of Our reign of Great Britain, France and Ireland."

Portrays Struggles of Pioneer Pipe Makers

This famous proclamation pictures some very interesting stories and shows some of the struggles the pioneers in the manufacture of pipes and other smoking requisites had to contend with.

The continental countries established pipe-making and marketing centers like those in England and formed pipe-makers guilds. The United States is the only important nation which never had such a guild.

The establishment of the guilds in Europe led to a rapid development of the tobacco industries and established them on such sound lines that they have ever since followed sound and progressive policies.

Tobacco Pipes of the World and the Universality of Pipe Smoking

No Custom More Popular Among Men the World Over, Than Pipe Smoking—Undoubtedly an Ancient British Practice—Aptly Compared to Elias' Cloud—Brief Descriptions of Pipes Peculiar to Various Parts of World—Pipe Growing in Favor

By HERBERT J. LAUGHTON

SMOKING of pipes is universal. No custom is more popular among men, the world over, than pipe smoking. It is an exceedingly old custom; but it has become more popular than ever in recent years. Credit for this principally due to Sir Walter Raleigh. There appears to be no doubt that pipe-smoking was an ancient British custom. Various herbs and barks of trees were used in place of tobacco. The early Atlantic navigation brought tobacco to England from the West Indies and Central America and taught their friends to smoke. It remained for Sir Walter Raleigh to make smoking popular. He did this at great personal expense by presenting valuable silver and gold pipes to distinguished Englishmen and by giving numerous smoking parties. Such parties were very popular in England and on the Continent in the early days of tobacco smoking. The guests were always carefully selected and they were furnished with pipes, tobacco and ale. The parties lasted well into the early hours of the morning and were celebrated for the wit and pleasantries which often sparkled.

Raleigh's devotion to the pipe continued until his death. The Dean of Westminster, who was present at his execution, wrote: "He ate his breakfast heartily, and smoked his tobacco pipe before he went to the scaffold." Another writer of the period, Winstanley, stated: "Sir Walter Raleigh is reported to have had three tobacco pipes in his possession when he went to his trial."

Smoking Spread Like Elias' Cloud

An early writer on tobacco, Dr. Everard, speaking in 1659, about the progress of smoking in Europe, said:

"It is like Elias' cloud, which was no bigger than a man's hand, that has suddenly covered the face of the earth. Holland, Scandinavia, Germany, Poland, Arabia, Persia, Turkey, almost all countries, drive a trade in it. No other commodity has caused so many merchants to advance from small fortunes to the ownership of some of the finest estates in the world.

"Sailors are now supplied with tobacco for the longest voyages; soldiers smoke while on the night watches; farmers, ploughmen and working people plead for it, saying it brings great refreshment to them. Scholars smoke much, and many serious and great men use the pipe to such an extent that tobacco has now become not only the physic, but also the meat and drink of many men, women and children. In other words, it is so fashionable that there is no living without it. There is great commerce in tobacco and pipes and many druggists, grocers, tobacco shops, taverns, inns, alehouses, victuallers, carriers, cutters, dryers of tobacco and pipe-makers deal in it."

Another writer tells us that in 1661: "One Everard, a Justice of the Peace in Westminster, ere I was stirring, sent a sergeant and 34 soldiers for me to Whitehall. He had seized that night about sixty men, supposed fanatics, very despicable fellows, many of whom were elderly, some being water-carriers and some had been Parliament-soldiers. Many of these men were laborers. They were kept under guard all night in a large room and then committed to the Gatehouse prison. I was taken into their guard room at Whitehall and thought it looked like a part of Hell. Some of the prisoners were sleeping, some were swearing and fighting, while others were smoking tobacco. On a shelf in the room I saw about two bushels of broken clay tobacco pipes, and in the grate about a ton of tobacco ashes."

A Frenchman's Observation on Smoking

Jorevin de Rochefort, a French visitor to England in 1672, related the following experiences he had during a visit to a friend in Worcester:

"The supper being finished, they set on the table half a dozen pipes and a packet of tobacco for smoking, which is the general custom, as well among the women as men, who think that without tobacco, one cannot live in England because it dissipates the humors of the brain.

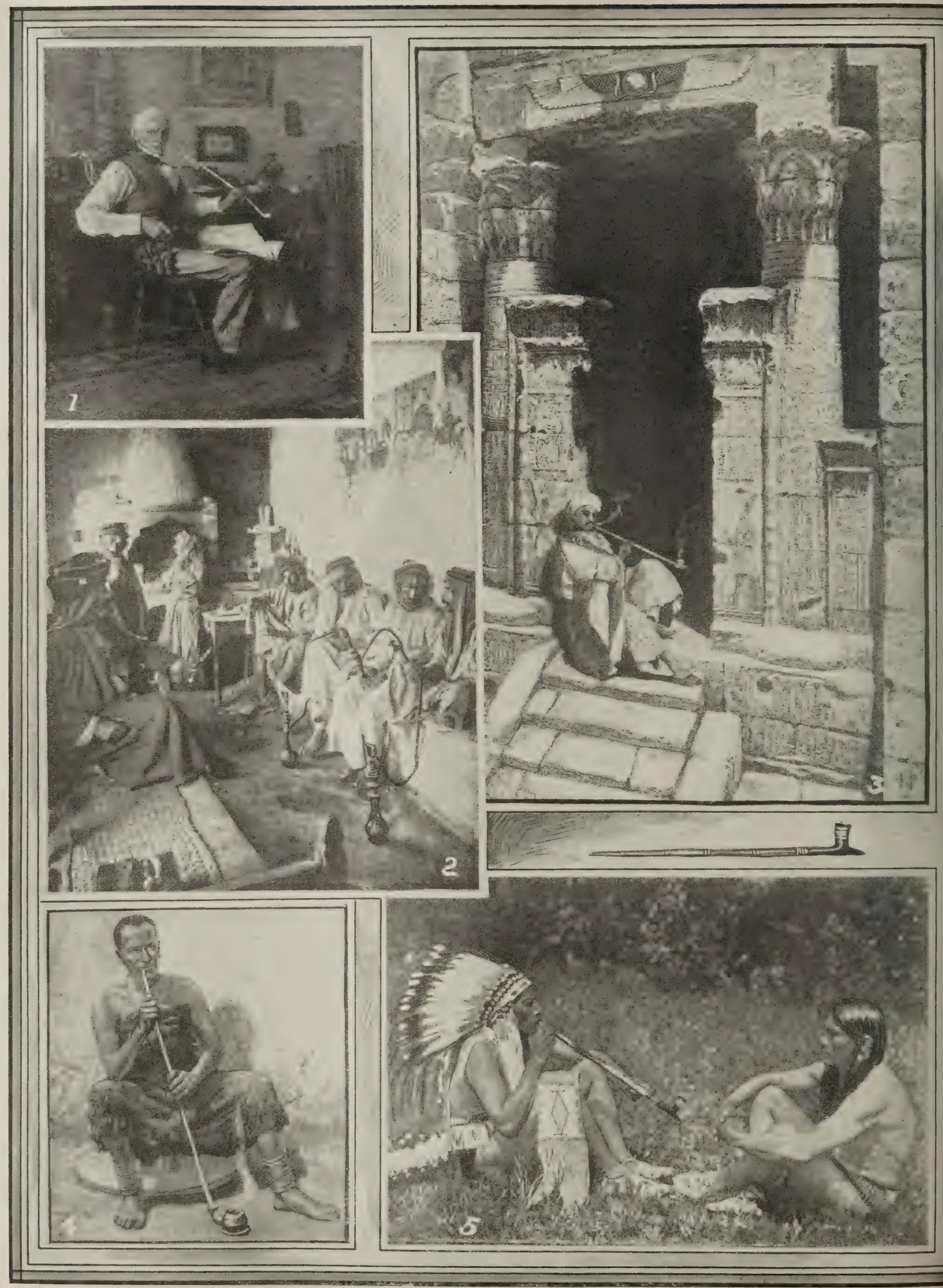
"While walking about the town, I was asked by my friend if it was the custom in France, as it is in England, for school children to carry in their satchels a pipe of tobacco which their mothers had carefully filled for them, it serving instead of breakfast; and at the proper hour, the children gave up their school work to smoke their pipes and receive instructions in smoking from the schoolmasters, this being done in the belief that pipe-smoking was essential to good health. This question reminded me of a Spaniard who was a confirmed smoker. I met him in a seaport in Calabria, Italy, where we were delayed by storms on a trip from Malta. He was not able to procure tobacco in the town, and was so desirous of smoking that he cut off a piece of the ship's hawser rope, chopped it up and filled his pipe with it and smoked it in place of tobacco. I also met an Irishman, 24 years of age, who had smoked tobacco all his life. Falling sick, he was forbidden to smoke because tobacco was a great dryer of the body. He submitted to the restriction for some time, but his health became much worse, and he was melancholy. Finally he could eat nothing and craved tobacco, which was at last permitted to him. He rapidly was restored to perfect health by its use. I have also known many others who were not content with smoking during the day, went to bed with their pipes in their mouths; others who have risen in the night to smoke a pipeful; all of these people enjoying smoking as drinkers would have enjoyed a tankard of Alicante or Greek wine."

Smoking Enjoyed Four Centuries Ago

The old writers just quoted show us a smoking world four centuries ago that differed little from what we can see around us today. The pipe, as far back as we can trace its history, always appears to be a natural companion of man, and many have echoed the poet Arbucle's verse, which says:

> "Blest be his shade, may laurels ever bloom,
> And breathing sweets exhale around his tomb.
> Whose penetrating taste first taught mankind
> The charms and solace smoking brings the mind.

The first tobacco pipes used in England were made of clay. American tobacco in the 17th century was smoked in silver and metal pipes.



1. Unwelcome News; a painting by C. Y. Turner, N.A. 2. Arabs enjoying the "weed" in a coffee-house of Mosul. Copyrighted by Underwood & Underwood. 3. An Arab smokes his pipe in the doorway of a side chapel of the temple of Edfu. 4. African native smoking a heavy terra-cotta bowl pipe. 5. An American of the old stock taking a few fragrant whiffs.

in ancient Britain the clay pipe was almost versally used.

One of the many celebrated clay pipe-king centers was in Broseley, Shropshire, gland. The Broseley clay pipes and church-rdens have long been world famous. Some the most distinguished English pipe makers l their factories in that district, and the rec-ds of the Pipe Makers' Society contain numer-s names of pipe makers in Broseley, Bewdley, nlock, Benthall and Hull. Before the rail-ds were built these manufacturers sent their es and clay tobacco jars by wagon to Bewd-, and thence down the Severn by barge to stol, whence they were shipped to London or ris.

Family Pipe Shops

n the remote past, each English family had own pipe shop where its pipes were made by rking and moulding. Subsequently kilns re established which did the burning. When demand for pipes increased, factories were ablished, and when these became established pipe-making industries in the homes gradu-decayed. The principal business of the vn of Wenlock at one time consisted in the nufacture and trading in clay tobacco pipes. The London taverns chiefly stocked Broseley ys and churchwardens, and the consumption these was enormous in an age when nearly eryone smoked. Even today, a Broseley rchwarden is a favorite pipe in English ntry houses.

Broseley pipes were chiefly made plain. But special trades, they were beautifully or-mented and tinted with various colors.

The Thursfield and Bragge collections of lopian pipes in the British Museum contain out 900 specimens besides specimens of clay pes. "From every quarter of the world and arly every date, all relating directly to the use tobacco, or some other smoking substance, d tending to show that the use of clay pipes s practically universal, and that when the rginian weed was brought over and King mes fulminated his counterblast against to-cco, smoking was almost universal, and dated om the earliest times, and indicated that some rm of narcotic had been smoked or chewed all the tribes of men in all the ages of the rld," as one of the Shropshire historians said.

The manner in which the clay pipe-makers tended that their signs and trade-marks on the urs of the pipes should be read was as fol-ws: Take the bowl between the fingers with e stem of the pipe pointing towards the reader d the flat part of the spur facing him. The tters may then be found to be the right way . If the pipe is held in any other manner, fficulties will be found in reading, the inscrip-ons.

ipe Makers Regarded Themselves as Artists

The pipe-makers took great pains in stamping eir initials, monograms and trade-marks on eir pipes. Many of these exist in the Euro-an museums today and prove interesting ex-bits. The pipe manufacturers considered emselves artists and took pride in the fine nish they put on all their works. The chaste-ss of the designs of their monograms indi-tes the care they took in manufacturing and nishing these pipes.

There were many important clay pipe-making nters in the 16th to 18th centuries in France, elgium and Holland. The French clay pipe akers imitated the British types for their for-gn trade, but made most artistic pipes for rench trade. Many of their clay pipes seen day in the museums are elaborately adorned ke the finest meerschaums. The clays made in elgium, Holland and the Scandinavian coun-ies were very plain, and their bowls were aped more squarely and had a steeper angle slope away from the stem than the British pes did.

Carved Briar and Wood Pipes

The briar and carved wooden pipe is a comparatively modern English invention. The first briar pipes were made in the South of England from local woods. Then French, Italian and Moroccan briars were used and the industry spread to France, Italy and Switzerland.

St. Omer was the principal clay pipe-making center in France. In that district were many pipe factories and porcelain pipes, often adorned with paintings and sculptures, were made. Wooden pipes turned in lathes and fancy woods and lined with clay bowls were often made there. The French also made special pipes of agate, amber, rock crystal, gold, silver, ebony, ivory and other valuable substances. The French were celebrated for the grotesque figures they carved on their pipe bowls.

The Russian and Scandinavian pipes were generally plain. But those made of wood were often well carved. These wooden pipes were often furnished with copper or bronze mouthpieces.

German Pipes Were Large and Heavy

The German pipes were larger and heavier, and of a different shape from all others. They were copies from the Dutch and Danish porcelain pipes with cherry-wood stems and had large, long, heavy, pictured-decorated bowls. The Germans were also fond of meerschaum pipes which they made of enormous size and ornamented in most extraordinary ways. The German tobacco bags, which the students and military men carried, were also large and heavy things like flour sacks closed with a string at the top. They were made out of fancy cloths or leather.

Austrians Believe in Fine Pipes

Vienna was once called the city of smokers, and the Austrians believed that a man could never pay too much for a good pipe or for good tobacco and smoking requisites. They smoked porcelain bowl pipes of a lighter make than the Germans or wooden pipes made from the roots of a dwarf oak which were generally finely carved and ornamented.

The briar pipe during the nineteenth century became the universal favorite, although for a time its supremacy was challenged by South African calabashes and British corncobs.

Oriental Countries Have Water Pipes

Persians taught all Oriental countries the delights of the water pipe, which in India, China, Turkey, Arabia, Egypt, Morocco and elsewhere, has long been the favorite type of pipe. It is known in each country by a special name such as Chibouque, Narghile, Hookah, etc., but it is made and smoked on the same general principles.

In the countries which favor the water pipe, the working classes and all who travel much, smoke small pipes of the clay pipe type, because they are so portable. They smoke the water pipes when in the taverns or in their homes.

A Most Unusual Legend

The natives of Persia have a legend about the origin of the water pipe which may have been founded on a truth. It is related that a young man, son of a wealthy prince, having lost his favorite wife, went to a priest for consolation. The priest, who lived in Shiraz, was greatly moved by the nobleman's trouble, and said to him: "Go, my son, to thy wife's tomb, and in the garden where it is situated search for a weed like this. Pluck and dry it. Then put it in a bowl like this, apply a light and smoke it by drawing air through the long stem. This instrument, or pipe, will serve you as wife, mother, father and brother; it will cheer you and make you forget all your bereavements, and, above all, it will ever be a wise counsellor, and it shall teach your soul wisdom, charitableness and will give you great solace and joy."

Many a native of Shiraz, and other Oriental cities, has found the truth of the poet's teaching, that:

"In good tobacco oft is found,
Lessons of rare instructive type;
And, so with calm, contented mind
I live, and smoke my faithful pipe
In reverence where e'r I roam—
On land, o'er water and at home."

Cupid's Smoke Shop

In Asia, many a gallant has felt that:

When Cupid open'd shop, the trade he chose
Was just the very one you might suppose.
Love keep a shop?—his trade, oh! quickly name!
A dealer in tobacco—oh, for shame!
No less than true, and set aside a joke,
From oldest times, he ever dealt in smoke;
Than smoke, no other thing he sold, or made;
Smoke all the substance of his stock in trade;
His capital all smoke, smoke all his store,
'Twas nothing else; but lovers ask no more—
And thousands enter daily at his door!
Hence it was ever, and it e'er shall be
The trade best suited to his faculty:
Fed by the vapors of the heart's desire,
No other food his votaries require;
For that they seek—the favor of the fair—
Is unsubstantial as pipe-smoke or air!

African Pipe Styles

The dusky African has always been wedded to a clay pipe. All over the great continent tobacco pipes with clay bowls are to be found. These are of all sizes, designs and shapes. They often have clay stems, but most frequently the stems are made of bone, wood, metal or other substance. Some of the African pipe designs are as fantastic as any which could be seen at an Arabian nights' entertainment. The African pipe-maker, like the Persian, strives to secure a cool smoke. That is why he is so wedded to clay, terra cotta, and similar materials, and also why he shapes his pipe-bowls so strangely. He discovered the value of the calabash when experimenting with cooling ideas.

Pipes of the Arctic Regions

The pipes of the Arctic regions have long been famous among collectors on account of their fine animal and hunting scene carvings. They are made of ivory, walrus tusks, bone and, in rare cases, of metal.

Japanese, East Indian, South and Central American and the South Sea Islanders have pipes made of clay, wood, the common metals, shells, bone, stone or other substances. Each nation has set types of pipes which are so characteristic that they may serve to identify the people who made and smoked them. They are as distinctive as finger prints.

The world is full of pipes and types of pipes, and it is true, as a poet sings:

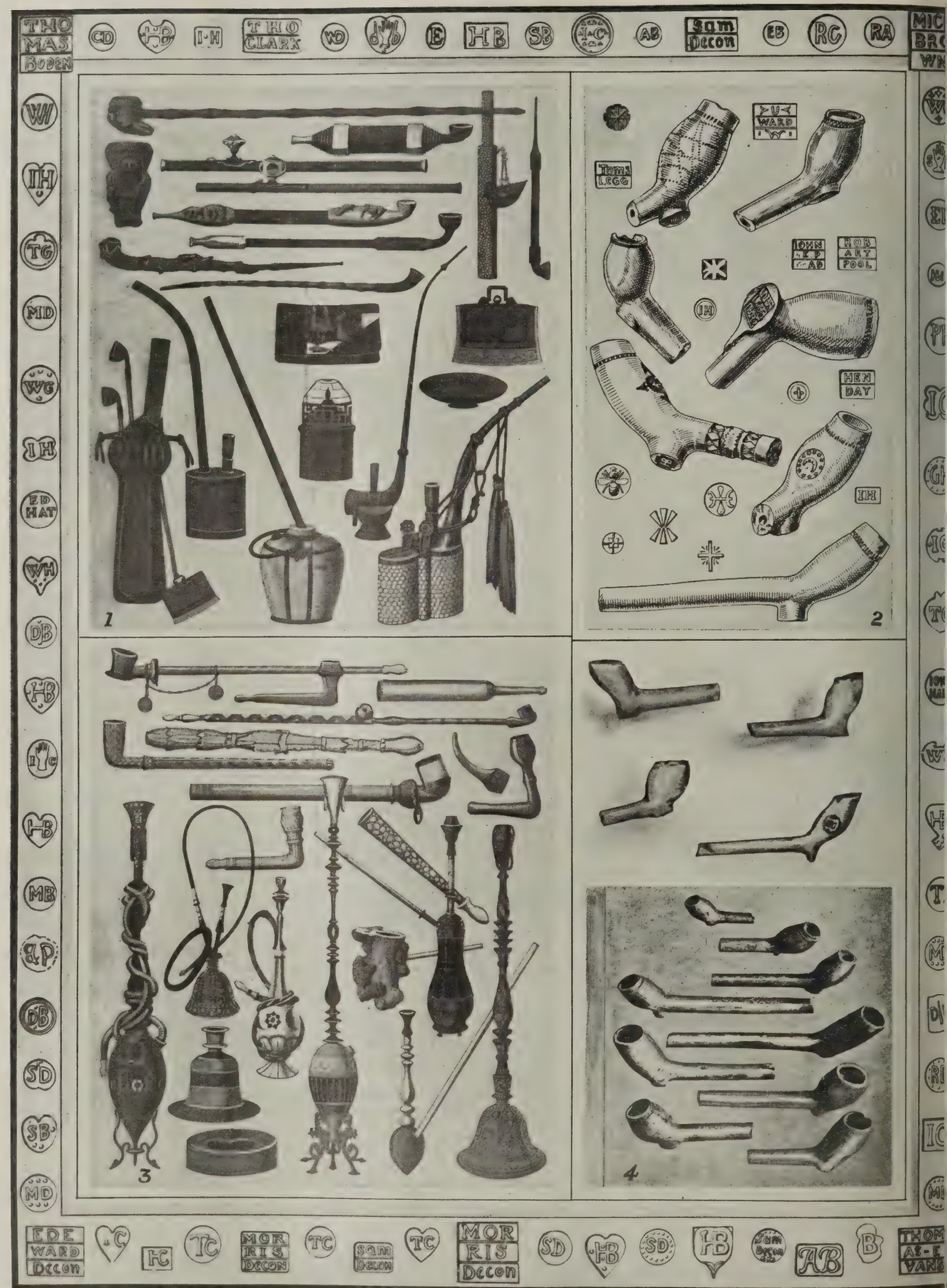
The Pipe You Make Yourself

There's clay pipes, an' briar pipes, an' meerschaum pipes as well,
There's plain pipes, an' fancy pipes—things jes' made to sell;
But any pipe that can be bought for money gained as pelf
Ain't ekal to the flavor of the pipe you make yourself.

Jes' take a common corn cob an' whittle out the middle,
Then plug up one end of it tight as any fiddle;
Fit a stem into the side an' lay her on the shelf,
An' when she's dry you take her down, the pipe you made yourself.

Cram her full, clar to the brim, with natural leaf, you bet!
'Twill smoke a trifle better for being somewhat wet.
Take your worm tin an' fishin' poles, an' jog along for health,
An' you'll get a taste o' Heaven from that pipe you made yourself.

There's clay pipes, an' briar pipes, an' meerschaum pipes as well,
There's plain pipes, an' fancy pipes—things jes' made to sell;
But any pipe that can be bought for money gained as pelf
Ain't ekal to the flavor of the pipe you make yourself.



Figures 1 and 3 show a number of rare Oriental pipes. Figures 2 and 4 are specimens of early British clay pipes and pipe makers' marks. The figure the borders are old time pipe marks of the Shropshire (England) pipe makers.

ie Production and Commerce Growing

ie tobacco pipe has played a grand rôle in istory of mankind. It has proved itself to e best of our companions, a touchstone of nd wisdom, a promoter of dreams and our est solace and friend. Today its manufac- constitutes a great and valuable industry. commerce in pipes, like that in tobacco, is ly growing. The pipe continues to grow vor, and it appears to have a brilliant future in store for it. If the modern poet Henley were a king, he tells us:

"If I were king, my pipe should be premier,
The skies of time and chance are seldom clear,
We would inform them all, with bland blue weather,
Delight alone would need to shed a tear,
For dream and deed should war no more together.
Art should aspire, yet ugliness be dear;
Beauty, the shaft, should speed with wit for feather;
And love, Sweet Love, should never fall to sere,
If I were king."

That verse appears to reflect the sentiments of the experienced pipe smoker the world over. With such sentiments predominating, not only the future of pipe smoking but of society and civilization appears to be of the greatest promise.

ncient and Modern Fashions and Tastes in Smoking Accessories

An Important Auxiliary of the Tobacco Business That Is Frequently Overlooked —Accessory Manufacture Undoubtedly Keeps Pace With Tobacco Production and Pipe-Making—Many Modern Articles Made to Please Particular Smokers.

By GEORGE EDWARD LOCKWOOD

ACCESSORIES for pipe smokers have always been important features of the tobacco business. The great extent and value of this auxiliary trade is often overlooked while the immense trade in tobacco and pipes is in view. There are no adequate statistics ow the annual value and the rapid increase he manufactures of smoking accessories; hey are undoubtedly proportionate to those bacco production and pipe-making.

ashion plays a more important role in the ufacture of accessories than in pipes and cco mixtures. Almost every year the num- and character of accessories change. They ster the tastes of smokers more rapidly than s do.

me of the best known accessories in former have quite gone out of fashion. We rarely a tobacco box. Yet, in the sixteenth to teenth centuries, tobacco boxes formed a of the equipment of every pipe smoker. se were usually made of gold, silver, ivory, or tortoise shell. They were elaborately mented by carvings, engravings or enamel ires.

The Tobacco Boxes of Long Ago

obacco boxes were fashionable and in gen- use in England in the reign of Queen Eliza- . In "The Man and the Moon," a play rten in 1609, a character, speaking of another, : "I do not know with truth, but I think omes to play a joke on you, for I saw smok- pipes in his pockets. He draws forth his er box and touchwood box; surely his throat ire, the smoke flies out of it so densely and ; dash his beard with a bucket of water, lest urn it off; he must have taken some dan- us stuff, because you see how it makes him and look pale. It surely has a bad taste use it compels him to spit so copiously."

ere we find an early smoker carried a tinder , a touchwood box as well as a tobacco box.

A Penny-in-the-Slot Box

he tobacco boxes of the seventeenth century e often made of brass or bronze or horn. y were much larger than those made in the ious century. An early book tells us about utomatic penny-in-the-slot tobacco box used ublic meeting places. It says:

There is a simple and ingenious tobacco box l frequently in ale-houses and taverns which s its accounts with each smoker and acts as a money box. It is kept on parlor tables the use of all comers; but none can obtain pe-full till the money is deposited through a in the lid. A penny dropped in causes a to unfasten and allow the smoker to help self from a drawer full of tobacco. His r is trusted so far as not to take more than pipeful, and this duty was impressed upon by the legend printed on the box which

"The custom is, before you fill,
To put a penny in the till
And load your pipe with just one fill;
Your friends will each one pay the till.
When you have filled, without delay
Please close the lid, or sixpence pay."

Sir Walter Raleigh had a tobacco box made of cedar with gilded stamped leather covering and gold ornaments. It contained a pound of tobacco when full and provided receptacles for pipes, stoppers, graters, tinder and other articles. It was 13 inches long and seven in diameter and was a very handsome article.

Economized to Buy Tobacco Boxes

The gentlemen of Elizabeth's time possessed many handsome tobacco boxes which were presented by friends. These set the fashion and the craving for fine tobacco boxes was so great that poor people curtailed expenditures so as to save money to buy a good tobacco box. Marston, in one of his plays, had a character say:

"I'll have my meals at an half-a-crown ordinary so that I may eventually possess an ivory box of tobacco."

Another writer, in 1617, said:

"He never walks without his looking glass,
In a tobacco-box or a dial set,
That he might always to himself confess
And often in his walks confer with it."

The working classes copied the gentry in owning tobacco boxes. Soldiers and sailors were particularly fond of them. They paid as much as 30 shillings for them in King James' time. That was a large sum. Most of the sailors' boxes were large and fitted to carry a set of clay pipes. The Dutch catered to the tastes of soldiers and sailors and ornamented the boxes with gay scenes. Sweethearts at various ports rivalled each other in making presents to sailors of these boxes.

Chatham's Possession

A friend of Lord Chatham, the statesman, possessed a valuable gold tobacco box with a Latin inscription which may be translated as follows:

"Ah! lordly man, how lowly in your type!
A fleeting shadow, a tobacco pipe!
Your mind's the fire, your frame the tube of clay,
Your breath the smoke so idly puffed away.
Your food the herb that fills the hollow bowl
Death is the stopper, ashes end the whole!"

A Most Remarkable Creation

One of the most remarkable tobacco boxes ever made is owned by the overseers of Saint Margaret's Chapel, Westminster. A history of this remarkable work has been published, from which we learn that Henry Monck, a parishioner, purchased the box at a fair at Charlton, Kent, in 1713, for the sum of four pence. He presented the box to the overseers' club. Seven years later, the lid of the box was decorated with silver as a memorial to a dead overseer. A silver side casing was furnished in 1726, as another memorial. A portrait of the Duke of Cumberland with allegorical ornaments to celebrate the defeat of the Pretender was made in 1746, by Hogarth, the great engraver and artist. In 1765, other additions were made and these completely hid the last traces of the original box. By this time it was the custom for each senior overseer to add an ornament or inscription to the box. In order to permit this to be continued, a large case was made for it with ample room for new inscriptions. In the course of time the inscription and ornaments filled the case. Then a new case, to envelop the old, was made. This custom still continues, and the original box is now covered with many cases and weighted down with many extraordinary inscriptions.

The fame of this wonderful tobacco box led to a general custom in England of presenting tobacco boxes to the trustees and other church officials after discharging their duties well and faithfully.

The Continental smokers were furnished with tobacco boxes made of wood, bone or ivory. These were carved with a wealth of ornamentation.

The tobacco stopper was another important smokers' accessory upon which artists labored to make "a thing of beauty and a joy forever." An old writer on smoking told us:

"This was an article upon which every English smoker prided himself. It was made of various materials—wood, bone, ivory, mother of pearl, brass, bronze, silver, rock crystal, amber, glass or other carved material. The forms it assumed were exceedingly diversified. In a collection of 30 tobacco stoppers which I have seen, dating from 1688 to 1839, the following were noted: A bear's tooth tipped with silver at the bottom and inscribed with the name of Captain James Rogers of the whaler *Happy Return;* a clergyman in full canonicals carved in ivory; a boot; a horse's hind leg; a caricature of Punch; a statuette of the Devil as a dramatic actor; a farmer holding a flail; an emblem of Priapus; a whiskey bottle; a greyhound's head; statuettes representing Hope, Faith, Charity; Lord Nelson; the Duke of Wellington; Bonaparte and a multitude of similar designs."

A Boswellian Poem

James Boswell, famous poet and musician, best known as Dr. Johnson's immortal biographer, published the following celebrated poem to a tobacco-stopper in 1760:

"Oh! let me grasp thy waist, be thou of wood,
Or levigated steel, for well 'tis known
Thy habit is diverse. In iron clad,
Sometimes thy features roughen to the sight;
And oft transparent art thou seen in glass,
Portending frangibility. The son
Of laboring mechanism here displays
Exuberance of skill. The curious knot,
The motley flourish winding down thy sides,
While freaks of fancy steal upon our view
With complicated charms, and as they please,
Astonish. While with glee thy touch I feel
No burn my finger dreads. No fractured pipe
I ask, or splinters and, wherewith to press
The rising ashes down. Oh! bless my hand,
Chief when thou comest with hollow circle crowned
With sculptured signet, bearing in thy womb
The treasured corkscrew. Thus a triple service
In firm alliance may thou boast."

Tobacco stoppers made from ship-timbers, memorial trees and other cherished articles were greatly prized by old smokers. Sir Roger de Coverly, in one of his whimsical essays, said when inspecting the coronation chairs in Westminster Abbey: "If Will Wimble were with us and saw those two chairs, it would go hard, but he would get a tobacco stopper out of each of them."

The flint used for making sparks and the tinder to be lighted were carried in separate boxes or in a single box divided by compartments. These boxes were made of similar materials to tobacco boxes and were often suitably engraved and ornamented. Early in the 19th century, tinder boxes were superseded by a chemically prepared paper tinder which was a distinct improvement over the older tinder of rags or dried moss. The reign of the explosive tinder was not long. It caused too many accidents and was too uncertain in action to satisfy smokers' requirements. The modern match has displaced it completely.

Many of the smokers of earlier days "took snuff" as well as "drank tobacco." They were also provided with snuff boxes. These resembled tobacco boxes in design, materials, and ornamentation. Their inscriptions were often of a most amusing character. A lady in Cromwell's time was presented with a snuff box upon which was engraved these lines:

"She who with pure tobacco will not prime
Her nose can be no lady of the time."

A fine suggestion to be given in a period of strict Puritanism!

Eary Methods of Preparing Tobacco

When tobacco was first used in England, it was thought best to smoke it in powdered form. A rasp, like a nutmeg grater, was made for that purpose. It was called a tobacco grater. Similar graters for making snuff were also used. These graters, like all smokers' accessories of the period were splendidly ornamented. Magnificent examples of them are to be seen in the principal European museums today. They were beautiful and costly articles used by every smoker. The French vied with the English in making and beautifully ornamenting them. The makers seemed to have felt as Robert Bridges, the present Poet-Laureate of England did when he wrote his finest lyric which says:

"I love all beauteous things,
I seek and adore them;
God hath no better praise,
And man in his hasty days
Is honored for them.

"I too will something make
And joy in the making;
Altho' tomorrow it seems
Like the empty words of a dream
Remembered on waking."

Those fine lines were written recently. They picture the sentiments and guiding principles of workmen of olden ages. Democracy has leveled down our tastes, and money-making has blunted our feelings, and today we possess neither artistic longings and inspirations nor even a moderately good taste. Far from regretting our degeneracy we glory in our practicality—and show no interest in things of beauty.

Beginning of the Tobacco Jar

The tobacco jar began its famous career at the beginning of the nineteenth century. It was the outcome of the tobacco parties which used to be given in English clubs when new tobacco mixtures began to be introduced by manufacturers. The finest were made of porcelain and were ornamented by the greatest porcelain painters. The most famous potteries like those of Wedgewood and others were the most expensive of these. The commoner kinds were made of terra cotta. These were ornamented in a most extraordinary way. Some represented skulls, negro heads, corn-cobs, swans, animals, dancing girls, fruits, vegetables and other objects.

Tobacco jars are still cherished by British students who are mighty smokers when burning the midnight oil. They believe that a good porcelain or terra cotta jar keeps tobacco in a better condition than any other kind of a container. These jars are not only beautifully made and ornamented but carry inscriptions of a witty or ludicrous character. One makes Henry Clay say:

"Fill the bowl, you jolly soul,
And burn all sorrow to a coal!"

Another tells us:

"That man is really wise and content indeed
Who finds food, solace and pleasure in the weed."

One jokingly says:

"A weed, you call me, but you'll own,
No rose was e'er more fully blown."

A tribute to Sir Walter Raleigh is often carried by tobacco jars. That on a beautiful specimen in an English museum says:

"Sir Walter Raleigh, name of worth,
How sweet it is for thee to know
King James, who never smoked on earth
Is smoking down below!"

Another says:

"Great men need no pompous marble
To perpetuate their name;
Household gear and smoking trinkets
Best remind us of their fame.
Raleigh's glory rests immortal
On tens of thousands of 'bacco urns,
Every jar's his in *memoriam*,
And ev'ry smoking pipe that burns."

Finally, the following solacing verse ma mentioned:

"The savage in his wild estate,
When feuds and discords cease,
Soothes with the fragrant weed his hate,
And smokes the pipe of peace.

"Long may the plant good-will create,
And banish strife afar;
Our only clouds, its incense sweet,
And this our only jar."

When American smokers begin to appre the value of artistic accessories they will that many of the ancient products can fu them, not only with beautiful designs and sh but a multitude of wonderfully expressive and inscriptions for those which may them.

The number and character of smoking a



The illustrations in the top row represent 17th century tobacco stoppers of English make. The left hand figure in the second row is a tobacconists' sign representing the three hands in the "sleeve of fellowship," showing a pipe, a charge of tobacco, and a piece of tobacco for chewing. This sign was popular in English cities in the 17th and 18th centuries. The two following sketches show ancient metal tobacco jars. The fourth is a caricature on smoking, showing a dragon smoking and carrying his tobacco box in his mouth. The three lower figures are quaint tobacco crocks or smokers' jars.

ries have declined in recent years. Many oderu smokers seem to want simple, cheap noking articles. Paper match-books, a rubber uch and a plain briar pipe is all an ordinary noker wants.

Some particular smokers, however, want a tle more than that and crave novelties. For them we find a multitude of articles are made. There are automatic lighters, glass tobacco jars and bowls, pipe cleaners, pipe stands and racks, tobacco ash trays and holders, humidors, and many other things. These constitute a large trade and call for the investment of a large amount of capital on the part of manufacturers and business men. It is a branch of commerce that could be greatly developed by those who are interested in it were they to advertise as extensively as the tobacco manufacturers and pipe makers do. And they could help to raise the national taste by improving the artistic qualities of their goods.

The French Briar Pipe and the Great Popularity It Has Attained

The Pipe Puts a Smoker Into an Agreeable, Meditative and Contemplative Frame of Mind, Enabling Him to Get a Proper Perspective of the Beauties and Joys of Life —An Interesting Story of the Briar, "Rac'ne de Bruyere" and the Discoverer.

By PAUL E. POITRAS
of A. & J. Vassas, Inc.

FREQUENTLY we hear that "a good briar pipe is the truest friend a man possesses"; probably because it does not talk and while being smoked it puts the smoker into an agreeable meditative and contemplative frame f mind, enabling him to get a proper perspecve of the beauties and joys of life.

While the pipe made of briar root is of comaratively recent invention, it has become a ost popular product. Probably every smoker as asked himself at one time or another why pipe is called a "pipe." It is easily explained. Archeologists have discovered clay and iron ipes, dating from the Roman period. These ere called *pipa,* a Latin word meaning "tube" r "reed." A curious coincidence is that, in early all the European languages, its extraction is derived from the same origin: in French nd English *pipe;* Spanish and Italian *pipa;* erman origin *peiffe* and *phifa;* Holland *piip;* anish *pibe;* Swedish *pipa;* we also see it in ie old Scotch term of *piob* the Turkish name self, *tchibouq,* has its origin in the old Tartar liom which signifies *reed;* the last, but not the ast, the calumet of the American Indians. alumet, the name adopted by the English lanuage, was given by the French who in turn ook it from *calamellus,* diminutive of *calamus,* atin word also meaning *reed.*

An American Product

Although, as we said before, the smoking ipe was known at the time of the Roman eriod, it may be stated that tobacco as it exits today is justly an American product, as the merican Indians, even prior to the discovery f America, are known to have smoked pipes ade out of stone or wood, and to which a ng stem made of hollow reed and ornamented ith feathers had been added. This pipe was sed by the North American Indians later on n their ratifications of treaties. Even some ribes of the aborigines thought that a treaty as not valid and completed unless both parties ad smoked a calumet together.

Although the custom of smoking is believed o have come to the Romans from old India, nd that hemp was most probably the substance sed in their crudely made pipes, this custom ied out with the Romans and was not taken p again in Europe until after the discovery f America.

Introduction of Return

The reintroduction of the custom of smoking n Southern Europe was mainly due to the ortuguese Prince, Henry, called the "Navigaor," who conceived the idea of circumnavigatng Africa to reach India. Both he and anther Portuguese, Vasco da Gama, who in 1497 ached India by the Cape of Good Hope, noticed ie natives smoking an herb to which they ave the name *petun.* On their return they introduced petun, which was smoked from a small ilver bowl to which a tube was attached, and as also used as a snuff.

After the discovery of Brazil by the Portuuese in 1500, the returning voyager brought back the Indian pipes. About the same time the Spaniards brought from America an herb smoked by the Indians to which they gave the name of *tabaco,* from which comes the English word tobacco.

Nicot, French diplomat and statesman, who was then Ambassador to Portugal, introduced the pipe and tobacco to France in 1559. Nicot gave his name to the herb substance which was called petun by the Portuguese and tabaco by the Spanish, and botanically it became accepted as *nicotiane* from which was derived the word nicotine, well known to every smoker.

The smoking pipe and tobacco were brought over to England in 1587 by Sir Walter Raleigh, an English explorer who on April 13, 1584, sailed on an expedition accompanied by Philip Amidas and Arthur Barlow and explored the Pamlico and Albemarle Sounds in the Summer of that year. The name Virginia was then given to the newly discovered region, for Queen Elizabeth, and from that spot tobacco was first introduced into England.

Pipe Smoking Became More Popular

From that period to about 1848 the habit of using smoking pipes gradually became more popular. In the making of pipes every kind of material was used. Many fine pieces of art and sculpture were achieved, which are now proudly kept in museums or private collections.

Discovery of Briar Root

The discovery of the actual species of *briar* root used in the making of smoking pipes is due to a French gentleman, F. Vassas. In 1849 Mr. Vassas, then in his youth, while traveling for pleasure discovered that the natives in the Pyrenees were making a crude bowl out of a species of briar called *scaparia* of the *ericaceæ* family or heath family which is composed of scrubby plants or small trees of over 1,200 different species. This crude pipe was obtained first by drying thoroughly the trunk of the tree, then the bowl was roughly carved in the wood, and a hole bored at the bottom. Then they added a tube, also roughly bored, and made to fit in the hole at the base of the bowl with one end small enough to be held in the mouth.

Going further in his experiments, Mr. Vassas discovered in the Mediterranean basin that one of the species of briar (*bruyére*) called arbutus or *arborea* of the *ericaceæ* family, contained in its root a great quantity of tannin, while the root itself proved to be a wood of very fine grain with close fiber, having the peculiarity, as well, of being porous and very resistant to fire, and instead of burning, taking a deposit of carbon, this deposit having the advantage of rendering sweet the bitter taste of the tobacco.

Saw Advantages of Product

Mr. Vassas, visualizing that a new industry would be the result of his discovery, decided to devote his life to it. He started production on a small scale, and began to introduce this wood known as *Racine de Bruyére* (Briar root). His efforts were successful, and in 1851 was established in Paris the first briar root pipe factory by Gonneval, Bondier & Donniger. From 1851, the briar pipe remained more or less as it is today. New factories were established in Europe and America, and these pioneers of the industry are still producing pipes for the devotees of My Lady Nicotine.

The first roots came from France and Italy, from Carcasonne, Siena, Grosseto and the Jura District. Later, production was extended in the entire Province of Calabria, Italy, and in Corsica, where it is still flourishing today.

Early in the eighties F. Vassas, whose researches and trips of study had taken him to Algeria in Africa, discovered a similar species of briar of a superior quality, but owing to the transportation difficulties of those days had to abandon the production of it.

Algerian Briar Brought Into Use

Some twenty-seven years ago, however, the son of F. Vassas, Justin Vassas, in collaboration with his brothers, threw all of his energies to developing the briar found in Algeria, and, transportation facilities having improved in the meantime, succeeded in giving to the pipe-smoking world an improved grade of briar. Today about seventy per cent of the world production and needs are supplied from the South Mediterranean basin along the African Coast in the French Province called Algeria. The production of good briar, far from being simple, is a very complicated process.

Long in Growing to Maturity

The briar tree grows wild in sandy or rocky ground, and, therefore, requires many years (from forty to sixty years) before the root develops to a size sufficient to be worked. The size of the roots usually used is from ten to eighteen inches in diameter, although some are found to be larger. The tree itself reaches the height of about ten or twelve feet. Nowadays the roots in some cases have to be gathered from distances of over forty miles from habitation. The roots first have to be dug up from the ground from a depth of four to eighteen inches.

After the root has been dug up it is cut from the trunk of the tree, cleaned and any decayed parts taken out. Owing to the sap containing tannin the root has to be kept in moisture to prevent its cracking and immediately brought from the forest to the factories on mules' backs. Where good roads are available the roots are carried to the edge of the forest only and then transferred to trucks.

Preparing the Blocks

In the factories these roots are then cut into small blocks called *ébauchons,* the French trade name for rough shape, from which pipes are made. These blocks are of various sizes and shapes, according to the style they are ultimately intended for. Great care and dexterity is necessary at this stage in order to cut the roots to the best advantage so that the surface of the block will present the best grain. The workers doing this work are very few, and become proficient only after several years' apprenticeship.

This will be more appreciated when we say that, owing to the nature of the roots, only about



Photographs by courtesy of A. & J. Vassas

Typical views, taken in Algiers, showing gathering and distribution of briar blocks for pipes. 1, Briarwood forest. 2, Weighing the root in the for
3, Delivery of root to mills. 4, One of the sawmills operated by A. & J. Vassas. 5, Briar blocks in warehouse assorted in bins. 6, Sorting root at mi
7, Expert sawyer at work in one of the Vassas mills. 8, Classification of briar blocks at the Philippeville mill. 9, Drying briar blocks. 10, Shipping briar blo
in bags to world's market.

er cent in weight of the entire root is avail- for the industry when cut into blocks and d as to quality. These blocks are then im- ately put into big vats and boiled for sev- ours. By this process the tannin contained e sap is taken out and is replaced by the g compound, which in turn gives to the that yellowish brown hue so much desired pe smokers.

ese blocks are dried for several weeks, after sorting as to size, are put into bags, ining from forty to one hundred dozens according to size, and shipped all over the world to the various manufacturers, who in turn, with the aid of skilled hands, make the beautiful smoking pipe as it is known today.

A Companion in Solitude

A good briar pipe is indeed a friend in need and a companion in solitude. Someone once said that if equality and peace were removed from the earth, the only place to find them would be in the firebowls of the pipes of two good smokers. Let us all hope, therefore, that at the next conference on the reparation question the briar pipe will have the place of honor and serve the same purpose that the Calumet served for the American Indians.

Probaly the best commentary on the part a good briar pipe can play in the affections of its owner is contained in the words of the well-known French humorous artist of the nineteenth century, Guillaume Paul Chevalier, who under the pseudonym of "Gavarni" once said: "My dear friend, I leave in your care my wife and my pipe. Take good care of my pipe."

pes in Demuth Collection New York Museum of Natural History

Smokers' Equipments Form Most Interesting Exhibit—Collection Purchased Out of Income from Fund Generously Donated by William Demuth to the Department of Anthropology—Opportunity for All to Help Make Exhibit Best in the World.

By DR. ARTHUR SELWYN BROWN

HE WILLIAM DEMUTH collection of pipes and smoking accessories forms one of the most interesting exhibits in the Museum of Natural History, New York City. It is the most important pipe collection in ica, after the collection in the Museum at ington. The Demuth collection has been ased out of income from the William ith fund in the Department of Anthropol- This fund was started by the Museum es in 1902 when William Demuth, of Wm. th & Co., the well-known pipe manu- ers, of New York, presented the Museum check of $200. Nothing was specified by onor regarding the uses to which the might be applied. But the authorities of stitution had long desired to add a col- i of smoking utensils to the anthropologi- partment and knowing that Mr. Demuth n eminent pipe-maker, applied his gift to d for securing pipes and other smoking s. The fund was invested. The income ts to between $16 and $20 per annum. this amount and by careful management, resent fine collection of pipes and other ng articles in the museum have been ed.

The Initial Collections

of the first purchases made from the was the fine collection of Chinese tobacco collected in China by Dr. Berthold Laufer. ollection was made in 1904. Later, in the year, the Pawnee Indian pipes of peace, ed by Francis La Flesche, were pur- , together with a fine collection of Eskimo

Demuth collection was greatly aug- d in 1906 by the purchase of a group of n pipes illustrating the main lines of de- ent of the tobacco pipe among the nu- s tribes of Africa today. An outstanding of this collection is a great pipe made cow's horn, with a wooden stem inserted he top of the bowl. It would have been resting sight to have witnessed the dusky smoking this gigantic pipe. The pipe evidence of having given its original good service.

nted With Narghile or Hubble-Bubble

e fine Philippine pipes and a collection of ine cigars and tobaccos were acquired in and in 1912 Leopold Demuth presented useum with a fine narghile, or hubble-

Demuth collection of pipes has become, famous and the Museum authorities are congratulated for the manner in which plied the original Demuth donation to a g exhibition fund and the extremely fine which they applied the income. The now 21 years old, and the Demuth col- is of the same age.

Opportunity to Help Make Exhibit Greatest in World

Now that the value of the collection has been proved and the efficiency of the Musuem authorities in administering it, the pipe manufacturers, and the whole tobacco trade of America, have an opportunity to increase the fund to the sum of $20,000, which will enable the museum to make the pipe collection what it should be—the largest and most representative in the world.

The Museums of Europe are far more advanced in recognizing the importance of smoking collections than are American Museums. Although we have the greatest tobacco-growing, manufacturing and trading industries in the world, and have an immense pipe-making and smoking accessories business, we have no museum in the country possessing an adequate exhibit of any single branch of these vast industries which have brought and are bringing so much wealth to the country. The Museum of Natural History, New York, is striving to supply a pressing want. The tobacco industries have the opportunity to help, by donating a fund which would be large enough to enable the trustees to purchase a complete line of smokiana representing the whole history and development of smokers' equipments. Further delay in making collections of American Indian, Arctic, African, and South Sea island pipes might endanger the possibilities of a representative collection. These pipes are becoming rare and only timely action can secure them.

The Eskimo Collection

The Eskimo pipes in the Demuth collection are fairly representative of the kinds of pipes smoked in the Arctic regions. There is little wood or metal for the Arctic pipe maker to work on. He is compelled to use the best materials at hand. These are ivory and bone. Therefore, we find Arctic pipes are chiefly made of the ivory of walrus or other teeth and tusks, or of the bones of various polar animals. These pipes are gracefully made, of moderate size and weight and are often elaborately ornamented or carved. Many of the pipes have beautifully carved images of the musk ox, seal, walrus and other familiar animals, parading their stems.

Since the Eskimos have come in contact with white sailors they have secured wood and metal, such as the copper casings of rifle cartridges. These they have used in making pipes like European clay pipes in design. The bowls are cut out of soapstone. The stems are made of wood with stone mouthpieces. The joining of the wooden stem with the stone bowl and mouthpiece is effected by copper laps.

The Laplanders and some of the Arctic people of Northern Asia, make finely shaped pipes of iron, copper and other metals.

American Indian Pipes

There are some fine specimens of American Indian pipes in the Demuth collection. The Indians were famous smokers who glorified smoking. They had a high regard for the efficacy of their calumets, or peace pipes, and possessed many ceremonial pipes which played important roles in their social functions.

In the Museum of the American Indian, New York City, there are many effigy pipes which were once used in ceremonies by the Eastern tribes of Indians. One pipe in this collection is remarkable for its size and weight. It is a pipe that was discovered in the Indian mound country, near the Green River, Kentucky. It has a well-carved head of a wolf projecting in front of the bowl. The whole pipe is carved out of soft slate. This pipe is 16 2/3 inches long and the bowl is 1⅜ inches in diameter. The weight is 5 pounds 7½ ounces. It was found embedded in the roots of an old tree that had been blown down during a storm about thirty years ago and has every appearance of great age. The pipe is well made and finished. Its great size and weight indicate it was not made for smoking but for some important ceremonial purpose. Some of the pipes in the Demuth collection, while not so large as the Kentucky specimen, were also made for strictly ceremonial uses.

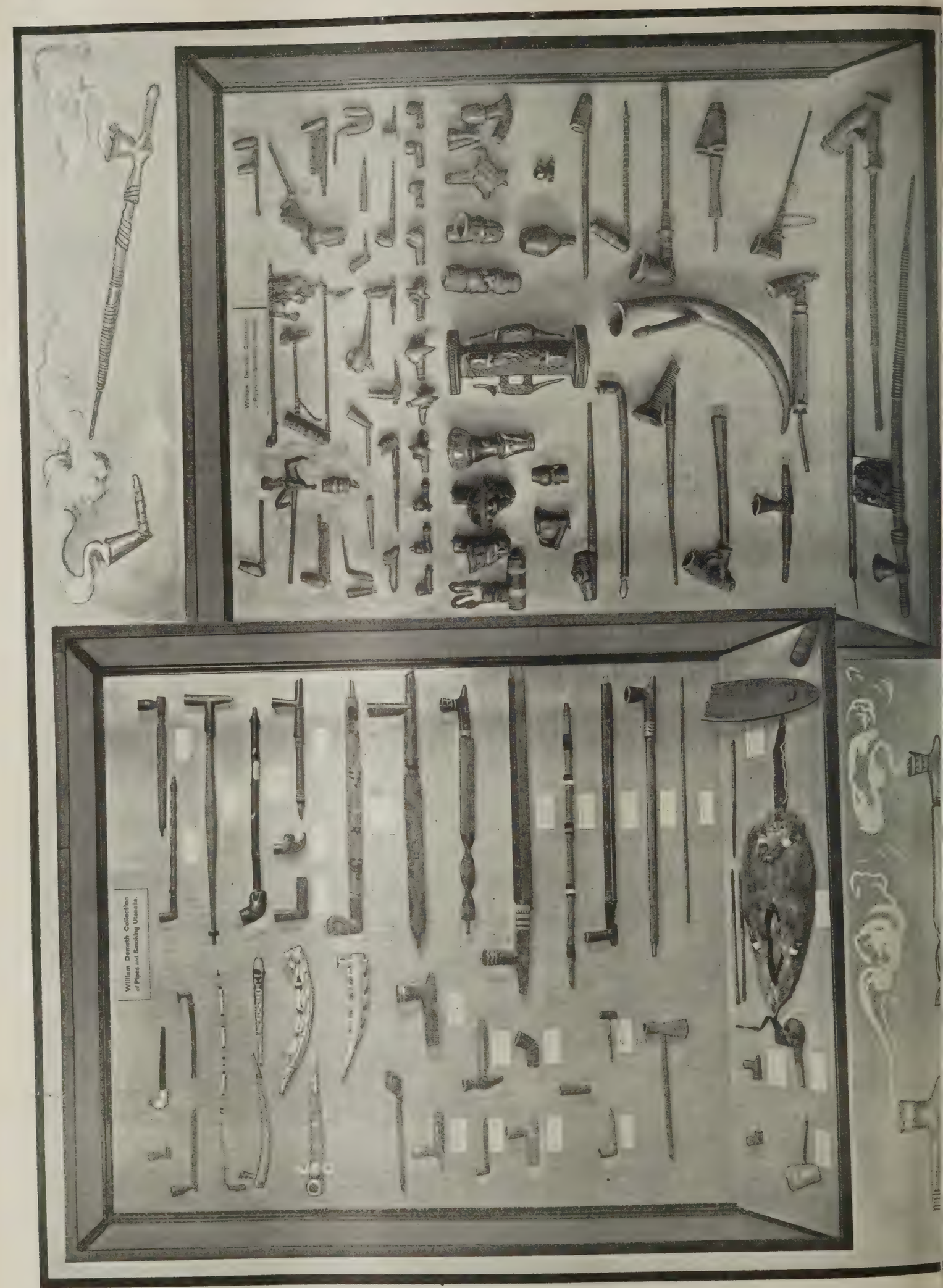
The early explorers in North America confirmed Catlin's statement that, "The Indians are all excessive smokers and many of them would seem to be smoking one-half of their lives. When they can get no tobacco, they smoke weeds, leaves or bark of trees. These they sometimes dry and pulverize and carry in pouches, smoking to great excess. A peculiar expedient resorted to by them when about to undertake a long journey is to mix the juice of tobacco with powdered shells, in the form of little balls, which they keep in their mouths and the gradual solution serves to counteract any uneasy craving of the stomach. When they have lost their pipes, they have been seen to dig a small hole in sand, fill it with tobacco and after lighting it, cover it over and draw the smoke up through a hollow reed."

Interesting Indian Devices

They made fire by friction caused by turning a stick quickly against a dried piece of wood around which cotton waste or dried birch bark was packed. In the Demuth collection there is a very interesting series of Indian lighting devices. These are all well preserved and are mounted and exhibited so as to show visitors how ingeniously the Old Indian smokers were able to light their tobacco pipes.

There are also some interesting examples of tobacco pouches and pipe and tobacco bags used by the Indians. The pouches were usually of large size and made from the fur of a muskrat. They were ornamented in an elaborate manner with beads, shells, and other bright objects.

The peace pipes were used with a dance cere-



Pipes in the William Demuth Collection. The show-case on the left contains pipes and smoking materials used by the Eskimos and American India the bottom is a muskrat skin tobacco bag. The collection on the right consists of pipes and smoking materials used by the natives of Africa

rd organized to cement peace between ng tribes or personal enemies. According H. McCulloh, an early writer: "The net, called after a Norman word signifying reed, is a tobacco pipe whose stem is about feet in length, sometimes round and at times flat. It is painted and adorned with porcupine quills, dyes of various colors the most beautiful feathers that can be pro-. The bowl of the pipe is most frequently apstone, though some tribes admit of only soapstone, and if it be presented to them ner black or red color will have it whitened they smoke it. It is considered a sacred nsecrated object, and on this account is suffered to touch the ground, being laid two forked sticks, stuck upright in the for that purpose. To dance the calumet, nake a sacred kinship, which is done after consultation in which the party selected netimes advised against doing so, because rty to be danced for is either not worthy r he may himself refuse to be adopted in nce. If all is agreeable, all parties repair articular place, where the pipes are placed forked support. Instead of the pipe bowl, is the head of a green-necked duck placed calumet of the Omaha Indians and some tribes. Wing feathers of the great war decorate the stems!" Several fine speci- of peace pipes are included in the Demuth t.

mpum belts took part in the peace cere- s after the advent of the white men in la and the United States. It was the evi- of a fact, a title deed or a contract, ally a mere string of beads or shells, it ped into a beautiful, artistic beaded belt significant symbolical designs. The m possesses several fine samples of um belts.

ipes of Various Primitive People

re have been numerous races of primitive s who have at remote times settled in ca. These were all inveterate devotees oking. They have left us numerous pipes dence of their presence here and of their s, arts, trades and migrations. Their life is largely displayed for us through pes found in their grave mounds. These e records indicate the part played by g utensils in illuminating anthropological problems. The Museum has sent several parties to Kentucky, Ohio, Pennsylvania and other states to search the mound districts for prehistoric pipes and as a result of these enterprises, it has some fine specimens of stone pipes of the American Stone Age.

Tomahawk and Other Indian Pipes

The Indian had a hatchet which he called a *Cunscnagwas.* This was usually made of stone. When the white men came to this country, the Indians greatly admired the efficiency of his steel hatchet and gave it a new name. They called it a *Taccahacan* or *Tamahaac,* which has now become tomahawk. They shaped their stone pipe bowls after the tomahawk and later on, after the white man's hammer and other tools. There are some good specimens of tomahawk, hammer and similar Indian pipes in the Demuth collection.

The African pipes are represented by a small but good set of specimens. One having a large clay bowl, ornamented with rich designs and figures of crocodiles and other animals, makes an attractive showing. The strangest pipe in the collection, perhaps, is a Zulu pipe made of a sow's horn. It has a stem of wood which is inserted about a third of the distance from the bowl opening. This pipe held a large charge of smoking mixture and must have required a strong and experienced smoker to smoke it.

Double and Triple Bowl Pipes

This exhibit contains samples of the strange double and triple bowl pipes made by some of the African tribesmen. There are also examples of dainty terra cotta pipe bowls, clay pipes and an assortment of carved wooden and calabash pipes. A number or pipe bowls exhibit many queer designs and show the unusual pains that are often bestowed by negro races in the manufacture of their pipes. The African pipes in the Demuth collection show how pipemakers the world over stamp their local characteristics upon their pipes so strongly that it becomes a simple matter for strangers to tell where the pipes were made and also at approximately what period.

The Asiatic Collection

The pipes in the Asiatic collection contain numerous specimens of various types of water pipes. The water pipe cools the smoke before it is taken into the mouth. On account of its size, shape and water contents, it is essentially a house pipe. Smokers who go abroad and travel require pipes of the ordinary European type with stem and bowl to take on their voyages.

Water Pipes Treasured

The water pipes bear different names in the different countries. In Turkey and Egypt it is usually called the Hookah or Hubble-Bubble, pipe. The word Hookah is derived from the Persian word for vase. It means a vase pipe. Hookahs are often splendidly made and richly ornamented. The long flexible tubes, particularly those on hookahs intended for women smokers, are often inlaid with valuable gold filigree work and set with rich gems. Great care is taken in keeping hookahs clear and polished. They are treasured among the most important household goods in Oriental homes and are handed down in families from generation to generation.

The water pipe in India and some of the adjoining states is called a narghile. The tubes are often made shorter than is customary in Turkey and Egypt and the bowl is likewise smaller. Occasionally the bowl of an Indian water pipe is made from a cocoanut or the shell of an ostrich egg. In such cases the bowl is elaborately etched with pictures or artistic designs.

The Chinese Water Pipe Differs From Others

The water pipe in China differs radically from other water pipes. It is much smaller and made from metal with metal tubes, excepting for a flexible mouthpiece. The sides of the Chinese pipes, which resemble the sides of flat, oblong metal cans, are often very fine ornamented or covered with fine enamels or lacquer work. The Chinese street pipe is distinguished from all other pipes by the smallness and the peculiar flanging of the rim of the bowl. These pipes can only be charged with a small pinch of the finely cut reddish tobacco which Chinese smokers use. The Chinaman increases the aroma and strength of his tobacco in the curing, so that he finds that just a little of it goes a long way. The Demuth collection of Chinese and Japanese pipes, both water pipes and street pipes, afford a good opportunity for American smokers to see numerous types of these pipes. There is also a fine set of them in the Metropolitan Museum of Art, New York.

oduction of the Marvelous Meerschaum Pipe and the Amber Stem

Origin of the Wonderful Sepiolite and the Various Processes of Manufacture Into Pipes—Meerschaum and Amber Both Come in Irregular Masses — With the Two Rare Materials Carefully Coupled Together a Much Treasured Article Is Produced.

By FELIX J. KOCH

MARVELOUS meerschaum pipe with amber stem! Love it? Indeed you *do* love it! You loved it the very first day that it arrived, and the very first fraction of the instant when, tossing back the cotton blanket, yes beheld, for the first time, a meer- pipe with an amber stem that was posi- absolutely your own!

ve loved it ever since then, week on week nth after month, on through the years, in ts, bit by bit, and so very gradually you olored it, just a fraction of a degree with ccessive smoke, until now experts declare ie and hues superfine.

Highly Prized

you love it now—well, you really love it h that you can scarcely conceive any men might reasonably name that would you to part with that pipe!

it came—? Well, it came from the cigar acco store down on Main street, and the lk down there secured it from a jobber; and he, in his turn, obtained the pipe, along with many others—never two alike—from a big manufacturer.

Origin of Meerschaum

Now, who shall say whence came the meerschaum and whence came the beautiful amber required by the producer of high grade meerschaum pipes, and—brought from their natural sources—how have these been worked into place?

The meerschaum, those who really should know tell us, received its German title (meaning sea-foam, of course) because of the extra lightness, softness and whiteness of color for which it is renowned and which resemble not a little some sudden petrification of the whipped over-froth of the sea.

The French, seeing a similar resemblance to the sea-foam in the substance, termed it *ecume de mer,* or whippets of the sea.

Certain mineralogists, upon the other hand, gave the meerschaum its official designation of *sepiolite,* and this as a result of its resemblance to the bone of the sepia, or cuttle-fish, familiar to every housewife through hanging it in her canary cage.

"Possibly the fact that pieces of meerschaum, washed out of their matrix, are occasionally found floating in the Black Sea," one man suggests upon this point, "may have led to the association of the mineral with marine produce. As a matter of fact, though, the meerschaum is an opaque, earthy mineral, basically of a white, greyish or yellowish shade. It is compact in its texture, and breaks with a fine, earthy fracture.

Adheres to Tongue

"Curiously enough," he adds, "meerschaum adheres to the tongue, and is so soft as to be easily scratched by the finger-nail, its hardness being only about two or two-five.

"The specific gravity of the meerschaum again varies from .988 to 1.279; so that it floats in the sea water, when carried down to the ocean, until it has become saturated.

"As a matter of fact the meerschaum is hydrated silicate of magnesium."



Pipes in the William Demuth Collection at the American Museum of Natural History, New York. The upper show-case contains pipes and tobacco used by the Eskimos. The lower comprises many of the curious Chinese pipes gathered by Dr. Berthold Laufer for the Museum

Where Meerschaum Is Found

Most of the commercial meerschaum in use the world over comes today from Asia Minor, and particularly from the plains of Esku Shehr, where it occurs in nodular masses, of variable size and irregular shape, found distributed through the alluvial deposits of the plain. These deposits are systematically worked for its extraction by means of pits and galleries. The mineral is found then to be associated with magnesite, a carbonate of magnesium, and has probably been derived from the neighboring mountains, where a similar carbonate is found.

Meerschaum is also found, though very much less abundantly, in Greece and in some of the Grecian Islands, in Moravia, and in Morocco, where it is used, when soft and fresh, as a substitute for soap. A coarse variety is found in Madrid, where it is employed as a building stone. Meerschaum also occurs in South Carolina.

Mainly Used for Pipe Bowls

The great use of the meerschaum is, of course, for the bowl of the smoker's pipe, a purpose for which it is fitted admirably by its porosity.

The nodules of the meerschaum, no two just alike, come to the bowl manufacturer through a New York or other jobber in small wooden cases, known to the trade as *kasten,* or chests. In these chests they have been packed at their Black Sea or other point of origin, each in its special swarthing of cotton.

Payment for the contents of such a box is made, not on a basis of weight or cubic content of meerschaum enclosed, but according to the number of individual pieces of meerschaum in the box.

Paradoxical as this may seem, the bowl-makers prefer boxes containing a great many smaller pieces to boxes with a less number of nodules, each of a larger size. This fact arises from the nature of the meerschaum-working industry. Bowls are deliberately sawed from the meerschaum nodules for their initial or "rough" forms. Very few are the men who can saw a perfect bowl from a nodule, and the work is much more difficult as the nodule increases in size over what is wanted. One mustn't waste meerschaum by useless cutting away (of course), therefore the raw material is adapted to the workmen, rather than workmen training to their raw material as is the more usual course!

Small Daily Production

Skilled at his work though a craftsman becomes, and dealing with nodules of really small-size possible size, such a man does very well if he produces two dozen roughed-out bowls in one day.

The crude-looking bowls, carved or sawed from the meerschaum nodules, are thrown into great vats of cold water, where they are allowed to soak very thoroughly.

Fully saturated until meeting such tests as the pipe makers may choose to put them to, the bowl blocks are turned over to a nearby attendant who is operating a very finely adjusted drill. With this drill the man cuts a hole into the head of the pipe-ball; making a cup, or a pipe-head of the globe.

Using this newly cut cup, then, as a means of fitting the pipe-bowl to a plug, the piece soon to become a pipe is made secure in this holder and is applied by the next man in route to a lathe built for this purpose.

Processes That Add to Cost

Here, indeed, once again, comes the skill of the meerschaum-man, one of the many reasons for the subsequent cost of these pipes: As a result of grain, or texture, of the meerschaum, it is said, these men always cut their bowls from the stem end. Cutting for an actual pipe at heart, they cut and they carve, too, with an eye to the eventual pattern which may be desired. Now it may be a so-called "bull-dog" pipe, blunt, and yet most attractive, first for its whiteness; later for the color it takes. Next, it may be a pipe to be made in the "Hungarian" or Magyar style. Next after that they may be seeking an egg-shaped pipe. Always, be it ever what it may, the lathe—or rather the man who is behind the lathe—brings the bowl to its shape.

This artist's part of the process of manufacture being finished, one has a pipe-head that does resemble a pipe-head now, indeed.

Only, it isn't ready—not by a good deal, still—for the consumer.

Finishing Touches by Hand

It is next to impossible for the man with the lathe to reach the base of the pipe. Consequently, the base of the meerschaum pipe must be "cut off," as it is called, by hand.

Finishing touches along cutting lines are then in order; after this the pipe-bowl stands ready for polishing.

Polishing a meerschaum pipe is an art all in itself. Rushes are obtained from the marshes yielding them. They are cut, or torn, into "slits." These slivers of rush are then moistened thoroughly; the bundle, which there may be of them, is reduced to a mass, and with this the pipe heads are scoured.

Simple as these things may be to tell, they require work, and with it skill, always.

Finally brought to this stage, your meerschaum bowl is subjected to another unique process. If left as it is in its raw state, no meerschaum pipe will color by use. Nor, again, will it take on the exquisite polish always associated with a meerschaum pipe, and which the eventual purchasers require.

Must Be Boiled in Wax

In order that the pipes may do these things, then, a great kettle of beeswax is set to boil, and when this is brought to a boiling mass, the pipe-heads are dropped into it. According as the "run" of the meerschaum has been found "hard" or "soft," the pipes boil anywhere from five to fifteen minutes in the wax.

Duly saturated, super-saturated even, with the material, they are dipped out of it, and set aside to cool.

Experts at polishing, who do nothing but this the year around, take bowl by bowl in hand; polishing them with cotton flannels, to which they apply generous helpings of prepared chalk as occasion requires.

That initial polish finished, a second polish still must follow; this is performed by hand, too, and with alcohol.

Sorting and Grading

The various processes of manufacture being completed the pipes are ready for the sorting and grading. Were a pipe to have been "run through" squarely from start to finish, raw material out of the *kasten* to turning over just now to the graders, half a day of work would be required.

Pipes are sorted at the plant, according to the nature of their materials into a first, second and sometimes a third grade. Then each grade is re-assorted, according as the pipes are carved or not. Uncarved pipes, even in normal times, bring from three and a half to ten and even fifteen dollars wholesale. Rarely, indeed, can the carved pipe be had for as little as twenty-five dollars.

But, when dealers speak of a pipe, it is well to remember, they refer to the bowl, the meerschaum portion alone.

Bowls, in almost the majority of cases, are sold absolutely separately from their amber stems. Then the purchaser invests in a stem, as an essential accessory.

The Amber Stems

These amber stems, however, are quite as interesting as, if not even more than, as the bowls to which they fit.

Amber is described technically as a hard, brittle substance with a resinous luster, sometimes found perfectly transparent, but more usually of varying degrees of translucency, and possessing a prevailing yellow color, passing from a pale straw tint to a deep orange.

It occurs in irregular masses and has neither taste nor, at ordinary temperatures, odor.

It develops electrical phenomena by friction, a property which doubtless early drew attention to amber and invested it with the romantic interest which attached to it in early times. The



Starting to work on the meerschaum



Threading amber pipe stems

popular regard for the substance among the ancients was further maintained by the fabulous tales of the manner in which it was formed and the mystery connected with its occurrence.

The Sources of Amber Supply

The great source of supply of amber in all ages appears to have been the Baltic coasts, from which the supplies of commerce still continue to be drawn. After heavy storms large quantities of the amber are usually found thrown up on the coast at the localities where it is regularly mined from veins near to the shore. The supposition is, therefore, that deposits crop up in the shallow waters near shore, from which pieces become detached during violent commotions of the water.

"The appearance of enclosed foreign bodies, such as insects, leaves, twigs and the like, which amber very often presents, and the markings on its surface very early led to correct inferences as to its origin. Insects found in amber are, for the most part, of extinct species, and so also are the remains of plants. A certain species of conifer has been established as *the* amber-yielding tree, although many other trees may have yielded the exudation as well.

Amber has been found to consist mainly of a resin insoluble in alcohol, along with small quantities of another resin which is soluble in alcohol.

Exposing amber covered with sand in an iron pot to heat for forty hours, or boiling it in certain oils, pieces will cement and mold together.

Primarily Used for Pipe Stems

Its prime use today, however, is as pipe stems for the smoker.

One great pipe-stem factory obtains the greater part of the amber it employs from a Königsberg exporter, who takes the raw amber as found and brought in to him and reduces it to blocks, or "bricks," in much the form of the ordinary building brick, but about four inches wide, and from eight to ten inches long. These bricks weigh something like a pound and three quarters. The substance, exclusive of the duty, costs at normal rates about $22.50 per pound.

Amber is so very hard to get that, aside from price, the pipe manufacturer must make sure of his supply when required, and so amber bricks are kept with much care in great safes.

Amber Shavings Used in Varnish

A brick brought out for use, an electrically driven saw of fine grade is used to saw it into two-inch, two and a quarter inch, or two and a half inch lengths, as desired. In this work, as with the meerschaum, extra care is essential that there shall not be useless waste. The shavings that must occur are sold to varnish manufacturers, as they produce the best varnish that may be found.

A single "brick" will yield three to six dozen pipe-stems, according to size.

These "pieces" as they are always called, are put on a lathe adapted to this purpose and reduced to the size and the form required.

Shaped in this way, the newly made stems are drilled by machine. After this the "threads," for holding stem and bowl together, are cut by hand. The "sand," or dust, resulting from this process is carefully gathered also; it is mixed with linseed oil; the whole reduced to a molten mass and then allowed to set in small containers, when it forms *the* ideal resin for high-grade violin-strings.

The Finishing Touches

Shaped, threaded, almost ready for use w the pipe-bowl, the amber pipe-stem must still "run down," as it is called, on powerful sar wheels. This process goes to complete the wo of shaping a pipe-stem to exactly the form sired. Work of this sort proceeds rapidly or one really has acquired the knack of it, and expert workman thinks nothing of "finishi off" five dozen stems in a working day.

This done, the stems are polished on elect buffers, after which there is a final inspecti a touching up here, there and elsewhere, and within two days of the time the brick was moved from the safe, if necessary, the cor sponding lot of pipe-stems is complete.

Basis for Fixing Amber Prices

Amber stems sell at the factory doors at an where from fifty cents to three, and even fo dollars apiece. Amber in these stems is sold the basis of the square millimeter diameters. fifty-cent stem will be perhaps an inch in leng flattened or squared about, and marked at t millimeters through.

A four-dollar pipe-stem will be quite a lo affair. Length is of no especial advantage, simply helps on the novelty of the whole.

The big average in stems is one two and half inches long, and selling for a dollar and half without case.

A Priceless Treasure

Given a stem of that sort; attach it, when y will, to just the simplest of meerschaum bowl give the owner but the slightest of opportuni to color it, and you will place him in possessi of what, to him, is a *treasure* not to be part with for persuasion, or price!

The Tobacco and Pipe Trade in Bristol, Eng., in Seventeenth Centur

City Greatly Benefited By Her Favorable Geographical Situation—Was One of the Early Tobacco Centers of Europe—Embarked Extensively Upon Importation of American Tobacco—Many Interesting Details of Historical Events.

BRISTOL, owing to her favorable geographical situation, was one of the early tobacco centers in Europe. The Bristol merchants were active ship operators and, shortly after the development of trade with the American continent, embarked extensively upon the importation of American tobacco. A writer in *Wills' Works Magazine,* basing his remarks upon *Latimer's Annals of the City of Bristol,* gives many interesting details of the growth of the tobacco and pipe industry in Bristol, from which we glean the following:

The practice of smoking was observed by the companions of Columbus on their first voyage, and was introduced into Spain by some of the followers of Columbus on his second voyage, from which he returned about 1512. It was introduced into the British Isles about 1550, but it was not until 1586 that the plant and its use were widely known, and that Raleigh distinguished himself by growing tobacco on his estate and himself smoking publicly.

Early Forms of Tobacco Pipes

How early the smoking of tobacco had made its way to Bristol is shown by a document, dated October 9, 1593, only about eight years after tobacco had been first landed in England, and still nearer the time at which Sir Walter Raleigh had astonished the villagers of Iron Acton by "blowing a cloud" in the garden of Sir Robert Poyntz. In a letter to Mayors and Justices in the Western Counties, the Lord Admiral Howard stated that he had been informed by Thomas Aldworth, of Bristol, merchant, that a vessel partly belonging to him had been carried off by lewd mariners, who sold her to others, and that the buyers, naming her the *Tobacco Pipe,* had sent her to sea as a privateer, and had had the good luck to take an Indian prize, which the Justices were ordered to seize, together with the stolen ship, and deliver both to Aldworth. The Wiltshire antiquary, Aubrey, who gathered information on the subject from aged yeomen whose memories extended to the reign of James 1st, states that the pipes first used by the middle classes were made of a walnut shell and a straw, but that a silver pipe was used by the gentry, who passed it around from man to man during an after-dinner carouse. The manufacture of ordinary clay pipes, however, began in Bristol at a very early date, and employed many workmen. The bowls were at first little larger than a lady's thimble. The price of tobacco was then very high. Aubrey asserts that it sold for its weight in silver, and that when yeomen went to Malmesbury or Chippenham market "they culled out their biggest shillings to lay in the scales against the Tobacco."

A Pioneer Pipe Making Monopoly

The creation by the King of new monopolies was a constant occurrence. A monopoly of making tobacco pipes having been sold to a company in London, a Royal Proclamation was issued in May, 1620, forbidding anyone from violating the terms of the patent by manufacturing pipes or buying from unlawful makers, and threatening offenders with fine and imprisonment. This industry was largely prosecuted in Bristol, and the grievance caused by the royal policy must have been keenly felt. The monopoly continued until dealt with by the Long Parliament. By that time smoking had become so prevalent that the House of Cor mons, in July, 1644, passed an ordinance, ir posing an excise duty on "Tobacco pipes of a sorts, to be paid by the first buyer, for eve grosse fourpence."

The men who *smoked* in 1623 were th styled *tobacconists.*

With reference to the scarcity of money, M Guy adduced as its primary cause "the extrao dinary importation and use of tobacco," a su prising complaint in the mouth of a Bristoli (tobacco, however, was still a costly article Although the Customs duty was insignificar the Corporation in 1624 paid three shillings f a quarter-of-a-pound, presented to one S Richard Hill.

Proclamations Hardly Have Any Effect

In January, 1631, the King issued a proclam tion by which Bristol merchants were prohibit from pursuing one of the most importa branches of their commerce. The mandate, aft asserting that notwithstanding previous roy decrees, great quantities of tobacco continued be planted in several parts of England, while a incredible quantity was being imported secretl forbade the cultivation of the plant at home, its importation from the plantations into ar port save London. The quantity to be admitt was to be fixed at the King's discretion, H Majesty disapproving of an immeasurable outl on so vain and needless a commodity. Notwitl standing this emphatic expression of the roy displeasure, the culture of tobacco in Glouceste shire became so prevalent in the followin Summer that the Privy Council sent down peremptory order to the sheriff to cut down tl plantations—apparently with little effect. Th above proclamation was re-issued in May, 163

l again in January, 1638. It is probable that l restriction of the foreign trade to London as devised to extort money for licenses to port into Bristol, and it will be shown under 41 that such licenses were occasionally ob-ned. In the meantime a jealous watch was ot upon local merchants. In April, 1635, en a ship laden with tobacco was driven into s port through stress of weather, a petition as sent to the Government praying that she ght be discharged here, but the Lords of the easury sneeringly expressed doubts as to the p's change of course, and peremptorily ered her to London.

rowing Went on Despite Proclamations

n spite of numerous royal proclamations the acco plant was very extensively cultivated at s period in Gloucestershire. The Privy ncil in June, 1637, forwarded a letter to the unty Justices strongly censuring them for issness in supporting the officers sent down root out the plantations; they had been riot-ly resisted in various districts. Similar ssives were frequently dispatched, clearly hout effect, and it is probable that the landed ntry winked at an industry that tended to ance their rentals. A document in the His-ical Manuscripts Reports (vol. 10, part 2) tes that the price of the best tobacco in 1638 as one shilling per ounce.

Government Had to Capitulate

he Government, in February, 1639, was com-led to withdraw the arbitrary orders by which foreign tobacco trade was made a monopoly the benefit of London merchants. At a sit-g of the Privy Council on the 17th, a petition as considered of the farmers of the Customs an abrogation of the system, owing to the at injury they sustained from it, many ships en with tobacco being, they alleged, carried o Western outports under pretence of dam-e, when the cargoes were smuggled ashore l the duties lost. Their lordships determined reverse their policy, and it was ordered that acco might be thereafter landed at Bristol, mouth, Dartmouth and Southampton. A at stimulus was thus imparted to local com-rce, and the trade rapidly developed.

nough Tobacco to "Victual" for Voyage

A commission was issued by the Court of chequer in July, addressed to Thomas Col-n, Nathaniel Cale and other local merchants, lering them to hold an inquiry in reference a suit raised by a Customs Waiter against lliam Penneye, Bryan Rogers and other stolians. This court was held at the Rose vern, then a noted hostelry, the case arising of the King's edict of 1631, and the evidence ws how local merchants were driven to seek ef from this edict. It was deposed that in vember, 1637, the Lord Treasurer, on the nest petition (and doubtless at the heavy rge) of Richard Lock, merchant, and with approval of Lord Goring and others, framers the tobacco duty, ordered the Customs officers Bristol to permit Lock to land a cargo of acco from St. Kitts. Also that the same nister, in January, 1638, on the prayer of nneye, gave a similar license for the landing this port of ninety cwt. of tobacco from rbadoes, and in the following month granted mission to a ship to take in as much St. ts tobacco as would "victual" her for a rney to France. The prosecutor further de-ed that during the last-mentioned year cer-n ships brought large quantities of tobacco the Avon, and landed some without warrant, that when he attempted to seize part of this hibited merchandise he was thwarted by the endants.

Testimony Causes Suspicion

The evidence on the other side disclosed the l cause of the prosecution. The defendant, gers, was the local agent of the tobacco farm-, and had been accustomed, with their approval, to grant licenses to merchants to land tobacco, on their paying handsomely for the privilege in addition, to the regular duty; Cale, one of the commissioners, deposed that he had himself bought 40,000 pounds weight by an arrangement with one of Lord Goring's officers. Other witnesses asserted that much of the tobacco alleged to have been smuggled out of Hung Road was, in fact, delivered to the agents of the farmers, and sent to London in accordance with the King's mandate, while the full duty was paid on what remained in Bristol. The whole testimony raises a suspicion that the prosecuting Landing Waiter was irritated by seeing that the bribe he coveted for himself went into the pockets of other people. He doubtless dropped his suit, of which there is no further mention.

An ordinance decreed that the Tobacco-pipe Makers Co. should consist of twenty-five members, from which it may be assumed that the export of pipes, afterwards considerable, had already commenced. Any inhabitant, not a pipe-maker, presuming to buy pipe-clay to sell again,



Struck by cheerful expression of this Californian stone face, a local enthusiast inserted the steel pipe

was threatened with a penalty of twenty shillings.

How Like Modern Night Riders!

Although statutes had long been in force prohibiting the growth of tobacco in England, the profits of the culture, and the widespread "love of the weed," caused them to be often violated, especially in Gloucestershire. In 1652 the House of Commons passed a fresh ordinance interdicting cultivation, and authorizing anyone to destroy the plantations; but this was felt as a grievance in the district, and a number of petitions were sent up for its repeal, one of which, signed by the Mayor of Bristol, alleged that riots had been caused by the attempts made by certain persons to destroy the crops. Accordingly the Barebone Parliament, in August, 1653, resolved that a duty of threepence per pound on all tobacco produced in Gloucestershire should be paid by the growers, who should reap the profits of the cultivation for that year only without molestation, after which planting was to be stopped. The cultivation, however, went on as before. In June, 1655, the Government issued an order to the army officers in Gloucestershire, Somerset and Bristol, commenting on the prevalence and persistency of the unlawful industry, and ordering them to assist the persons authorized to destroy the plantations and to suppress the tumults of those who might oppose them.

Among the "Instructions" prepared by the corporation of the guidance of the new City members of Parliament is the following: "To prevent the growth of English tobacco, which was to the 'Extraordinary prejudice' of local trade; there being very vast quantities planted this year (1654), and daily brought into this city."

In the State papers of 1656 there are numerous letters addressed to Secretary Nicholas, the exiled King's Minister, then living at Cologne, by various spies and correspondents, showing that Royalist conspiracies for a revolt were then rife in many districts. The following extract from one of the letters is interesting: "If the King effected a landing, Major W. C. would have 1,400 men in readiness to march from Bristol within four days, besides many who would be left to guard the town and fort (!) whilst the gates of Gloucester would be opened by D. F. to Colonel V., who was assured of the assistance of 600 'malcontented tobacco planters.'"

On August 6, 1662, a resident of Tormarton reported that the militia were being called out to destroy the tobacco planted in Bristol, in which many were interested.

More Ineffectual Proclamations Against Tobacco Culture

The yearly proclamations of the Protectorate Government prohibiting the culture of tobacco in the west of England continued to be issued after the restoration, but as before, were ineffectual. In March, 1666, the Privy Council, in a letter to the Lord Lieutenant of Gloucestershire, stated that from information received, the quantity of the root then growing in that county was greater than in any previous year, and that some of the cultivators in resisting the King's officers had declared they would rather lose their lives than obey the law. The Lord Lieutenant was ordered to make use of the malitia to reduce the mutineers, and was promised the assistance of a troop of cavalry. A dispatch was sent on the same day to the Judges of Assize at Gloucester, urging them to see the law put into execution, and to censure the local magistrates for their remissness. As the Council issued similar orders the following year, it is clear that the cultivation was still unchecked, to the great annoyance of Bristol merchants interested in the American trade, who naturally disliked home competition.

Vigorous Measures Taken

In the State papers of 1667 (August) is a representation to the Government from local firms respecting this grievance, pointing out imperfections in the Act prohibiting domestic culture. The plant, it was alleged, was grown throughout Gloucestershire, even on the estates of magistrates, whose interest forbade them to interfere, as they received half the profits in the shape of rent. Probably in response to this appeal for more vigorous measures, a considerable body of the King's Guards were sent down to assist in the destruction of the plantations.

Many Hogsheads of Tobacco Lost

In December, 1667, the Privy Council was called on to consider the griefs of certain Bristol merchants. These applicants stated that during the late war with the Dutch the enemy had captured six of their ships laden with 3,300 hogsheads of tobacco in 1665 and 1666, while in 1667 nine ships with 6,000 hogsheads had been taken and burnt in the James River disaster. On all this tobacco an impost of 2s. 3d. per hogshead had been levied by the Governor of Virginia—professedly for the erection of fortifications, though no such works had been built—and the petitioners prayed that the money might be refunded. The Council promised an

inquiry, but there is no evidence that relief was afforded.

In November, 1670, Sir John Knight asserted in the House of Commons that of the 6,000 tons of shipping possessed by Bristol, one half was employed in the importation of tobacco.

Observed Prevalence of Tobacco Smoking

M. Jorevin de Rochefort, Treasurer of France, visited Bristol during 1670, and among other impressions are the following: He notices the prevalence of tobacco smoking. Supper being finished," he says, "they set on the table half a dozen pipes and a packet of tobacco for smoking, which is a general custom amongst women as well as men, who think that without tobacco one cannot live in England, because they say it dissipates the humors of the brain." He goes on to allege that smoking was common among school boys in the neighborhood of Worcester.

Clergymen with Long Pipes in Mouths

A Swiss gentleman, named Muralt, who wrote a description of English manners toward the end of the century, seems to have seen nothing in London that surprised him more than the spectacle of clergymen seated in all the inns and coffee-houses with long pipes in their mouths.

The annual muster of the trained bands seems to have become a mere formality after the Government had established a small standing army. Each parish kept one musket in stock, and paid a man one day's wages for appearing at the inspection in the Marsh. The contingent furnished by the corporation is shown in the Audit book, 1672: "Paid at a general muster to six soldiers—Wine, Sugar, Tobacco, Pipes, etc., £2:4:0." The festive accesories were provided for the civic dignitaries who honored the review with their presence. Tobacco and pipes had by this time become indispensable adjuncts of a corporate feast.

The Marquis of Worcester, Lord Lieutenant, having ordered, duly attends the muster of the militia in 1681. Among the minor items of the account in connection with the banquet at the Merchants Hall we find the following: Four shillings for two pounds of tobacco, a vast reduction in the price of that article as compared with earlier records—and one shilling and tenpence for a gross of pipes; which proves that smoking had become a postprandial custom among the upper classes.

A Famous Clerical Pipe Smoker

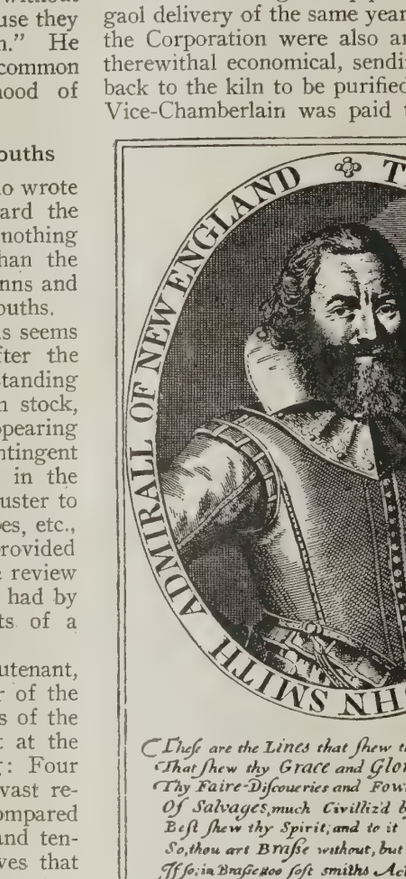
The greatest of clerical tobacconists of late eighteenth century and early nineteenth century date was the once famous Dr. Parr. He is said to have called for a pipe after taking a meal at the coaching-inn called the "Bush," at Bristol, when the waiter told him that smoking was not allowed. Parr persisted, but the authorities at the inn were firm in their refusal to allow anything so vulgar as smoking on their premises, whereupon Parr is said to have exclaimed: "Why, man, I've smoked in the dining-room of every nobleman in England. The Duchess of Devonshire said I could smoke in every room in her house but her dressing-room, and here in this dirty public-house of Bristol you forbid smoking. Amazing! Bring me my bill." The learned doctor exaggerated no doubt as regards the facilities given him for smoking; for it was his overbearing way not to ask for leave to smoke, but to smoke wherever he went, whether invited to do so or not.

The more fashionable folk of the Restoration era and later, began to leave off, if not to disdain, the smoking habit. Up to about 1700 smoking had been permitted in the public rooms at Bath, but when Nash then took charge, tobacco was banished. Public, or at least fashionable, taste had begun to change, and Nash correctly interpreted and led it.

It was the custom at this time for lavish expenditure to be made in connection with funerals, and it was alleged that the vanity of Bristolians incited them to an extravagance "beyond imagination." These funerals took place at or about midnight with great display; from a deprecatory *minute* in the records of the Society of Friends at Frenchay, smoking seems to have been an ordinary incident in the proceedings.

Had Old Pipes Renovated

At the Summer Assizes in 1702, Justice Powell was entertained at the house of Alderman Lane, who remitted to the City Chamberlain a detailed account of his expenditure during his visit. Among these items were 2 pounds of tobacco and 288 pipes. The Recorder was allowed five shillings for pipes and tobacco at the gaol delivery of the same year. The members of the Corporation were also ardent smokers, but therewithal economical, sending their foul pipes back to the kiln to be purified by burning. The Vice-Chamberlain was paid the following little



count of the audit in 1704: December 26th, 1703, paid for pipes, 5/-; May 15th, a gross of pipes and for burning of pipes, 2/-; July 2nd, pipes at muster and for burning of pipes, 1/-; August 8th, more pipes and for burning or foul pipes, 1/-; August 22nd, gross of pipes, and burning foul ones, 2/-. Another half-gross of pipes was bought in September at the celebration of the victory of Blenheim. The expenditure under this head increased in subsequent years, no less than nine gross of new pipes being bought in 1716, while several gross of old ones were reburned. At the yearly celebration of the King's coronation in 1723 the civic body, after ordering in 216 pipes consumed 2½ pounds tobacco with "6 Jugs of Ale, 10 quarts each," and upwards of 60 gallons of wine. In the petty payments for 1738 there are small payments for tobacco every day on which the Council assembled..

Raised False Cry of "Great Decay"

The Corporation in September, 1722, subscribed £50 toward a movement to obtain Parliamentary relief for the local tobacco trade, alleged to be in a state of "great decay." The true motive of the agitation was far from creditable. Glasgow, hitherto despised by Bristol and Liverpool, had opened a considerable import trade with the American Colonies, especially in tobacco, and offered that article in the English market at a great reduction in price. The under-sold dealers, greatly irritated, raised a cry t the Scotch traders were evading the Custo duties, and clamorous demands were made Parliament to suppress the alleged frau Owing to the influence of the English mercan interests, the Government raised a number vexatious actions against the Scottish import and though in every case the charges of fra proved to be groundless, the persecution redu the Northern tobacco trade to insignificance many years, to the great joy and profit of Sou ern competitors. A letter, written by Is Hobhouse, an eminent Bristol merchant, mitting that the charges against the Glasg firms were untruthful, is among the Newca MSS. in the British Museum.

Earliest Mention of Cigars

The earliest mention of cigars in English curs in a book written in 1735. A traveller Spanish America, named Cockburn, descri three friars in Nicaragua, who, he says, "g us some seegars to smoke . . . these are lea to tobacco rolled up in such manner that t serve both for a pipe and tobacco itself. . they know no other way here, for there is such thing as a tobacco pipe throughout N Spain."

About 1747 a swimming-bath was opened one Thos. Rennison, a threadmaker, at a sub ban place called "Territt's Mills," near the up end of Stokes Croft. The mill was used grinding snuff, and there was a large pond the premises, which was probably the origi bath.

When Snuff Was Much Used

The local press reported on May 5, 1753, t two young ladies had just been robbed by highwayman while walking in the fields near city, and that the thief had stripped them 35/- and two silver snuff boxes. Snuffing then a practice common to all ranks of soci and had many ardent votaries among the sex. Defoe, in whose time the fashionable snu sold at from 8/- to 32/- a pound, remarked one of his essays that his "servant-maid" t her snuff with the airs of a duchess." From accounts of the Gore family at Bourton, it pears that at least a pound of snuff a week an average was consumed in that family. manufacture of the article rose to considera local importance, and about this time many the corn mills in the suburbs were conver into snuff mills. The business must have tended rapidly, for at the Christmas Quar Sessions in 1756 the Grand Jury represented the Justices that the converting of any grist m belonging to this city to any purpose other t that of grinding corn may become very de mental to the public, and expressed pleasure t the aldermen had been animated by the sa sentiment in giving notice to the tenant of only mill belonging to the Corporation spec to quit the same. The mill in question was City Mill, St. James's Back, which was sho afterwards advertised to be let for the grind of corn only. Other snuff mills mentioned ab the same period are Territt's, Locks, Clif (site of the Observatory), Coombe Din Barrow, Frenchay, and one or two others on Frome.

William Hulme, a Scots-snuff-maker, Mary-le-port street, in 1754, leased a windmil Cotham, and transformed it into a snuff ma factory. When he became bankrupt three ye later the place was advertised for sale, "hav eleven mills erected for that purpose." stone work of this mill forms the foundations the lofty tower standing in Cotham Park. Th is reason to believe that the sign over Huln shop was a parrot, but it is suggested tha served as the sign of one Thos. Parrot, who a tobacconist in St. Mary Redcliffe parish sc thirty or forty years earlier. (Parrot's na appears in the poll book for 1722, as voting Redcliffe parish.) This sign now hangs in manager's office at Bedminister. Parrot st

(*Continued on page* 39)

he Artistic Tobacco Graters, Stoppers and Boxes in Olden Times

During the Sixteenth Century Smokers Were Willing to Pay High Prices for the Luxury of a Smoke—Pipe-Makers and Others Employed Artists to Embellish Their Products—Modern Smokers Enjoy the Pipe Without So Much Elaboration.

By Dr. ARTHUR SELWYN BROWN

WHEN the habit of smoking was very prevalent in Europe in the sixteenth century, smokers were willing to pay high prices for the luxury of a smoke. Only small quantities of tobacco were procurable in America and the demands for tobacco for medicinal purposes, for sniff and for smoking were widespread. This difficulty in securing tobacco enhanced the importance of smoking and led to pipe-makers and others, making smokers' requisites, to employ artists to design and make their goods.

Pipes were made so well that all the pipe-makers stamped their names on a prominent place on every pipe made by them. The makers of tinder-boxes, used for lighting pipes before matches were invented, showed great ingenuity in designing and chaste art in ornamenting their boxes and cases. The finest application of art to tobacco utensils, however, was in the decoration of tobacco graters.

Few people today have heard of such graters. Yet they were once indispensable to every smoker. In many of the European museums, one may see large collections of them and the visitors of these exhibits will indicate how common and wide-spread were their uses in the past.

Modern Smokers Enjoy Many Advantages

The smoker today unconsciously enjoys the effects of the cumulative inventions of a large number of inventors who have improved the manufacture, curing and packing of tobacco. Smokers of the sixteenth to eighteenth centuries did not have anything like these advantages. Their tobacco, besides being very expensive, was poorly cured and packed. They had no plug, cut plug, and similar types of manufactured tobacco. In hand made carottes, crudely cured, was the way they received tobacco from America.

Tobacco has always had a reputation for medicinal virtues, notwithstanding the tirades of anti-smokers, and the early smokers believed that for smoking purposes, it should be dry and uncut by steel knives. At first, they pulverized the tobacco by rubbing it in their hands. Then nutmeg graters were used. The tobacco-grater was developed from the nutmeg grater.

Nutmeg graters have also gone out of use; because of changes in social customs. Every business man in former years carried one, because they were used in flavoring wine and other alcoholic drinks.

Collectors Have Numerous Tobacco Graters

When the custom of drinking mulled wine, then called "negus," was common, drinkers had to make their own flavors by mixing spices with them. Most business men drank in those days and consequently carried spice graters with them and used special ones in their offices and homes. These spice graters were frequently made of gold, silver and enameled metals and were beautifully ornamented by engravers. An English collector possesses some fine examples of these graters and several silver tobacco graters made in London in 1798. The tobacco graters are similar to the article used in modern kitchens today for grating spices and cheese, the tobacco graters are shaped like walnuts, sea-shells or fruits. One of these tobacco graters is shaped like a walnut and has a detachable grater which slides in a slot.

M. Alaret, a French collector and connoisseur of tobacco-graters, has in his great collection in Paris, fine examples of graters made in Russia, Austria, Italy, Switzerland, England and Germany. The finest, and most artistic, appear to have been manufactured in France.

The term tobocco-grater was first used by smokers to designate the iron or other metal, made in rasp-like designs used to do the actual disintegration of the dry tobacco carottes. Afterward it was employed to describe the grater and its case or mounting. The mountings were made of most of the common metals, gold and silver, boxwood and ebony, bronze, jade, amber, enamel, ivory, coral, procelain, faience, tortoiseshell and similar materials. Ivory and boxwood were the commonest materials used.

Specially Engraved Tobacco Graters

It was customary for smokers to have their arms, monograms and other symbols engraved on their tobacco graters. Their professions and hobbies were also indicated through them in various ways. One shaped like a lute, mandolin or guitar indicated the owner was a musician or had musical tastes. One shaped like a boat, a fish or a shell, showed the owner followed the sea or liked fishing.

The artistic value of these interesting smoking antiques causes them to occupy prominent positions in the museums which have the good fortune to possess them. The Victoria and Albert Museum, London, and the Wallace Museum, have some fine specimens. Several of the museums in Paris exhibit exquisite specimens showing the large amount of artistic effort that was spent in their making.

The tobacco-graters used by priests and other churchmen form distinctive types. These are symbolical of the church and her history. Some are in the form of a cross, of a church spire, or carry decorations showing religious scenes.

Other graters embellished with allegorical or mythological scenes, the fables of La Fontain, drinking or smoking parties, love-scenes and operatic views, were used for marriage gifts.

History of Tobacco Graters Not Generally Known

Very little has been written about these magnificent art objects of former times. Some of the graters, however, tell us how they were used. Some of the enameled graters in the French museums contain pictures resembling the finest miniature paintings made today. A specimen in the Louvre Museum, Paris, shows a man actually preparing to fill his clay pipe by grating carotte of tobacco over a shallow dish.

Paul Hentzer, a German visitor to England in 1598, described his impressions in a book published in that year in which he stated how surprised he was by the popularity of smoking with men and women in England. Describing a visit he made to the Bear Garden Music Hall, Southwark, London, he said:

"At these entertainments, and everywhere else in England, the English are constantly smoking tobacco and in this manner: they have pipes made on purpose of clay, into the farther end of which they put the tobacco herb so dry that it may be rubbed into powder, and putting fire to it, they draw the smoke into their nostrils, like funnels, along with plenty of phlegm and defluxion from the head."

This author does not say that he learned how to smoke as a result of his English visit, but the care he took in studying the smoking habits of the English suggests that he did not envy the pleasure of the smokers in vain.

Mechanically Grated Tobacco

In 1730, British tobacconists began to put mechanically grated tobacco and snuff on the market. This gave a death-blow to the artistic smokers favorite, the tobacco grater. From that time on they became less prominent in public gatherings and at the beginning of the nineteenth century, only elderly smokers who clung to the traditions of earlier days, ventured to carry about with them a friendly old grater.

The newer generations of smokers preferred the shop-grated cans and packages of tobacco powder. Since the middle of the last century, the tobacco grater has completely gone out of use and like the mammoth, the auk and whistling swan, they are out of the modern mind, and completely forgotten, until we accidently catch a glimpse of one in a museum.

The Tobacco-Stopper

The tobacco-stopper is another smoker's article which was once common and is now never seen. When smoking was first introduced into Europe, the cost of tobacco was very high. It was smoked in a dry and powdered state, in pipe bowls which were made very small so that no tobacco could be wasted. The powdered tobacco was carefully put into the bowl and before the lighted tinsel was applied to it, a careful ramming was done, just as gunpowder was rammed into a flint-lock of the period. The tobacco was rammed, or packed in the pipe-bowl with a tobacco-stopper.

This was an artistically designed instrument of the sixteenth to eighteenth centuries made of metal, bronze, porcelain or other material with human figures and other designs at their butts. Large numbers of these, representing many curious designs in wood, ivory, tortoise shell, porcelain and metal have been preserved in the European museums.

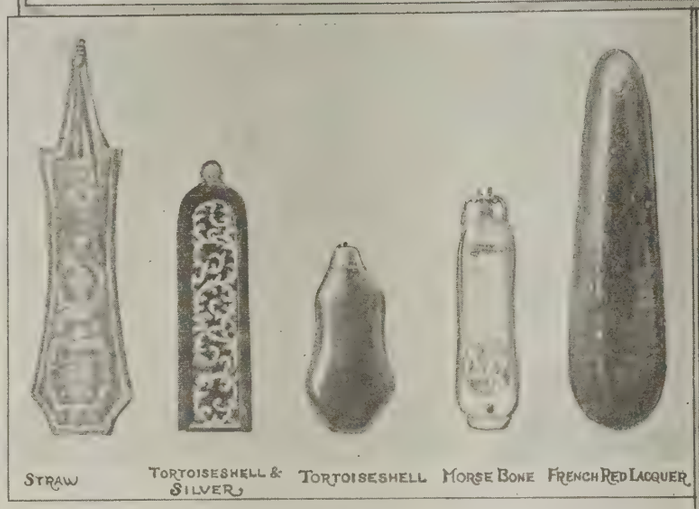
They were sometimes combined with finger-rings, just as the private keys of the Romans were, and following the Roman fashion. These, with the graters, were as much treasured by early pipe smokers as a good pocket-knife is treasured by smokers today. They were intimate personal belongings. That is why they were so artistically designed and had such splendid workmanship bestowed upon them. Smokers did not mind what price they paid for them. All they asked of the makers was that they were chaste in design and suited the smoker's artistic taste.

The Old Tobacco Box

Tobacco boxes were other articles of the early European smoker's equipment. These were also made of metal, gold and silver, being the commonest. They were likewise beautifully carved and ornamented. Tobacco boxes held the powdered tobacco and were carried in the pockets of smokers, just as pouches, the modern equivalents, are.

Among the earliest tobacco boxes found in England and France, long, oblong boxes made of brass with Dutch designs, are prominent, indicating that a large trade in manufacturing these in the Netherlands was then done about the time of the reign of William and Mary in England. Many of these are engraved with scriptural and other subjects with inscriptions















Examples of ancient tobacco graters in boxwood, straw, tortoiseshell, bone, French red lacquer, bronze, copper, ivory and enamel; pipe stoppers and tob
boxes, also made of various materials

Dutch regarding the pleasures of smoking. A large industry in the making of tobacco ixes developed in England in the eighteenth ntury. These included some of the finest and ost artistic ever made. Since Celtic time, the itish have excelled in gold and silver work d the making of tobacco boxes in gold and ver plate appealed to the sentiments of the ldsmiths. Embossed subjects, portraits of en, women, ships and animals, and particular portraits of the popular hero of the time, ederic the Great, were the principal subjects the ornamentation.

Earliest English Tobacco Boxes

The earliest known English tobacco box is a tle thing in oval form, with a loose lid, 3½ hes long by 3 inches wide. Around the base its vertical sides is an applied cable or rope ulding. A similarly cabled moulding is ap- ed to the rim on the cover, which slips over e top firmly so as to make a tight fitting. It engraved with the arms of Wayte of Wayte urt, Isle of Wight, and appears to have been de about 1614 or 1615. At a later date, a mber of the same family had his initials en- aved on the bottom of the box and his crest s also nicely cut above the lettering.

In June, 1789, a subsequent owner, a mem- r of the same house, had his initials and arms graved. This illustrates how tobacco boxes, e tobacco graters and stoppers passed down families from father to son in the course of nturies and thereby became valuable heir- oms and family property. The older they be- me the more valuable they were because of ditions and the accumulated embellishments de to them by different owners.

Many of the tobacco boxes made in England d France in the time of William III of Eng- d were oval in shape and beautifully orna- nted with concave fluting.

Boxes Magnificently Ornamented

British tobacco boxes, generally of the eigh- nth and early nineteenth centuries were most- of oval shape, although round and hexagonal square ones are by no means rare. They re magnificently ornamented in the prevail- g styles of the period in which they were made d like tobacco graters, rivaled in beauty the ld and silver decorations of snuff-boxes, free- m-boxes and vinaigrettes of the day.

Smokers, in the early centuries, also took uff, and, therefore, carried a snuff box in ad- ion to pipe, tobacco box and stopper. These o were works of the goldsmiths' art. Po- nders, of perfume boxes, were also carried by gentry. These were commonly called unce-boxes or pouncets. The name was de- ed from the French words *pomme,* or apple d ambergris, grey amber wax from which rfumes were made. Shakespeare in King nry IV, act 1, scene 3, tells us about a char- eristic gentleman of the time that:

e was perfumed like a milliner;
d 'twixt his finger and his thumb he held
pouncet-box, which ever and anon
gave his nose and took 't away again;—
o, therewith angry, when it next came there,
k it in snuff;—and still he smiled and talked:
d, as the soldiers bore dead bodies by,
called them untaught knaves, unmannerly,
bring a slovenly unhandsome corpse
wixt the wind and his nobility."

Aestheticism Destroyed by Modernism

Our democratic times have spoiled our tastes artistic things and we find it difficult to lize the beauty of the smoking requisites of early European smoker. Today, in demo- tic countries, a smoker's pipe and pouch are chief concern and these are usually of the rest and cheapest quality in keeping with rything else he possesses.

This lack of taste in democratic and mate- istic times permeates our lives. It is due to extreme attention to business and to money king. The struggle for money develops cu- ity, and this vitiates every artistic leaning an individual might ever have had. Good taste and the money-making instinct are mutually antagonistic. When pipe smoking was first introduced into Europe knighthood was still in flower. The taste of the educated classes was at a high level, and little attention was given to business. The ordinary man of the world earned enough to support his family in ease at his profession or by tilling a small farm, the best part of the day was given to reading, study or art.

Today the best efforts of every one are given to the winning of dollars, and the fractional remainder of each day is wasted in trivial follies. Taste and mental elevation have no possible chance for development, and this explains the difference between the poor, extremely inartistic smoking article of today in comparison with the beautiful things owned and prized by early European smokers.

A man's personal possessions reveal his character. A comparison of such ordinary things as smokers' requisites in the sixteenth and seventeenth centuries with those of a modern smoker will show how far we have degenerated in taste and gentility in less than four centuries.

Smokers' Outfits Were Works of Art

In the time of Queen Anne of England, the contemporary writers refer to the wonderful art works which comprised the smoker's equipment. Gold, silver and all the precious stones were employed in ornamenting the tobacco stoppers, tobacco and snuff boxes, and pomerus. Diamonds, rubies, emeralds, agates, rare woods, mosaics and many other substances were used by the greatest jewelers of the day in making tobacco, scent and snuff boxes. A poet of the period described the boxes as follows:

For ladies fair, and formal men to please
The mines are robbed of ore, of shells the sea,
With all that mother earth and beast afford
To man, unworthy now, tho' once their lord:
Which wrought into a box, with all the show
Of art the greatest artist can bestow;
Charming in shape, with polished rays of light,
A joint so fine it shuns the sharpest sight;
Must still be graced with all the radiant gems
And precious stones that e'er arrived in Thames.
Within the lid the painter plays his part;
And with his pencil proves his matchless art;
There drawn to life some scene or sweetheart dwells,
Like hermits chaste and constant in their cells.

It was in the beautiful enameled and porcelain boxes that the richest and most luxurious paintings were used.

Art Gives Way to Materialism

Art, we are told, is not only an accomplishment, but a necessity, of civilization. As soon as man began to emerge from a barbarous condition he began to ornament his tools and fighting equipment. The more civilized he became, the more time and energy he devoted to art.

Art is nothing more than the realization of beauty. And beauty may be described as aesthetic emotions objectified. Art creates beauty and beauty inspires taste. It is a strong social magnet; because all who are attracted by art have warm sympathies. Sympathies develops public welfare and patriotism and is consequently a powerful force in leading to the elevation of mankind. It is a recognition of this fact which causes art to be made an integral part of every good modern scheme of higher education.

The Public Taste of Smokers

Protagoras taught that: "Man is the measure of all things." Educators today teach that "Art is the measurer of men." And herein lies the significance of the contrast between ancient and modern smokers—between the public taste of smokers in former centuries and the lack of taste today.

Character, as well as taste, is shown by workmen who embellish their works by artistic decorations. As Auguste Rodin truthfully said: "The art-worker is the confidant of nature. The trees, the plants talk to him like friends. The old gnarled oaks speak to him of their kindliness for the human race whom they protect beneath their sheltering branches. The flowers commune with him by the gracious swaying of their stalks, by the singing tones of their petals, each blossom amidst the grass is a friendly word addressed to him by nature.

"For him life is an endless joy, a perpetual delight, a wild intoxication. Not that all seems good to him, for suffering, which must often come to those he loves, and to himself, cruelly contradicts his optimism. But all is beautiful to him because he walks forever in the light of spiritual truth."

The art worker, of course, is more emotional than his patron who buys his works. The patrons of art, however, in an artistic age, must derive only good effects from works of art. Their taste must be elevated and refined by the contemplation of beautiful things.

Smokers Criticized for Expensive Habits

It was the custom of the satirists in the Sixteenth and Seventeenth centuries to ridicule the taste of pipe smokers. They found fault with their expensive dress and their more expensive smoking requisites. But ridicule was their business. They would have ridiculed saints just as freely. We, looking at the beautiful works of art bequeathed by smokers of those centuries to our art museums, cannot credit the writers of satire with judgment.

The universality of good art in those times was evidence of a universality of good taste. It remains for us to deplore the fact that our standards of taste cannot measure up to theirs. When future ages come to study our smoking requisites, the taste rating they will be compelled to assign to us will be in a much lower grade than that of the early European smokers.

Evolution of Artistic Taste

This consolation, happily, remains to the modern smoker. The history of art and æsthetics shows that the evolution of art and artistic taste is not steadily upward. It takes an irregular course. A great advance is often followed by a long period of decadence, which in turn, is followed by another art revival. The modern taste, judged by its exhibition in the design and fabrication of smokers' requisites, does not tend to elaboration. Is it not possible that a revival is near at hand?

Tobacchanalean Days

I love my fragrant brier
When I a-golfing hie;
A meerschaum by the fire,
Its charm who will deny?
A bog, if not too dry,
Evokes my meed of praise;
Then why decry! oh, why,
Tobacchanalean days!

Oft times do I aspire
(Be not the price too high!)
To that which they acquire
Beneath the Cuban sky
If goes the world awry,
Its cark and care allays;
Then why decry, oh, why,
Tobacchanalean days!

Though some may deem it dire
("Pernicious!" is their cry)
This is my deep desire
When midnight hours are nigh,
The cigarette whereby
Life's hung with happy haze;
Then why decry, oh, why,
Tobacchanalean days!

L'Envoi.

Comrades, no dearer tie
Makes bright our wander-ways;
Then why decry, oh, why,
Tobacchanalean days!

—Clinton Scollard.

Close Relationship With Customers Essential in Making Sale

Sale of Pipe Not Complete Unless Customer Is Thoroughly Satisfied — Dealers Should Fully Explain Important Features of Pipe to Purchaser—To Satisfy Customer, Convince Him That He Is Getting Best Service — Useful Suggestions.

By S. N. ZINBERG
U. S. Director of Sales, House of Comoy, Inc.

IN selling pipes the sale is not complete by the purchase of the pipe unless your customer is thoroughly satisfied he is receiving full value for the price he has paid. There are so few dealers who know the difference with reference to pipes in various qualities, that the average purchaser receives very little information, and a great many feel that they are buying a blind article. This is due to the weakness of the average dealer who fails to educate his trade between the difference of a fine briar and an inferior one. A few minutes' conversation in explaining something about briar wood; how the wood is abstracted from the ground; how they are manufactured; will help to create some favorable attitude with your customer which will react to your benefit once you have convinced him that you know something about pipes.

A Dealer's Greatest Asset

A satisfied customer is your greatest asset, and to satisfy your customer means that you must give him service. The profit in pipes is big enough to warrant your giving him a few minutes time in trying to answer any questions he puts to you, intelligently, and explain how to break in a pipe; and why it is necessary at times to have more than one pipe to smoke, due to the overheating of the briar by continually smoking of the same pipe. Closer cooperation will bring bigger dividends, provided you make truthful statements which can be substantiated.

Effects of Correct Methods

Just to show what a talk brought up in the right manner will do, something occurred recently which might be of interest: A gentleman called at the office and stated that he had been sent there by a certain customer of ours to find out why he could not smoke a pipe without burning out the bowl. He showed me two or three pipes of various manufacturers and said that he had had no luck with any pipe that he had ever purchased. I talked to him about briar wood and explained to him how the pipe was made and then advised him how he should break in his pipe; and gave him as strong a talk as I could possibly make; and then, to prove my contention that a good selling talk is as essential as good merchandise, I told him I was going to give him a pipe which was made out of the finest briar obtainable, and this particular pipe had been selected as having that fine grain, full of rich sap and oils, and that he would find that it would be impossible to burn out that bowl, as it had been treated by an exclusive process.

I then handed him one of our cheapest grades of briars, but did not tell him that it was a cheap pipe; and a few days later I received the following letter: "I wish to express my appreciation of the pipe you so kindly presented to me. It not only functions perfectly, but is superior to any that I own, including ....., ... and others; and to try the theory that some men have a bad effect on pipes, I worked this one hard and there is not a flaw in it. Hence, I am of the belief that it is the fine quality of the wood that determines the issue and this one is a very perfect wood. I had exhibited it at the Engineers' Club, of which I am a member, and have pleasure in telling where it was obtained."

This only goes to prove that if your sales talk is convincing you will have no difficulty in convincing your customer that he is getting something beyond the ordinary.

Impressive Introductory Talk

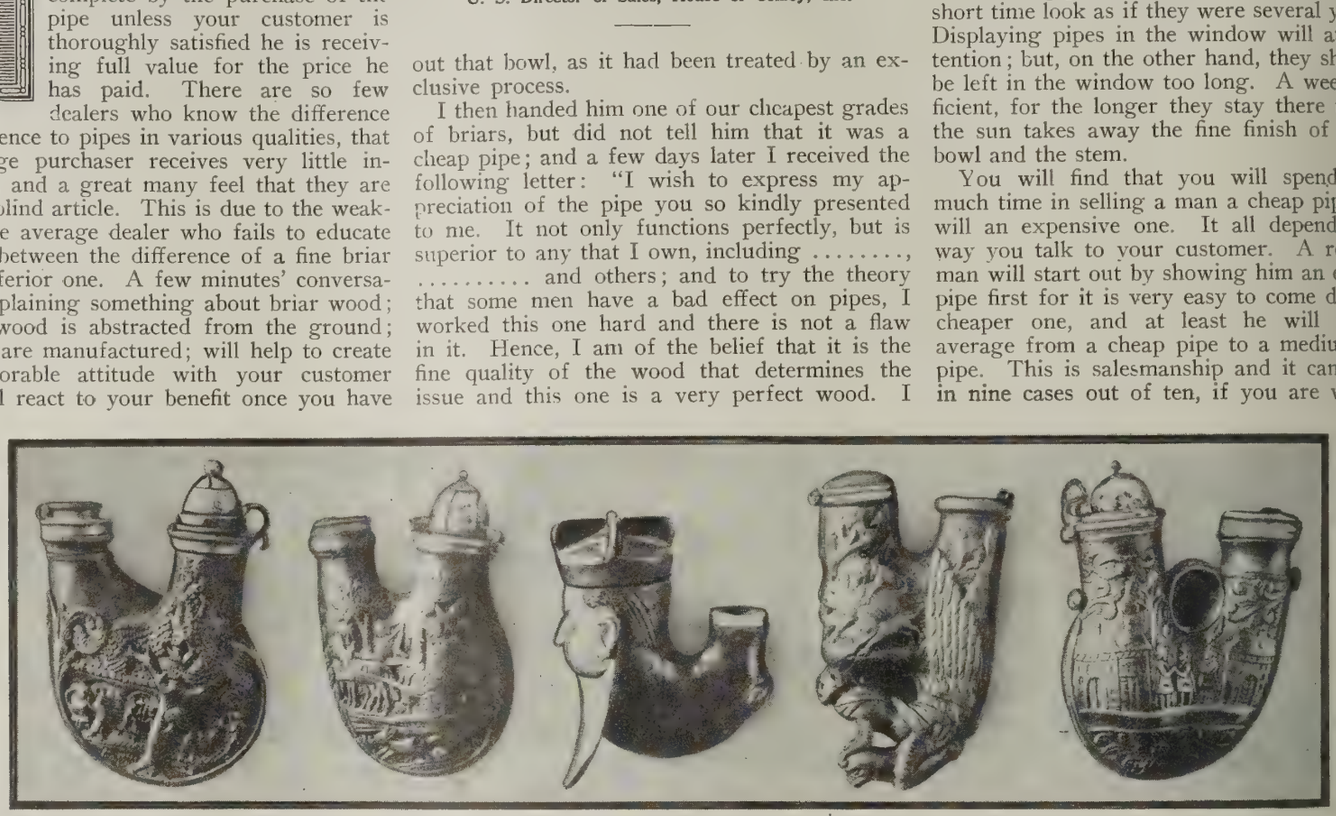
Sales are made, not necessarily because the person wants the article, but due to your introductory talk you have created the desire and if you can follow this up with a strong selling argument you should have no difficulty in making the sale. Just because a man has purchased one pipe and is perfectly satisfied with his purchase does not necessarily mean that you cannot sell him more. If you have a selection, among which are several new shapes, and if your customer happens to be a real pipe lover, he will always see some shape that attracts his eye. A real pipe smoker is never satisfied unless he has at least one-half dozen fine briars. I have seen cases where a man has purchased as high as fifty or sixty pipes and is continually buying new shapes as they come out.

When you are making your sales-talk and the reply that you receive is that, "I will come back tomorrow or next week," you can rest assured that your talk did not have the pep that it should have. In ninety-nine cases out of a hundred this party will not come back.

Stock Must Have Attractive Appearance

To make your stock attractive to the customer it is necessary to keep it clean. This can be easily done in the spare time that you have during the day by polishing the bowls so that they look new at all times. No one wants to buy anything that has a second-hand appearance and I am sorry to state that in the majority of stores the pipes that have been in stock for a short time look as if they were several years old. Displaying pipes in the window will attract attention; but, on the other hand, they should not be left in the window too long. A week is sufficient, for the longer they stay there the more the sun takes away the fine finish of both the bowl and the stem.

You will find that you will spend just as much time in selling a man a cheap pipe as you will an expensive one. It all depends on the way you talk to your customer. A real salesman will start out by showing him an expensive pipe first for it is very easy to come down to a cheaper one, and at least he will raise the average from a cheap pipe to a medium priced pipe. This is salesmanship and it can be done in nine cases out of ten, if you are willing to spend a few minutes of your time in telling your customer the difference between a cheap briar and a better one.



Elaborately carved wooden pipes, with metal furnishings, made in the Alps

If your stock is carried in such a condition that it looks like junk, naturally, you cannot get a price for your goods. If, on the other hand, your stock is neatly arranged in your cases, the pipes polished, and you handled them the same as a jeweler would handle a fine diamond, you will find it very easy to make a sale. Suppose Tiffany put his fine diamonds in baskets and showed them that way! You can easily understand how many sales he would make.

Inducements to Offer Others

When a customer comes to you and tells you how much he has enjoyed the pipe and what pleasure he is having from it, you are a poor salesman if you cannot take advantage of this talk, not only by learning things that are told to you, but by using this as an argument to induce others to buy.

When a customer comes in and buys a cigar or package of cigarettes and starts looking at your pipe case, you can be sure you have a prospect. It is then up to you to interest him and you can do so by showing him something in the pipe line that is out of the ordinary. A freak shape will attract his attention and he will immediately make some remark which will give you an idea of the shape that he likes, and in this way you will have no difficulty in satisfying him.

Secure Confidence of Customer

Win your way into the confidence of your customer. If he tells you something and even if you know he is wrong, don't argue with him. Follow Statler's advice, "the customer is always right." Be very careful not to make bad fun

g and at some time or other when you have ed to make a sale and fallen down, leave a orable impression for there is no telling en this party will return again and he will member that you were not sore because the e had not been made. You must not only ure for the present but for the future as well. you are alert when this party calls a second e you will recollect your talk on the previous asion and try to overcome the weakness in ur sales talk by not repeating the same thing t telling him something new. Just make up ur mind that you are going to sell him.

Hold Customer's Interest

The difficulty in the average cigar store that ls pipes is, that only one clerk has to wait on all customers. The danger here is that en you have made a strong selling talk some- e calls you away to wait on another customer. is is dangerous, for when your prospect's in- est is aroused do not leave him until the sale made. If it should be necessary to leave for minute, be sure to keep his interest aroused stating, "You will pardon me for a minute, want to tell you something remarkable about se pipes," and when you return have a story dy. If you just simply walk away he will likewise.

There are so many clerks doing the same ng in the same way without using their ins that it is only the exceptional clerk who ows that it pays to think. Just give as much ention to your sales as you do to baseball and thing will stop you from being successful.

portance of Attractive Window Displays

There is more money lost through dealers t knowing how to properly decorate their ndows and taking advantage of this "silent esman" which could be overcome by a dis- y of pipes changed at least once a week. In king a window display, don't overcrowd your ndow with merchandise and especially with pes; try and give the background color to ing out the shape more prominently. A dark pe should always be displayed upon a light lored velvet. A natural pipe on a dark lored velvet. Keep the various priced goods gether and don't be afraid to price each grade pipe shown.

It would be well if the various members of e store, who wait on their trade and make a le that is a little out of the ordinary, if they uld talk this over together. In this way you t new ideas which you can use for a certain gth of time. You will find, however, that u must constantly change your selling talk. ou cannot use the same talk continuously, day ter day, without it boring you. Therefore. en you hear something that is new, don't be raid to use it and keep your ears open for other talk.

Just remember, as you sow so shall you reap.

National Importing Co., Inc.

The National Importing Co., Inc., 2-6 Elm reet, New York City, has been established for n years as dealers in raw material for the oking pipe industry. Their specialty is am- r, for which they are the agents for the Staat- he Bernsteinwerke of Konigsberg, Prussia. ny amber that may be desired can be found the company's stock.

The briarwood is imported from Italy and is nceded by the trade to be one of the most re- ble sources of supply. On account of the adily declining prices since the end of the r, the company has held a very small stock, that all benefits from reduced prices abroad uld go to the benefit of their customers.

The company keeps a stock of meerschaum d can supply this material at almost any time. he company believes that the present price of erschaum will not change much and that the okers are ready to take up this beautiful pipe ith enthusiasm. Supplies are still scarce, but ith the signing of the Turkish Peace Confer- ence, regular supplies will come, but on account of the increased cost of living in Turkey as well as here, prices are now at a point from which they can not come down much.

The company also carries other supplies, and will be pleased to answer inquiries from anyone who may be interested in any of their various lines.

The Sacrament of Fire

Bow always when you light a match!
Bow reverently and thankful be
For God's unfailing charity;
And on the ascending flame inspire
A little prayer, that shall upbear
The incense of your thankfulness
For this sweet grace
Of warmth and light;
For here again is sacrifice
For your delight.

Within the wood,
That lived a joyous life
Through sunny days and rainy days
And winter storms and strife:—
Within the peat
That drank the sweet,
The Moorland sweet
Of bracken, whin and sweet bell-heather,
And knew the joy of gold gorse feather
Flaming like love in wintriest weather.

While snug below, in sun and snow,
It heard the beat of the padding feet
Of foal and dam, and ewe and lamb
And the stamp of old bell-wether;—
Within the coal
Where forests lie entombed,
Oak, elm, and chestnut, beech and red pine bole;—

God shrived His sunshine and enwombed
For you the stores of light and heat,
Your life-joys to complete
These all have died that you might live;
Yours now the high prerogative
To loose their long captivities
A wider life to give.

Bow always when you kindle fire!
Bow reverently,
And grateful be
For God's unfailing charity!

—John Oxenham

World Renowned Edgeworth For Far North

The auxiliary schooner *Bowdoin,* carrying the Donald B. McMillan Arctic expedition to the Polar regions, left Boston about two weeks ago, and was recently reported to be well on her way up the coast of Labrador.

Captain McMillan, who is a veteran Arctic explorer, knows the value of having ample smoking supplies during the long winter nights that all sojourners in the Polar lands must experience. He has naturally seen to it that the *Bowdoin* carries supplies, not only for the members of his own expedition, but for trading purposes.

The permanent residents of the Arctic are dependent upon such expeditions, and upon the visits of whaling ships, for their smoking materials, and Captain McMillan will be able to supply these people in return for any services they may be able to render him.

There is nothing the permanent residents desire more than pipes and tobacco, and, consequently, these materials often take the place of money in the payment of wages or in the purchasing of food and supplies.

The reader will notice in the picture showing the loading of the cargo of the *Bowdoin,* reproduced on this page, that Captain McMillan has provided his expedition liberally with a supply of Larus & Bros. Co.'s celebrated Edgeworth tobacco, and D. C. & Co. Jumbo plug.

The fame of Edgeworth, as is well-known, has spread all over the world, and the fortunate denizens of the Frozen North are, undoubtedly, in for a rare treat.

Tobacco and Pipe Trade in Bristol, Eng.

(*Continued from page* 34)

had a great reputation, and was sold long ago in Mary-le-port street by Ricketts, the predecessors of W. D. & H. O. Wills.

During the later Georgian days smoking became unfashionable, and William Cowper, the poet, in a letter to the Rev. John Newton, writes:

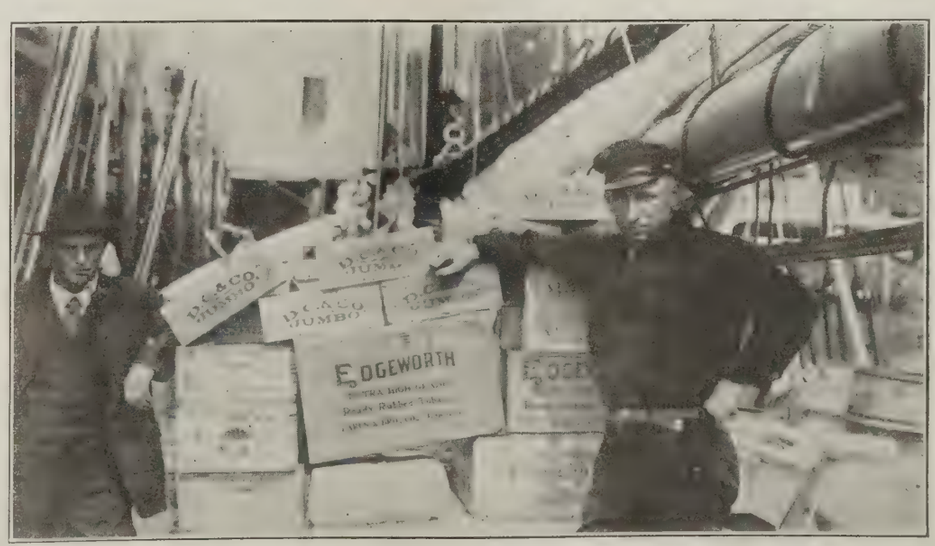
"Says the pipe to the snuff-box, I can't understand
What the ladies and gentlemen see in your face,
That you are in fashion all over the land,
And I am so much fallen into disgrace."

This suggests that snuffing was going to be fashionable for a time, but, as will be seen, tobacco came into its own again later.

These notes, dealing with the tobacco trade in Bristol in the early days of commerce with America, throw interesting sidelights on the beginnings of the tobacco industries in Europe. Similar developments were taking place in other English seaports and in London. They subsequently followed similar courses in Continental ports.

Unsatisfactory Gift

Senator Capper is now attacked by the farmers for destroying the grain market, and the child does not love you when you give it the red hot poker it cries for.—*Wall Street Journal.*



Capt. Donald B. McMillan and loaded Schooner "Bowdoin," ready to leave Wiscasset, Maine, for an exploration trip to the Arctic Circle

Report of Burley Tobacco Sales, Season of 1922-23, and Previous Six Years for Comparison

Compiled by R. M. Tobacco Co., Inc., Burley Leaf Tobacco Brokers, Carrollton, Ky.

	1916-1917		1917-1918		1918-1919		1919-1920		1920-1921		1921-1922		1922-1923	
	Pounds	Average	Pounds	Average	Pounds	Average	Pounds	Average	Pounds	Average	Pounds	Average	Pounds	Average
Augusta, Ky	3,020,725	17.17	3,951,736	26.95	6,396,330	29.99	4,273,626	21.37	3,819,090	14.81	no sales			
Aurora, Ind.			2,613,220	26.32	2,278,280	25.51	2,227,445	29.48	1,967,935	13.69	no sales			
Abington, Va.									1,325,430	12.35	518,315	31.25	1,620,932	25.60
Brooksville, Ky	4,329,120	16.98	1,652,787	23.97	4,300,730	29.81	3,232,130	20.72	3,404,780	13.70	no sales			
Bloomfield, Ky	3,113,650	17.20	2,950,875	27.98	4,357,725	31.07	4,120,420	33.87	5,547,320	11.15	no sales			
Burkesville, Ky	475,280	15.66	485,654	21.75	249,320	21.98	275,077	32.79	no market		no sales			
Bowling Green, Ky	§		114,550	24.96	212,940	26.35	545,700	12.90	88,560	5.78	23,835	4.99	4,165	18.41
Batavia, Ohio									1,017,595	12.10	1,768,700	21.42	631,030	25.13
Campbellsville, Ky.											106,140	20.74		
Carlisle, Ky.	7,587,690	18.12	8,068,640	25 16	9,825,420	37.35	7,541,110	31.08	6,531,885	12.07	no sales			
CARROLLTON, KY.	12,235,290	16.19	8,176,030	25.76	9,903,095	26.93	9,185,685	28.63	11,450,590	15.62	2,007,415	24.37	o 3,147,705	29.93
Campbellsburg, Ky.							689,600	27.02	961,970	11.40	no sales			
Cincinnati, Ohio	3,515,000	16.79	792,000	28.02			†				189,715	16.19		
Covington, Ky					3,256,125	27.82	3,688,535	24.37	5,426,305	12.96	1,360,120	21.99	2,074,925	27.80
Cynthiana, Ky	10,450,955	17.67	9,890,920	25.20	12,666,180	32.87	9,608,730	33.71	9,351,510	12.75	1,314,100	21.95	2,061,220	29.75
Cloverport, Ky							1,029,815	17.09	40,220	7.61	3,760	8.01		
Danville, Ky	5,189,815	17.42	4,734,790	27.96	6,374,894	33.78	8,793,690	45.12	7,407,290	11.78	1,907,195	22.56	2,532,700	28.53
Dearborn, Mo.	591,130	14.91	§		62,200	26.32	776,850	32.85	no market		no sales			
Dry Ridge, Ky	1,637,250	16.21	1,438,575	23.49	1,377,100	29.15	1,116,455	24.14	1,201,171	16.75	no sales			
Eminence, Ky	4,518,405	16.39	4,226,675	24.54	4,419,770	26.19	3,329,800	28.15	4,257,410	12.95	no sales			
Elizabethtown, Ky							1,323,534	15.75	1,051,790	8.43	no sales			
Falmouth, Ky	4,100,000	16.60	2,723,365	22.96	5,089,315	29.58	3,653,580	22.24	3,887,955	12.54	no sales			
Flemingsburg, Ky	4,851,445		4,733,810	22.88	5,208,190	36.41	1,377,550	21.66	2,839,535	12.81	no sales			
Frankfort, Ky	5,584,000	16.98	4,467,250	26.29	5,525,470	30.84	5,018,960	33.07	5,108,380	12.35	no sales			
Franklin, Ky.									1,191,965	6.81	no sales			
Gallatin, Tenn	735,460		§		881,595	32.60	1,127,460	20.25	910,795	9.37	417,440	19.95		
Glasgow, Ky	3,935,620	16.17	3,866,057	26.57	5,720,629	28.59	7,075,703	17.54	3,545,689	9.76	2,231,106	20.69	3,097,200	25.21
Greensburg, Ky.	1,937,055		1,531,207	25.79	1,587,705	29.31	1,443,705	21.23	no market		no sales		1,580,845	24.24
Glencoe, Ky.	2,605,365	15.80	1,868,735	24.38	2,216,000	25.29	1,129,000	21.93	2,077,380	18.83	no sales			
Grayson, Ky									1,977,990	15.46	no sales			
Greenville, Tenn	2,595,620	17.00	§		5,756,719	35.87	8,187,014	39.56	7,864,320	13.31	4,176,354	31.52	9,197,462	30.96
Georgetown, Ohio	1,805,935	15.25	1,498,025	20.69	2,850,510	28.98	2,579,095	18.75	1,198,135	13.98	no sales			
Gallipolis, Ohio									826,405	14.25	675,000	23.79	1,246,180	27.50
Harrodsburg, Ky	4,882,140	17.53	5,283,460	27.17	4,923,995	34.54	2,798,850	40.25	3,033,040	10.71	864,660	19.56	1,237,540	26.42
Hodgensville, Ky	902,000	16.45	1,965,655	25.20	2,752,010	25.33	1,921,760	19.09	1,599,920	10.27	no sales			
Horse Cave, Ky.	6,200,000	15.61	4,848,966	29.75	7,725,137	27.80	5,646,777	19.06	4,036,521	10.48	1,759,639	21.31	5,195,643	26.53
Hartsville, Tenn													464,135	25.00
Hardinsburg, Ky			33,510	26.96	91,015	25.28	2,735,975	44.02	25,765	6.08	no sales			
Henderson, Ky.					9,025	22.73	7,460	10.57	4,570	10.87	no sales			
Huntington, W. Va.	7,518,205	16.50	‡ 6,500,000		8,965,405	37.28	9,673,205	32.56	9,386,765	20.27	4,558,780	21.44	6,657,490	29.53
Hurricane, W. Va.	540,600	16.10	1,525,405	26.04	1,066,025	34.01	1,068,170	33.89	719,830	18.08	922,230	23.54	1,769,390	30.10
Johnson City, Tenn.					1,480,050	32.20	1,488,000	44.11	1,469,294	11.19	462,374	28.56	833,650	27.62
Knoxville, Tenn.													592,984	22.73
Lebanon, Ky	2,333,385	16.00	2,305,750	26.58	2,338,520	28.49	2,611,885	35.25	2,800,970	10.19	no sales		632,675	24.48
Lexington, Ky	42,240,390	18.27	41,039,250	28.72	56,573,340	38.28	63,101,712	43.46	52,588,835	14.79	9,539,260	21.31	12,816,010	29.78
Louisville, Ky.	21,171,515		44,681,920	26.02	28,961,131	26 72	* 27,504,325	26.81	* 20,764,630	10.77	* 3,008,270	17.39	1,617,480	22.41
Livermore, Ky			2,430	25.20	5,210	13.80	1,560	13.72	no report		no sales			
Lancaster, Ky							4,003,095	45.21	4,199,222	11.46	no sales			
Maysville, Ky	24,017,100	17.06	19,745,815	24.24	30,003,240	32.43	19,009,415	23.14	19,891,440	14.96	3,579,330	20.29	4,415,590	27.47
Mt. Sterling, Ky	8,706,380	17.11	7,532,335	26.58	8,585,510	34.06	6,469,505	25.69	6,174,475	9.17	no sales			
Madison, Ind	6,950,890	15.44	5,742,790	24.69	7,476,115	24.85	5,908,540	25.02	6,730,885	12.28	3,283,775	21.76	o 4,135,085	27.33
Munfordville, Ky.							282,640	19.75	1,000,000	8.00	no sales			
Owensboro, Ky.	238,045		413,075	23.63	3,008,945	18.58	2,185,575	24.20	1,704,618	7.37	440,890	14.03	229,665	23.09
Owenton, Ky	2,064,185	16.95	985,835	22.41	1,062,955	27.52	†		no market		no sales			
Paris, Ky.	8,187,265	18.42	9,552,570	29.17	12,114,885	40.99	11,974,210	43.93	11,514,050	12.71	no sales			
Pleasureville, Ky	1,200,815	16.79	1,774,140	26.11	2,575,040	30.20	2,152,800	28 50	2,259,375	13.34	no sales			
Peebles, Ohio			258,315	19.90	572,035	20.11	506,650	18.27	‡ 500,000		no sales			
Richmond, Ky	6,746,680	18.48	7,168,500	28.51	7,381,615	33.58	6,398,740	46.86	8,121,270	14.66	3,314,870	26.66	5,123,785	31.75
Ripley, Ohio	2,867,550		§		3,105,805	32.34	3,922,710	27.86	2,938,385	15.91	no sales		2,244,240	27.92
Russellville, Ky.			625	18.45			†		no market		no sales			
Shelbyville, Ky.	12,116,000	16.94	11,505,205	27.33	16,664,565	28.90	14,051,633	29.11	16,545,130	14.07	3,316,515	18.88	o 5,608,040	28.37
Springfield, Ky.	5,146,130	16.53	4,770,920	25.88	6,154,825	28.96	5,170,630	36.12	5,308,615	12.30	2,140,505	22.85	o 1,602,905	27.79
Sanders, Ky.			932,090	22.18	2,120,600	25.64	1,816,825	22.15	2,114,655	15.18	no sales			
Taylorsville, Ky	1,351,250	16.90	863,045	23.43	1,178,010	27.76	900,685	32.23	318,025	9.41	no sales			
Vanceburg, Ky.	905,000	15.55	563,900	20.45	1,016,735	28.82	682,030	18.06	534,780	10.67	no sales			
Vine, Grove, Ky.	671,000	14.80	763,820	25.08	1,291,665	23.64	620,880	19.77	711,600	11.23	no sales			
Walton, Ky.	2,688,695	15.60	2,587,490		2,792,995	25.25	4,483,595	23.82	3,921,790	16.00	no sales			
Weston, Mo.	1,543,840	15 51	§		1,170,305	24.52	2,140,340	39.30	2,969,600	11.78	3,700,000	‡20.00	3,875,905	26.69
West Union, Ohio	2,338,365	15.75	1,528,650	21.54	1,656,065	27.00	1,763,595	24.59	876,370	12.96	no sales			
Williamstown, Ky.	2,122,860	16.48	1,193,330	21.96	1,449,360	29.50	1,536,240	21.42	2,669,635	14.31	no sales			
Winchester, Ky.	4,693,730	17.74	2,027,920	25.29	2,851,995	32.23	1,448,740	41.07	3,779,880	11.27	no sales			
Total.	265,429,825	16.68	252,381,587	24.78	329,638,370	32.06	309,339,021	32.66	297,493,340	13.37	57,600,273	22.21	86,246,576	28.43

† No Sales
§ No Report
* To June 1, 1923, all sold in Hogsheads
‡ Estimated
o Includes resales
Old Tobacco 23,704,630

Dealers 10,707,160
Resales 8,592,089
Total sales 105,315,825

Co-op Markets Open Early in South Carolina

FLORENCE, S. C., July 21.—The Tobacco Growers' Co-operative Association began its second year of marketing this week with a sharp rise in the cash advance which rejoiced its members at all of the forty-two markets of South Carolina belt, where the association received the first of the 1923 crop, two weeks in advance of announced opening of auction houses.

The cash payments for first deliveries to the association, which are 50 per cent beyond the cash advances made last year, when the organization began marketing, gladdened all members who ventured through the torrents of rain that fell throughout South Carolina Tuesday.

While the advances posted by the association for wrappers have jumped from $22.75 to $32.50 in less than twelve months, there is an even greater increase in the first payments made for primings, smoking lugs and cigarette cutters. In fact, the first cash advances paid by the Co-operative Association Tuesday were higher than the prices for many similar grades paid on the auction market in 1921.

Speculators' Heavy Buying

The prediction that the Co-operative Association would open its doors after the auction markets, and would base its prices upon those on the auction floors has been completely exploded. A small army of speculators and pin hookers has invaded South Carolina and are reported as buying tobacco in the rough, and at the barns for from 3 to 8 cents a pound.

One speculator alone is reported as having already bought 25,000 pounds of South Carolina tobacco for prices which are less than the first advances that are being paid by the Co-operative Association. It is generally known that the auction warehousemen, who recently met in Mullins, have decided to fine any member of their organization $100 for making loans to any farmer upon tobacco, which has not been delivered to the auction floors. The Tobacco Growers' Co-operative Association, with a large increase of cash advances, is amply prepared to protect its members and give others an opportunity to escape from the speculators, who are eagerly buying up tobacco from needy farmers.

Richard R. Patterson, manager of the leaf department of the association, and A. R. Breedlove, assistant, this week visited Lake City, Timmonsville, and other association markets. Mr. Patterson stated that the outlook for the association is, at present, brighter than at any period of its history.

Returning to Gotham

H. L. Lederer, of A. Oppenheimer & Co., sails from Southampton today on the White Star liner *Majestic*, due to arrive at New York August 1.

American Briar Pipe Co. No Fully Equipped

CHICAGO, July 21.—The Americ Briar Pipe Co., of 180-182 W. La street, announce it is now fully equipp in all departments, and with an increas sales force and a well selected line pipes and smokers' articles, of all t well-known brands, they are anticipati a big fall business.

Has Applied for Patent

Leo A. Levy, president of the Amer can Briar Pipe Co., has applied for patent on the Two In One holder, whi will be mounted on an attractive ar suggestive display card. The idea ar principle are entirely different from an thing ever on the market. Jobbe throughout the United States are urg to get busy and select their states, ar an attractive proposition will be pr sented to them.

sconsin Tobacco Selling Flurry Quiets Down

erators Say That Less Than 2,000 Acres Were Involved in the Short-Lived Movement—Hazard of Early Buying May Be Greater Than Formerly—Poolers Watching Events.

GERTON, Wis., July 21.—The buying ie northern regions has died down n. It amounted to little more than rry, and many operators state that than two thousand acres were influ- d by the movement. Sweeney and edal furnished the little excitement dant to the movement. ie trials and tribulations almost al- connected with a buying campaign 'arly in the growing season will be severe as latent risks than in er years. Unless a faultless grow- ear is enjoyed from now until har- and an excellent curing season in all, it will be an independent bunch rowers who will bring in their to- o at delivery time. The pool is hing the movement like a hawk, and already begun to make political al out of it.

Selmer Makes Criticism

lmer Neprud, who needs no intro- ion to these columns, has a "write about the matter in the last *Pool tin.* To the writer, it seems a very criticism Mr. Neprud makes con- ing spring buying of a growing crop. quote:

he pool is endeavoring to devise a ing system that will pay the grower the extra time and effort to produce ality crop. A system that will make ore profitable for the grower to raise acres of good tobacco, than to raise of mediocre type. The pooler be- to understand the system, and feel it is the only correct way to grow sell tobacco, even though the reports ing back from the buyers fighting the have it that it is impossible to devise a system.

The Grading System

ome growers have expressed them- es as being unable to understand lt system is being used by these rs that bought tobacco before it was transplanted into the fields from beds. What grading system is being ?

hose buyers still claim they are buy- from growers who are good growers, it is amusing to know that some ers outside the pool are holding because they claim their tobacco is er than their neighbors who are pro- ng a poorer type of tobacco. Fur- more some of them won't sell until know what the pool will do. Mean- le the pooled growers are sawing d in an earnest effort to raise the best ible crop."

Now Has More Modern Views

f course, Selmer always thought, ently, that poor tobacco brought just much money as good tobacco to the ner, in the past, and that it was not th while for a grower to raise two s of fine tobacco for thirty or forty s a pound, before the pool loomed n the horizon, when he could raise acres of stemming. Also, that in past a farmer was foolish to raise a d crop of tobacco. But, nevertheless. writer heartily agrees with him when says the pool's methods are far erior to guesswork buying when the lts are just getting a toe-hold in the ds.

od Growing Conditions in Northern Section

rowing conditions in the northern ions continue excellent. Trempealeau nty is having a banner year, especially. drouth did not ravage the northern ions, and fine weather has been the .

the south, the fields are uneven, and areas are spotty. The tobacco that thered the unfavorable conditions of e, is now becoming along in fine pe.

Tobacco Average Estimated

he State and Federal Crop and Live- k Reporting Service estimates the sconsin tobacco acreage at 44,000 res, and the condition as 80 per cent of normal. This increase is 11 per cent over the '22 crop. Operators in the trade figure this about five per cent too high. It is 3,000 acres less than the '21 crop, and 6,000 acres less than the '20 crop. From the *Reporter,* the condition this year being 80 per cent of normal, is compared with 84 per cent of normal last year on the corresponding July 1, and 91 per cent of normal two years ago. The low condition of normal this year is mostly due to the terrific heat at setting time, that shriveled such a large percentage of some fields, that the grower could never catch up with his resetting again.

Made Shipment to Lancaster

Sweeney shipped six cars to Lancaster, Pa., last week, and a few other small shipments went out. Cars are hard to get.

Art Shannon, the genial General Cigar Co. head for this state, is on vacation at Tomahawk.

O. J. Jenson, who handles Spitzner's account, is rapidly recovering from a severe attack of rheumatism resultant from a streptococcic infection in his throat.—BADGER.

Hail Hits Pitt County, North Carolina

(*Special Telegram to* TOBACCO)

WILSON, N. C., July 24.—The terrific hail storms which visited that section of Pitt County west of Greenville towards Wintersville and Farmville Sunday afternoon did great damage to at least five hundred acres of tobacco, corn, cotton and other crops. It was a hit and miss proposition. In some places the hailstones were as large as goose eggs. Several tobacco barns and pack houses were blown down. No loss of life.

Brazil's Tobacco Supplies

WASHINGTON. D. C., July 23.—Although Brazil is a large producer of tobacco at the same time it imports fairly large quantities from the United States, China and several other countries. China is Brazil's chief source of supply, and the United States is the next in importance in this trade, according to the report received by the Department of Commerce from American Consul at Rio de Janeiro. The Chinese tobacco, "Whongkong No. 1," is the principal quality imported and in some cases supplants the Virginia tobacco. Virginia tobacco is preferred by the trade on account of its quality, but larger quantities are not purchased because it becomes worm-eaten in this climate within three or four months. The quality of Virginia tobacco most used is "very bright, unstripped." Prices for the "Whonkong No. 1," as well as the Virginia above referred to, range from 24 to 52 cents per pound, according to quality, averaging 34 cents per pound. Kentucky Green River tobacco is also imported in moderate quantities, quotations range from 24 to 32 cents per pound.—LAMM.

Big Mergers and Other Changes Reported

The presence of James B. Duke and other important representatives of big tobacco interests in London, has given rise to several sensational newspaper reports. Mergers of world-wide importance have been reported. But no definite statements have been vouchsafed as having come direct from any official connected with the corporations specifically concerned. These rumors are probably based on plans for making some vast expansions in the tobacco industry, but which may not yet be fully matured.

"World-Wide Tobacco Interests Organize"

Under the caption, "World-Wide Tobacco Interests Organize," last Saturday morning's edition of the *Wall Street Journal* carried the following story:

"The world's largest tobacco combine is being constructed and is receiving the finishing touches.

"The *Wall Street Journal* learns that this combine will comprise under a new name the Tobacco Products Corporation, and the British-American Tobacco Co. It will not affect other American interests except, possibly, Philip Morris Co., Ltd.

"It is learned that George J. Whelan, James B. Duke and E. R. Tinker, the latter of the Chase Securities Corporation, are in London negotiating with the British-American Co.

"Tobacco Products is likely to recall its preferred stock and Class A shares may be exchanged for first preferred in the new company. About $30,000,000 new capital will be issued.

"It may require another month to complete details of the combine.

* * *

"Harold Stanley, president of the Guaranty Co., vice-president of the Guaranty Trust Co. and a director of the Tobacco Products Corp., arrived on the United American liner *Reliance,* after a trip of several weeks to Europe. He declined to discuss conditions or his business over there. He admitted, however, that he had seen in London George Whelan, of the Tobacco Products Corp., James Dixon, president of the Tobacco Products, and Elliott Everett, vice-president in charge of financing, and E. R. Tinker, president of the Chase Securities Corp. and a director of Tobacco Products. He did not see James B. Duke, however, because he sailed before Duke arrived.

"He declined to discuss what has been accomplished by the officers of Tobacco Products in London, but said there was no possibility of the French tobacco monopoly being obtained by the Duke and Whelan interests."

Duke to Quit British-American

In connection with these rumors, the New York *Journal of Commerce,* yesterday (Wednesday), published the following news item:

James B. Duke will resign the chairmanship of the British-American Tobacco Company and Cunliffe Owen will be appointed to succeed him, according to a report from London yesterday. Mr. Duke's resignation was not prompted by his desire to quit the business, but was demanded by the Imperial Tobacco Company, it is reported. Mr. Duke had to agree to the merger with the Tobacco Products Corporation or face a financial battle, it is said.

Harold Stanley, vice-president of the Guaranty Company and a director of the Tobacco Products Corporation, returned from Europe last Friday, but declined to comment on the activities of George J. Whelan and James B. Duke, who are thought to be negotiating for an expansion of their business in Great Britain.

Hill Denies Tobacco Merger Statement

Percival S. Hill, president of the American Tobacco Co., has denied making the statement printed last Monday, which reported him as saying that there was no foundation for the rumors of the big tobacco merger which the Whelan and Duke interests are thought to be negotiating in London.

"No such statement was made by me," said Mr. Hill yesterday, "as I know nothing of the matter at all."

James B. Duke will keep his minority holdings in the British-American company, according to reports from London yesterday. It is believed that the resignation of Mr. Duke as chairman of the company shows the determination of the British interests to keep the control in that country.—*Journal of Commerce.*

Making Extensive Havana Purchases

Jacob Labe, in charge of the Havana Department of H. Duys & Co., Inc., is still in Cuba supervising the firm's large operations in the 1923 crop.

Mr. Labe reports that the total purchases to date aggregate 10,000 Quintales (one million pounds) in bundles of the 1923 crop. These tobaccos were grown in the Camajanui, Guayos, Cabaiguans and Sancti Spiritus sections, which are conceded to be the best in the Santa Clara Province.

H. Duys & Co., Inc., have warehouses located at Camajanui, Guayos and in the town of Sancti Spiritus where their purchases are being packed in the best possible manner for the trade.

It has been the policy of H. Duys & Co., Inc., to buy only the best types grown in sections mentioned.

Off to Porto Rico

William Quanjer, New York representative of H. Fendrich, Inc., of Evansville, Ind., has returned from his vacation in Sullivan County. Accompanied by Mrs. Quanjer, he sails today for Porto Rico on the S. S. *San Lorenzo,* to study the prevailing conditions on the island.

Ends Long Stay Here

Leslie Pantin, Jr., of L. Pantin & Sons, tobacco brokers, of Havana, sailed last Saturday from New York on the S. S. *Pastores* for Cuba, accompanied by his family. Mr. Pantin spent some three months in New York, during which time he availed himself of the opportunity to make a close study of local conditions.

Estimated Tobacco Crop Conditions July 1, With Comparisons

WASHINGTON, D. C., July 21.—The United States Department of Agriculture sets forth the following tobacco crop conditions, as of July 1, with comparisons:

State	Preliminary Acreage, 1923: Per cent of 1922 Per cent	Preliminary Acreage, 1923: Total Acres	Condition July 1: 10-yr. aver. Per cent	Condition July 1: 1923 Per cent	Production: 1922, subject to final revision in Dec. Pounds	Production: 1923, forecast from condition Pounds
Massachusetts	108	10,000	88	90	11,925,000	15,210,000
Connecticut	108	30,000	90	92	35,000,000	44,712,000
New York	90	2,000	89	82	2,200,000	2,263,000
Pennsylvania	106	46,000	90	83	56,760,000	58,034,000
Maryland	94	33,000	86	80	26,950,000	23,760,000
Virginia	80	167,000	82	69	156,750,000	97,946,000
West Virginia	103	9,000	85	88	7,425,000	7,128,000
North Carolina	99	510,000	77	78	306,940,000	322,218,000
South Carolina	102	92,000	76	80	57,600,000	66,976,000
Georgia	170	19,000	82	88	5,940,000	14,045,000
Florida	133	4,000	88	91	3,300,000	4,150,000
Ohio	108	56,000	84	86	46,800,000	52,013,000
Indiana	122	22,000	80	89	16,200,000	21,342,000
Wisconsin	111	44,000	92	80	45,600,000	46,816,000
Missouri	140	7,000	83	92	4,500,000	7,148,000
Kentucky	108	567,000	81	87	446,250,000	522,887,000
Tennessee	110	143,000	80	84	94,250,000	117,718,000
Louisiana	110	1,000	86	90	450,000	459,000
United States	102.1	1,762,000	81.5	82.5	1,324,840,000	1,424,825,000



Manufacturers buying

Sumatra or Java Tobacco

without looking over our line, do themselves an injustice.

Our stock comprises such enormous quantities and of such varied selections, that we are bound to suit the most fastidious buyer.

Our purchases of the 1922 crop of Sumatra are upward of 10,000 bales.

H. DUYS & CO., Inc.

142 WATER STREET NEW YORK

American Headquarters for Sumatra and Java Tobaccos

Making "Better Cigars Better Known"

It is generally conceded by expert observers in the cigar and tobacco industry that the Metropolitan District of New York is the most difficult territory in which to introduce new brands of cigars, cigarettes, or smoking tobacco. On March last, the Consolidated Cigar Corp. introduced its Harvester cigar—which had already attained an enviable record in twenty-eight states—to the New York public.

Mainly as a result of forceful and intelligent advertising in the newspapers and trade periodicals, directed by the F. Ross Co., Inc., followed up by an enthusiastic campaign by the selling force, under the capable guidance of J. M. Gans, sales manager for the Metropolitan District, the Harvester cigar, in the short period of four months, has become one of the most popular brands in the New York district.

Today, wherever you go, you will find New Yorkers who speak well of the Harvester. In all sections of the city you will witness men lighting Harvesters for real smoking pleasure and solace.

In connection with the publicity campaign, the Consolidated recently held a window display competition for retailers which proved highly successful. More than 300 windows were entered, and every borough in New York City was represented. Eighteen substantial prizes were awarded to the winners and many beautiful, unique and effective displays were arranged by the enterprising retailers.

Foundation of Industry

All is not sweet aromas, mild and mellow fragrance in the cigar business. It has its trials and tribulations just the same as any other industry in the country and in addition it has the competition of several other forms of smoking. So when Consolidated Cigar Corporation set out the first part of last year to reach a new and enviable position in the cigar industry, it set for itself some little task.

It's not too often that the manufacturer remembers that the foundation of his industry is the consumer. Consolidated did. It started off with this statement to the trade:

"The foundation of the cigar industry is the smoker. He is the industry's best customer. He is the industry's only customer. He does not buy as many cigars as there are not as many of him buying cigars as there should be.

"Other forms of smoking have invaded the cigar field. Many adherents have been lost to cigar smoking. The cigar industry has not gone ahead. It rests with cigar manufacturers primarily to change this. How can they change this? First. By making better cigars and maintaining their quality. When a smoker finds a brand that suits him, he is entitled to a continuance of the same quality—or better quality when the manufacturer can give it.

"Second. By making cigar brands and the pleasures of cigar smoking better known. If the public had heard as much about cigar brands and cigar smoking in the past ten years as it has about other forms of smoking, more cigars would be smoked today.

'Better Cigars, Better Known"

"The Consolidated Cigar Corp. commits itself to a policy of 'Better Cigars, Better Known.' Consolidated has not only broadcasted this signed statement through the trade papers, but it has been and is living up to it.

"No doubt you have marked the exceptional growth and popularity of Harvester—a Consolidated brand—during this year. While Harvester has only been on the New York market less than three months, it has already become a leading seller and a 'best seller' with hundreds of dealers.

"This policy of 'Better Cigars, Better Known' means much to you as a dealer. You know that the result of 'Better Cigars, Better Known' is better sales. Everywhere live dealers are looking for an opportunity of increasing their cigar sales. They are watching shrewdly every brand of cigars on the market. They are asking: What is the manufacturer of this brand doing to help me build up a good, steady cigar trade? They, too, are thinking along the lines of 'Better Cigars, Better Known.'

"Wherever you find Harvesters or other Consolidated brands, notice they are right out front—first row of the cigar case—sometimes on top. Why? Only because dealers feel sure about the quality of these brands. They know that it pays to feature a 'Better Cigar' which daily being made 'Better Known.' Ask them and they reply with a confident, intelligent statement about Harvester smoking qualities. It's the easiest thing you know to sell 'Better Cigars' that are day in and day out being made 'Better Known.'

"It will interest you to know that in line with this policy the Consolidated Cigar Corp. has seven distinct advertising campaigns now appearing in various parts of the United States on Consolidated brands.

"There's the 'Light a Harvester' campaign. Smokers in New York and twenty-eight other States are being tempted every week to 'light a Harvester' by beautiful advertisements which do pull in the customers. Other Consolidated campaigns are running on Dutch Masters—'nothing quite like it—so sweet, so mild'; Mozart—'mild as a May morning—and as fragrant'; 44—'that good cigar'; and El Sidelo, which is one of the most popular brands on the Pacific Coast, and others.

"From the Atlantic to the Pacific Consolidated brands are being advertised to smokers. This advertising is keeping old friends loyal and winnings lots of new ones.

Increasing Sales

"But the thing that's most interesting to you—a dealer in cigars—is how you can increase your sales on Consolidated brands. After all, it looks like the manufacturers of Harvester are doing about all one could expect them to. Not only are they making good cigars day in and day out but they are making these cigars better known, week in and week out. That leaves but one function for you to perform, provided you wish to get all possible benefit from the advertising, and that function is to display Harvesters where smokers can see them.

How Advertising Works

"Advertising usually works very quietly. A man reads what we have to say about Harvesters. He gets a good impression of this cigar. Again, he reads another advertisement and another, each one building up in his mind favorable opinions of the brand. One day he walks into your store. As he goes in he notices on your door or window a very attractive little strip which reminds him of all the advertisements that he has read and the good impressions are brought to his memory again. He walks up to your showcase and the first thing he sees is a box of Harvesters. Again he is reminded of what the advertising has told him about this brand. Immediately he is tempted to test the statements of the advertising. Ten to one he will if you have them where he can see them.

"That's just how advertising works and just how goods well displayed give advertising the opportunity to create sales for you. Now you see why Consolidated brands are being made better known year in and year out, and also why it is a fundamental policy of the Consolidated Cigar Corp. to make only better cigars, for, after all, the test of any cigar is not its advertising, but how good it smokes."



One of the prize-winning window displays in the recent Harvester competition, which proved so popular with retailers and the public

Returns from Porto Rico

Richard Baum, of J. Cohn & Co., arrived in New York from Porto Rico this week on the S. S. *San Lorenzo*. During his several months' stay on the island he secured a good supply of Porto Rican leaf.

Limited Sales

By LESLIE E. DUNKIN

Limited sales have proved to be a valuable help to the tobacco dealer in holding his present customers, in gaining more trade and in holding the increase. There is a limit to the merchandise put on sale; there is a limit to the price, and there is a limit to the customers, but there is no limit to the number of regular sales that are made during the time of the sale. There are several ways of presenting the limited sales, so as to avoid too much sameness to the business, but the results are pretty much the same—a big boost to the business of the store with plenty of enthusiasm left in the firm and in the customers for the next one on the program.

In the first place he limits the sale to just a few different kinds of merchandise—including cigars, cigarettes, pipes, smoking and chewing tobacco, etc. Except for the large general clearance sales, the number of the different kinds of merchandise seldom passes the half-dozen mark for the sale. This serves as a tonic for the business. It attracts the people almost as well as though he were offering a general sale in the entire business.

Limits Items

In the second place he limits the number of items of merchandise to be sold. Instead of announcing that certain items will be on sale, he takes a definite number of them for the sale and no more. On some occasions he selects this certain amount and leaves the rest of the same kind for the regular price, to be sold when the allotted number has been disposed of in the sale. On other occasions he takes all of a certain item of merchandise. When this is done, he does not advertise it as being all of it. He counts all he has on hand and advertises the definite amount to be sold.

In the third place he limits the price or prices, where it happens to be plural. As often as possible he will place two



Our Selections of the
1923 crop of

PORTO RICO TOBACCO

will sustain our reputation as to the unexcelled uniformity of our grades and the exceptionally fine quality of the tobacco.

STERN-MENDELSOHN CO.
INCORPORATED
165 Front Street
New York City

ifrent kinds of merchandise at the ae price, thus seldom having more n one or two different special prices. the fourth place he limits the cus-rrs. Offering the merchandise at w low figures, he reasons that it is ot business for him to spread it out s many different customers as possi-le Then too there is danger of a rival r sending a representative to buy up a bit of the merchandise for their w store, so as to deprive the custom-rs of the advantage and so as to get the chandise cheaper than they can get it emselves from the wholesaler. To ar out this point of the program, he ns the amount of merchandise to e customer. Sometimes it would be ely one cigar to each customer at the al price, or a package of cigarettes. is care in the limiting of the cus-rrs prevents one customer from ing up in that line of merchandise, ang it unnecessary to come back a very soon for more of it. Being ed, the customer must soon come e later for more of the same kind of e handise at the regular prices, mak-gnore real business for the store.

Je next big question is the reaction o the limited sales and the real pur-s or reason behind them, that bring e esults.

I the first place the limited kind of e handise on sale save the business o the strain of a general wholesale e in the prices and yet offers in-ements that draw the crowds. By ng the kinds of merchandise on e he store can afford to make larger in the prices.

In the second place the limited num-er amount of the specific merchan-makes possible a definite knowledge hat is going on in the sale. He as definitely how much is lost in the ial prices. He can turn around and n the regular sales and see how e larger the grand total of the regu-ales is than a similar day in the e without the special. He can tell t last penny what has been gained lt by the limited sales.

T's leaves a calm certainty in the n of the dealer even though it seems the store is taking unusually large t A place of business can stand a adeal of punishment, for the sake of e ising, providing it comes in limited nts and the firm knows definitely w much it will be and when to stop ss.

nther advantage in limiting the nt of specific merchandise to be e on special sale is the psychological e it has upon the public. The limited nt of specific merchandise tends to on the public to making purchases, might be passed up otherwise. e the amount is unlimited, the pros-i buyer will say, "Oh, well, I'll l until this afternoon to make my l se," or "I'll wait until a little r In too many instances where done, something comes in to pre-nat person from taking advantage l sale. In the case of a limited t on sale, the prospective buyer y, "Just ten of them, eh? I sus-ere'll be a crowd of folks wanting but I'll go down as early as pos-efore they are all sold."

h skeptical merchant may suggest ith a limited amount of specific ndise there is great danger of a special sale for the first half f the day and then the rest of the ing regular business without the ied numbers. If there is any real e in this, the dealer can easily that by scattering the sales dur-day. For example, if he is to boxes of cigars in small quanti-will announce that one box will sale at eight o'clock in the morn-hen another at nine and so on the day. When one box is the cigars will sell at the regu-e until the time for another box aced on sale. This can be carried ughout the entire day, thus guar-a sales crowd for the entire day increasing the actual expense of

e case of the store's selling out all kind of merchandise that is in if he announces the definite instead of saying that all is go-e sold, there will be no hesitation sale of the merchandise. If the prospective buyer comes to buy that article and finds just one left, there are two possibilities of thought. If he knows that the store has no more of that kind of merchandise in stock at that time, he might say, "Umph! I don't want to take the leavings that everybody else has picked over. I don't want it." On the other hand, if he only knows that it is the last of the limited number that were put on sale, he will say, "Gee, ain't I lucky? Give it to me quick." The sale is made and everybody is happy and satisfied. The merchant plays fair with the trade and himself.

In the third place, the limited price and customers prove to be a benefit both to the public and to the store. The limited price holds the overhead expense and loss to a minimum, as well as giving the public greater bargains. Besides the advantages of the limited customers already mentioned, it places the firm in a good light before the people. The general public will realize that the merchant is trying to play square with them by passing around the bargains as far as possible and not permitting just a few to benefit from them.

Legal Lore

Two Cases With An Interesting Freight Rate Principle

Two cases have come under my attention recently which involve a fixed, but little known principle of law. This principle touches or could touch every shipper and receiver of goods and it therefore may be well to explain it a little.

CASE 1

"A commission merchant received a carload of goods by freight. The railroad company presented him with the bill for freight, which he paid. The goods were sold, the freight of course becoming a factor in making the price, and the commission merchant deducted his expenses and commission and remitted the balance to his principal. A week later the freight agent called him up and told him a mistake had been made on the freight. It should have been about $120 more than it was. The commission merchant refused to pay on the ground that it was the railroad's own loss. It had collected a certain rate from him, he had sold the goods and remitted on that basis, and had none of his principal's money in his hands from which to pay anything further."

CASE 2

"A jobber bought from a manufacturer twenty cars of merchandise, f. o. b. the seller's station, which mean that the buyer paid the freight. The railroad company rendered a freight bill which the jobber paid. Then he fixed a resale price, based on the freight among the other items of expense. He next went out and made binding contracts to resell the whole twenty cars. Before the goods were shipped the railroad company came along with a bill for $630.26 more freight, saying it had made a mistake. The jobber refused to pay on the ground that it was up to the railroad to know its own rates —*he* didn't know them, and after it had rendered him a bill which he had paid, it was too late, especially after he had resold twenty cars of goods on the strength of the bill rendered, to collect any more."

Judged by all the ordinary principles of justice and common sense, it would seem as if the railroad would have to stand the loss in both these cases. The mistakes were its own and it should not be allowed to throw the loss on an innocent shipper or receiver. Yet I was compelled to advise the clients in both these cases that they were responsible for the additional freight and would surely have to pay it. I was unable to convince them that there was anything fair or logical in this, and am free to confess that very frequently this principle of law works great hardship.

The principle is this: that it is of the highest importance that common carriers be held inflexibly to fixed rates, uniform to every shipper. So many and varied are the ways in which the uniformity of rates can be varied by guileful and dis-

(Continued on page 80)

Patterson Bros. Tobacco Corporation
OF RICHMOND, VA.



15c 15c

MATOAKA
Blue Ribbon
SMOKING TOBACCO
The best Patterson ever made
Exclusive Distributors Accepted in Open Territory on Liberal Plan



How we feel about
JOHN RUSKIN
Best and Biggest

2 for 15¢
8 cents each

The dealers' success—and ours—depends upon permanent trade. We'd both go out of business if we depended upon the fellow who shops around from store to store, from cigar to cigar.

Our first consideration, therefore, has been to make the John Ruskin Cigar so good that it will make permanent customers for ourselves and our dealers.

The record for "repeats" that this cigar has made proves that we have moved in the right direction. It holds the trade of every smoker who is seeking the "Best and Biggest" cigar on the market, at its price.

made by
I. LEWIS CIGAR MFG. CO.
Largest Independent Cigar Factory in the World
NEWARK NEW JERSEY

John Ruskin
BUILT BY HAND CIGAR

E. ROSENWALD & BRO.

Announce that they have purchased at the third and fourth sales by inscription in Amsterdam the following fancy parcels of Sumatra tobacco of the 1922 crop:

Third Sale

SENEMBAH MY/SCHLICHT

Fourth Sale

DELI BA MY/PADANG BRAHRANG

W & VS/DELI LANGKAT

S S T/CY

AMST. LANGKAT CO./WB

and various other marks

145 Water Street : NewYork City

Cleveland Dealers Having Good Run of Business

Steady, Profitable Trade Has Been On Tap for Past Weeks —Not Kind That Comes in Fits and Starts—Ever-Forward Movement Toward Success—Slot Machine on Trial.

CLEVELAND, Ohio, July 21.—Things are going along in very fair shape for local retailers. A steady, profit-making business has been on tap for the past weeks. This sort of business is not the kind that comes in jerks and spasms of alternating good and bad spells, but is that steady, ever-forward movement to the goal of successful trade. We like to see things come along in this way. Day in and day out the good cigarist, and none but good ones seem to be able to navigate during any sort of good shape, is assured of a very fair sized profit that though not exceptionally large in itself in comparison with some he may have once received, adds up to quite a respectable figure at the end of the month. A great help in arriving at this state of affairs is the fact that collections have, to a great measure, ceased to be a source of worry to the dealer. Collections all along the line are reported to be good. Deliveries also have ceased to be a fly in the ointment of good cheer and contentment in this grand business of ours.

Slot Machine War

Almost all cigar stores will be affected as regards the outcome of a law case in which the legality of certain slot machines is the issue.

No statute prohibits gambling devices of any sort but the fact that these machines give forth candy mints with each nickel inserted seems to bar the city's action in this instance in as much as the buyer gets something in value in return for the money invested. A lucky person may get "slugs" which entitle him to that much merchandise from the dealer in whose store the machine is located. The city, through Governor Donahey, has acted in now and demands that Cleveland follow the lead of a number of smaller cities and do away with the slot machines in this city. These machines have adapted themselves nicely to their surroundings and dealers will miss them. The result of the law case will be to settle the question for some time at least. Meanwhile the machines clink merrily along their untroubled way.

Novel Contest

We read where a very novel contest was held for smokers over in France the other day. All the winner had to do was smoke a cigar to the "bitter" end while the other fellows could get through with theirs. A M. Desaque smoked a cigar to the end in one minute and forty-eight seconds. The speed demon of the pipe section finished a bowl of Burley in five minutes and fifty-five seconds. The prize for slowness was awarded to a smoker who made a cigarette in thirty-seven minutes. Competitors were disqualified in this match for refusing.

Climbing On High

It happened to bump into Bill Oberfelder the other day. Bill sees to it that most of the local stores are supplied with nearly enough El Productos to meet requirements. I say "most stores," for it is a big job to get all stores—there is such a demand for this brand. I also say nearly enough," for they can't seem to get El Productos at the factory fast enough to fill all or every need of the various dealers. Guided in this territory by the A. L. Ehrbar Cigar Co., the good old El Producto is climbing the hill to success on high.

A Visitor

W. C. Heaney, representing the Consolidated Cigar Co., called on the local trade last week. Company with a representative of the Lewis Scrambling Co., local distributors of La Palina, this week, and was immensely pleased with the fine results that have been shown on La Palinas.

Reid Buys P. & A. Store

Robert Reid, formerly manager of the Cleveland Athletic Club cigar stand, has bought the Euclid-East 105th street store of the Pyle & Allen Co. This store is located very advantageously at the second busiest corner in the city and cannot but continue the same fine business it has enjoyed under the Pyle & Allen banner, now that it is under Bert Reid's control.

Selling Lots of Smokes

The city park refreshment stands are following through in good shape on a wave of warm weather that is sweeping towards them business of a very profitable sort. This year more than ever an enormous lot of cigars are being sold at each and every stand in all the city parks. Among the leaders when it comes to pushing a good cigar and getting good results with all the brands carried is the Washington Park stand presided over in great shape by Milton Mendelsohn. Milton lists as his leaders, Paramount, Reynaldo and Detroit Hand Made.

Joe Gets Back

Joe Klein, Clevelandite and exponent of Edgeworth tobacco, got back in town the other day after a short but very satisfactory cruise of the southern portions of this fair State. Joe was glad to get back, for he can rest up now after the terrible spell he had rushing around trying to get everybody fixed up with all the Edgeworth they needed and they surely needed an immense amount.—HERB.

Cigarette Consumption in China

WASHINGTON, D. C., July 25.—There appears to be a growing demand for American cigarettes in Hongkong, not only among the Chinese but the European residents, according to the report received by the Tobacco Division of the Department of Commerce from American Consul Webber, at Hongkong. Taking into consideration the South China market, which is chiefly supplied through Hongkong, the prospects for a steadily increasing trade in this article would seem to be very bright.

Imports Increase Rapidly

During 1922 the value of the cigarette imports into Hongkong increased 78 per cent over 1921. The United States supplied 59 per cent of these imports, North China 21 per cent, and the United Kingdom 16 per cent. Nearly all of these imports are intended for sale in South China, Straits Settlements and East Indian markets. The total imports of cigarettes into China has grown since 1919 from 7,854,482,000 to 9,982,754,000 in 1922.

Two Chief Factors

The cigarette trade in China, which has been developed enormously within the last few years, is today practically controlled by the British American Tobacco Co. and Nyang Brothers Tobacco Co. These two companies, which are in active competition, have perfected sales, advertising and distributing agencies in every town of any size in China, and are meeting with continuing success in increasing the consumption of their products. The purchasing power of the individual Chinese generally is extremely small. For this reason the bulk of the cigarette trade is in cheap native "Virginia" tobacco product manufactured in China.—LAMM.

Frank McCoy

Frank McCoy, 75, a retired wholesale tobacco pioneer here, died Wednesday night of last week, after a long illness at his residence at 646 Park avenue. Until five years ago Mr. McCoy was a figure in local tobacco commerce and long was head of McCoy & Co., one of the earliest wholesale tobacco and cigar houses in this city. He disposed of the business, and it later was taken in as one of the units of the present Consolidated Cigar Corporation.

Mr. McCoy was for forty-eight years a member of the Seventh Regiment, N. Y. N. G.

Porto Rican Cigars

Long Fillers

In Packages of 25

At $20.00 to $35.00

Sizes 4½—4¾—5—5½ and 6 inches

Jobbers Only

Porto Rican Scraps of the New Crop

Samples can be seen

MANUEL MADERA

130 Pearl St., New York



In addition to our large and well assorted purchases announced heretofore we have purchased at the Ninth Sumatra Inscription the following running lots:

DELI MY/C
DELI MY/LM
DELI MY/-/
SENEMBAH MY/TR/DELI

There is a shortage of serviceable light tobaccos and the supply will not be increased by the Fall Inscriptions. Manufacturers would do well to make their selections before the light tobaccos are gone.

MANUS, MULLER & CO.

Incorporated

152 Water Street (Corner Maiden Lane) **New York City**

bacco Growing in the Irish Free State

e Free State Commission on Agri- ire has issued an *ad interim* report, section of which deals with the Irish co growing industry. Definite rec- endations as to its development are held, so as not to prejudice any views Commissioners may form later, but opinion is given that tobacco grow- up to an extent of 2,500 acres, would ommercially practicable if either a al inducement were offered to the mer to use an Irish blend, or manu- rers were enabled to use home- n leaf to advantage in the mixtures market. A considerable amount of nce was taken from growers, man- urers, and other experts, and certain esting conclusions were arrived at. instance, it was shown to the satis- on of the Commissioners that the cul- on of the crop entails the employ- of much more labor than any other crop commonly grown in Ireland, provides an opportunity for employ- auxiliary to agriculture, during ds when there is slackness in general work, so that the crop is particularly le for small holders and it possesses dditional attraction of being a crop when cured and packed is not per- le, but rather improves with age, and atively cheap to transport to distant ets.

e evidence before the Commission somewhat conflicting as to the possi- of making use of Irish-grown to- in the composition of plugs, rolls, res and cigarettes. While manu- rers said only 10 per cent could be Sir Nugent Everard produced sam- of plug and roll containing a very larger percentage and asserted that ch as 50 per cent of Irish tobacco be used in some mixtures.

er all, the question is one for the of the consumer, but the Commis- s, recognizing the slowness of any s of change in smoker's taste, and ng that it is rather in the heavier ed mixtures Irish tobacco would be considered 25 as about the outside le percentage likely to be used for time. Calculating the total annual mption of tobacco home and for- n the Free State, and the average e per acre of home-grown, they ted that a crop of about 2,500 acres ıt might be commercially cultivated. uestions of cost of labor, duty on bacco, effect of competition of for- abor, preferential tariffs, etc., were nsidered and the suitability of the f Ireland for the growth of the was emphasized. It was admitted Commission that the actual grow- as now beyond the experimental but the difficulties of marketing and ng have to be overcome. These arise mainly from the reluctance of manufacturers to use a raw material which in the present condition of the smoker's taste might injure their trade, and the Commissioners express the opinion that if the experiments are to be continued until the possibility of commercial success is proved or disproved "it will be necessary to take very definite steps involving some loss of, or charge to, public revenue."

The Commissioners discuss some methods of subsidy and of fiscal concession, but they state that "in view of the probability that on several other phases of the agricultural question, the question of tariffs will arise, they do not feel justified in making any recommendations at this stage," but for the guidance of the Ministry in deciding what course they might adopt in respect to tobacco cultivation the Commissioners give the following opinions:

(1) That tobacco-growing can be made commercially practicable up to an extent of, say, 2,000 to 2,500 acres if sufficient inducement is provided either to: (*a*) The consuming public by way of lower retail prices for Irish blend; or (*b*) the manufacturers to enable them to make profitable use of home-grown leaf in the mixtures they put on the market.

In the case of (*a*) it is estimated that a total remission of excise duty on home-grown leaf would allow, on a 50 per cent blend, a reduction of, say, 3d. per oz. to the consumer in addition to a small extra benefit to the manufacturer and the retailer, and a paying price to the grower. Such a reduction would popularize "Irish" among those smokers who are not averse to a strong tobacco. The loss to the Revenue would amount to about £270 per acre.

In the case of manufacturers (*b*) a remission of part duty would induce them to buy Irish-grown for blending purposes, in quantities which would tend to increase as tastes developed. Hitherto the sole inducement, which proved ineffective, has been the hope of satisfying a demand stimulated by the sentiment for Irish produce. Having no substantial benefit to anticipate, and having to meet the competition of widely and cleverly advertised brands on equal terms, Irish manufacturers made no sustained effort to create a demand for Irish tobacco.

(2) Whether the remission of duty is total or partial, the grower, as distinguished from the manufacturer, should be relieved of all excise restrictions and regulations which at present interfere with the successful cultivation of the drop.

All this is very interesting, but after years of experiment what are the prospects of the industry so far as they depend on the efforts of the growers? We find that in the latest issue of the "Journal of the Department of Agriculture," Ireland, there is a short article by the Department's Tobacco Expert which is not encouraging from the point of view of those growers who, at much cost and trouble to themselves, have been for some years experimenting with a view to the establishment of the tobacco-growing industry in Ireland. It appears that while only a part of the 1919 crop has been disposed of not a pound of the 1920 or 1921 crop has yet been sold. A total of over 100,000 pounds of tobacco is still in the hands of the experimenters "for the reason that Imperial Preference has almost ruined the market for Irish tobacco and the experimenters are holding their tobacco in the hope that something may be done to relieve Irish tobacco growers from an impossible competition with the cheap labor of India and Africa." We have already referred in these columns to the attitude of the Free State Government in connection with the suggestion of the growers that some duty concessions should be made until the industry is firmly established. The question has again been before the Parliament of the Free State and the President gave little hope that anything will be done in the present financial condition of the country, but that the whole fiscal arrangements of the Free State are to be reviewed immediately, and until the report of the Special Commission which has been appointed for that purpose has been made no concessions can be given to any trade which is a source of revenue at present.

This is one aspect of the question of tobacco growing, but there is another equally if not more important. No industry can prosper without care and efficiency on the part of those engaged in it, and before tobacco growing can become general the growers must do much better than the article in the Department's Journal indicates. Last year 51 statute acres were planted altogether in Meath, Louth, Dublin, Offaly and Limerick. The estimated dry packed weight of tobacco harvested was 35,000 pounds. But in many cases the growers have themselves to blame for not having more satisfactory crops. The article says that 17 growers were careless, 15 were guilty of serious delay, and 11 of neglect. It is somewhat absurd to press upon the Free State Government the necessity of making fiscal concessions to aid the industry when such a large percentage of the growers are guilty themselves of serious remissness, neglect and lack of intelligence in the cultivation of the crop. It is the duty of the Free State Government to help forward home industries as much as possible, but no government responsible to the taxpayers and having due regard to the responsibility attaching to the expenditure of the taxpayers' money would throw money away in propping up or trying to develop any industry in which the people most vitally interested in its success exhibit such a lack of efficiency as is indicated in this report. The growers must help themselves.—*London Tobacco Trade Review.*

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

Mill-Factory and Main Office
NEW HAVEN, CONN.

-Salesrooms -

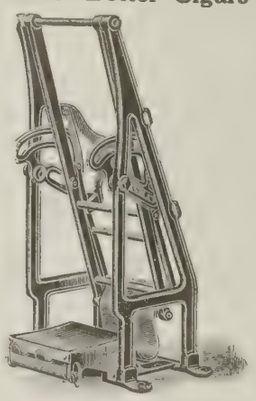
NEW YORK
25 W. 43rd St.

PHILADELPHIA
1215 Filbert St.

BOSTON
99 Chauncy St.

THE STANDARD BUNCH MACHINE

Will Cut Your Cost and Make Better Cigars



Patented

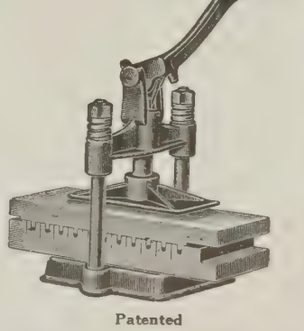
6,000,000 Cigars Daily

are made in the United States on the **Standard Bunch Machine.** Why not make yours on the machine that is used by the makers of the best and largest selling brands in the country. Put your cigars in the same class by using the **Standard Bunch Machine** which produces workmanship superior to hand work and makes a saving of 40% on Binders and 10% on Fillers.

Price $35.00 F. O. B. Detroit

Write us for particulars and free trial offer

THE
STANDARD SHORT MOLD LEVER PRESS



Patented

Features No Other Press Has

When pressure is released, the handle will remain up and can be operated with one hand. With our specially hardened springs, this Press will give all molds a positively uniform pressing, taking care of variations of thickness of the molds, and pressing the entire length of the mold, insuring an even pressure to all the bunches. Our Press weighs but fifteen pounds and occupies less space than any other press on the market.

One Mold Size, Price $5.00 each
Two Mold Size, Price $6.50 each
Net F. O. B. Detroit.

Worthy of its name—STANDARD. Almost indestructible. Different in construction. The most pressing power with the least effort. Adjustable in a few seconds.

STANDARD BUNCH MACHINE CO.
3960 Chene Street
Detroit, Mich.

Our HIGH GRADE Selections of the 1923 Crop of

PORTO RICO Tobacco

Are now Arriving and Samples are Ready for the Trade.

Our holdings are the choicest types of ***Inland Tobacco*** of the 1923 crop, which is conceded to be the best quality tobacco grown in many years.

DURLACH BROS., Inc.

181 Water Street New York City

Chicago Trade "Enjoying" Mid-Summer "Spurt"

While Some Are Complaining, Others Are Selling Goods—Credits Are Causing Considerable Concern—Collections Regarded as Poor—Some on Vacations, Others "On Job."

HICAGO, July 21.—Business is not rk and much complaining is heard nd the trade. We are going through h regular quiet business that comes n year about this time. Vacation time g here, many dealers feel the effect. lections remain very poor, and credits tighter and tighter all the time.

Talked About Credits

he cigar and tobacco division of the ago Credit Men's Assn. held their meeting Thursday at headquarters. lits received much attention during evening.

any familiar faces are missed from nd the counters these days. The are all away on their vacations. ral of the local salesmen are also beat," enjoying a quiet rest in some try nook.

Looping the Loop

thur Simpson keeps busy these hot . "Art" is the Loop man for the ral Cigar Co., and he is "some er." One can find Van Dyck, Robert ns, Bobbies and Wm. Penn cigars in he stores on his route.

Gaining New Grounds

Verso has not only regained its er popularity, but it is selling bighan ever for Steele, Wedeles & Co. r Manager John Christian and Wal- Fleckles, Diesel-Wemmer's sales here, are much delighted with the y demand for nationally known l.

Wodiska called again. While one e oldest cigar men on the road, Ed s with the bunch like a "country p." His Tampa made "Dulce" has d call here.

Featuring John Ruskins

Lewis Cigar Mfg. Co., of Newark, , is out with a brand new free offer e smoker. For each ten bands from Ruskin cigars and 59 cents in cash, .50 Auto-Filler Fountain Pen is . Large newspaper ads now feaJohn Ruskin and the free offer for gue-Warner & Co., who are the distributors.

Making Strong Appeals

ge Mozart newspaper ads again r, and the Consolidated Cigar Corp. ging a big advertising campaign on opular mild Havana. The ads say public, "Try Mozarts for a week atch." The way Clarence Hirsch- & Co., the distributors, send out rts is a good sign that thousands tried out the brand.

ther advertising campaign has been l by the Consolidated Cigar Corp. e Dutch Master cigar. Hundreds rge billboards now show Dutch r, "mild as a good cigar can be." brand has a wide city sales. ue, Warner and P. J. Rubey Co. e Dutch Master distributors.

Making Successful Efforts

rge W. Stocking spent several here calling on the local buyers. mes & Elson, local wholesalers, ute Don Sebastian to the Chicago George says that in the Buxr Co., of Milwaukee, Arango & o have a fine customer for the ian cigar. I understand it has laced all over the Cream City.

A Good Repeater

. Oakes is greatly pleased over y La Estrella cigar is repeating. trella, a Java wrapped from the Vest factory of the E. H. Gato Co., is "stepping fast" these days.

Going Ahead Well

D. Fleak, sales manager for the o Products Corp., was at local arters for a few days. W. D. F. a number of states and reports aders, Natural and Melachrino cigarettes, as both ahead of last year's sales.

Dulce and Perfecto Garcia, clear Havanas, are strongly featured by Bloom & Friedlander, who are popular Northside retailers.

Back from Fifth City

Doc Rosobro has returned from Cleveland, where he closed an important connection for the New York-Tampa Cigar Co. Doc left our Windy City in haste with Fred Davis, head of the New York-Tampa Cigar Co., as the deal was of such value, that he wanted Fred along.

"De-light-ful"

A very fine new Helmar cigarette ad appears on the billboards. "De-light-ful" is Helmar, a pure Turkish cigarette.

Some Notable Successes

Harry Friedlander, one of the best known cigar salesmen in Chicago, has connected with the Wm. J. Seidenberg Corp., and will cover the North side of the city. Harry will feature Pancho-Arango, made in bond, and Virginia Lee, mild Havanas. He was formerly with F. Vega & Co., of Detroit, and did much to bring the Las Vega brand to the front here. The Miles Cigar Co., 28 East Monroe street, has closed with the Wm. J. Seidenberg Corp. to feature Casa Del Rey, made in bond cigars. The opening order for eight sizes, nothing less than a 3 for 50 cent size and up to 50 cents straight will arrive shortly. The individual box business of the Miles Cigar Co. is one of the largest in the city, and their customers are among the city's wealthiest. They also feature Pancho Arango in 20 sizes, Du Belle in 6 sizes, both made in bond, from the Wm. J. Seidenberg Corp. Charles the Great from Salvador Rodriguez and Francisco G. Bances from the Preferred Havana Tobacco Co.—H. L. H.

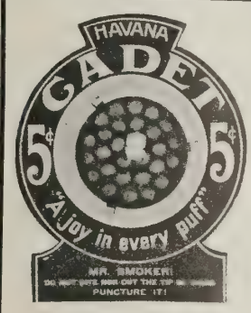
Rules Against Cigar Company

WASHINGTON, D. C., July 24.—The King-Ferree Co., Inc., a cigar manufacturer of Greensboro, N. C., is ordered by the Federal Trade Commission to discontinue the use of misleading legends in connection with the advertisement and sale of cigars manufactured by the concern in Greensboro.

The Commission's order specifies that the King-Ferree Co. must cease and desist from using the word "Vantampa" alone, or in combination with other words, in brands, labels or legends on cigars, and the containers thereof, manufactured by it in Greensboro, N. C., or any other place than the City of Tampa, Fla., or the Tampa district, so-called, unless if the cigars in fact are not made in Tampa, Fla., or the Tampa district, such word or words are followed by words in type or lettering equally conspicuous with the word "Vantampa," which state the true place of manufacture.

Regarding Dealers' Records and Returns

WASHINGTON, D. C., July 23.—LeRoy Rogers, head of the Tobacco Division, and M. F. Snider, of the Bureau of Internal Revenue, were in Richmond, Va., last week, where they held conferences with the Collector of Customs and with members of the Tobacco Growers' Cooperative Association in regard to their records and returns as dealers in leaf tobacco to cover the next crop season.—LAMM.





"A Joy in Every Puff"

HAVANA Cadet CORONA 5 CENTS



Havana Cadet as seen in the Sky and on Earth



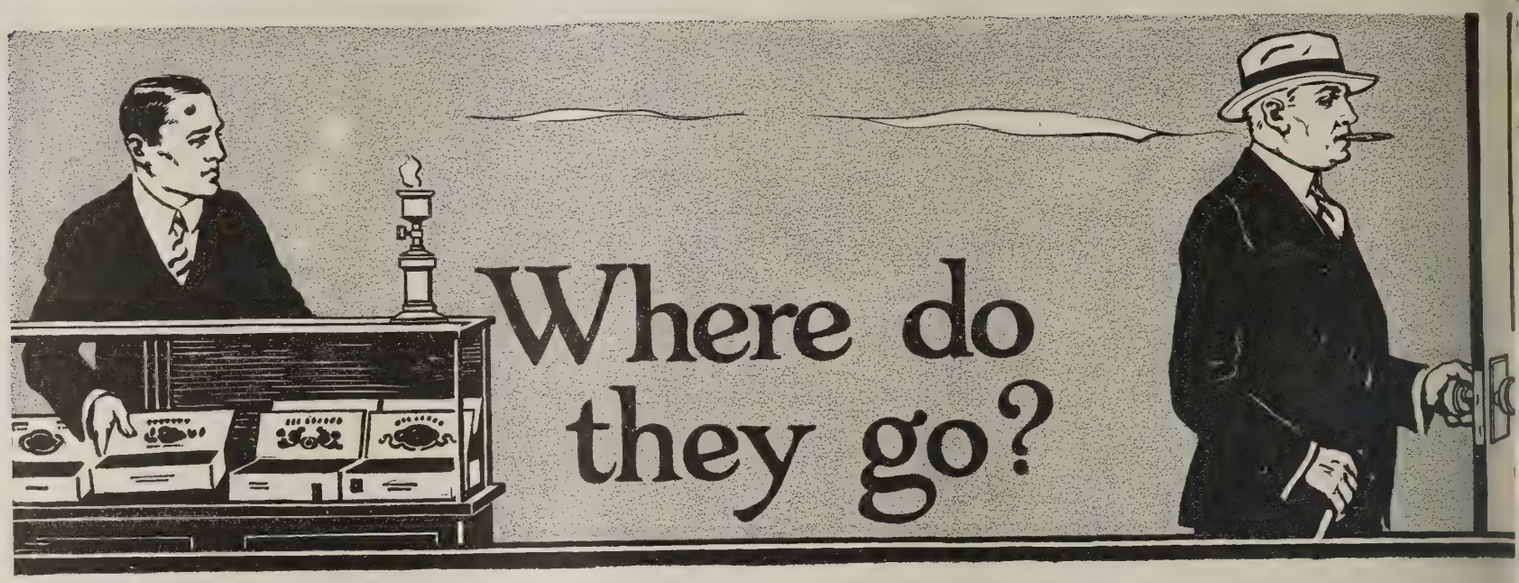
GUARANTEED HAVANA FILLED. IT HAS NO EQUAL

Manufactured by

MANCHESTER CIGAR CO.

YORK, PA.

R N. PARIS
Sales Manager



—the smokers who never come back

IF you have ever stood behind a cigar counter as salesman or owner you have probably asked this question before.

Why is it that some smokers never come back?

Your store is well located—it is clean—you and your clerks are appreciative of trade—your stock is well kept—you are always on the job—and yet, some of your customers never come back.

* * *

Do you remember the new customer to whom you sold a box of "FLOR DEL MORTS" last week? Did you really expect him to come back for more?

Recall the day when the new manager of the street railway came in—you sold him a pocket full of "EL PROFIT GRANDS"? Why *should* he ever come back?

And Judge Fairway. First time in your store. He asked for "a *good* cigar" and you persuaded him to try the "FLOR DE HASBEEN". No—he'll hardly come back again. Can you blame him?

* * *

Some smokers don't know a good cigar from a poor one—but *most* smokers do.

When they ask for "a *good* cigar" there is but one safe thing to do—give them a *good* cigar.

* * *

It is the policy of this company to make Better Cigars and make them Better Known. It is a policy which should have your whole hearted support for Better Cigars Better Known produce but one result—Better Sales, Better Profits and smokers who *do* come back.

Better Cigars
Better Known

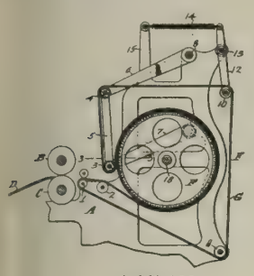
HARVESTER
DUTCH MASTERS
MOZART
EL SIDELO
ADLON
44
HENRY GEORGE

CONSOLIDATED
CIGAR CORPORATION
Hechscher Bldg 5th Ave. at 57th St.
NEW YORK

Patents Recently Granted

By U. S. Patent Office

No. 1,461,122. Tobacco-Leaf-Booking Drum. Graham H. Jackson, Newark, N. J., assignor to Universal Tobacco Machine Company, New York, N. Y., a Corporation of New York. Filed March 3, 1921. Serial No. 449,548. Four claims.

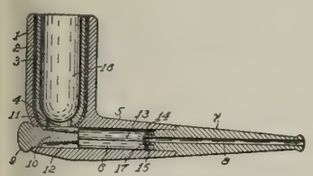


1,461,122

In a tobacco leaf booking machine the combination of a booking belt, a pair of spaced heads, a shaft on which the heads are mounted, a continuous web of rubber forming a leaf receiving surface supported by the heads and free to yield away from the belt between the heads as the thickness of the book increases.

* * *

No. 1,461,126. Tobacco Pipe. Floyd E. Lasure, Waukesha, Wis. Filed March 8, 1921. Serial No. 456,453. Three claims.

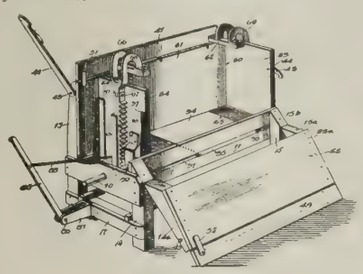


1,461,126

A tobacco-pipe comprising an open bowl and a tubular stem in communication therewith, the base of the bowl having an opening in communication with the bowl and with the bore of said stem, a removable plug in said opening grooved longitudinally to control the communication between said bowl and the bore of said stem adjustably, said bowl being composed of different materials arranged in concentric layers.

* * *

No. 1,461,491. Tobacco Packer. Olaves R. Matson, Columbus, Wis. Filed May 23, 1921. Serial No. 472,014. Twenty Claims.



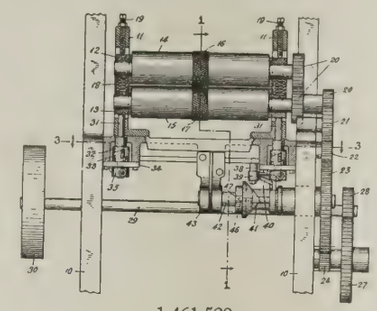
1,461,491

In a press of the character described, a frame, a press box carried by the frame and including a movable end wall, a follower, means for applying pressure to said follower comprising a stationary unit including a rack, and a movable unit carried by the movable end wall and including a rack, common operating mechanism for the units including a rotatable shaft, a pinion fixed to the shaft and engageable with the rack of the stationary unit, a pinion splined with the shaft and engageable with the rack of the movable unit, and a crank for operating said shaft, and means for operating the movable end wall.

In a press of the character described, a frame, a press box carried by the frame and including side walls, a stationary end wall, a movable end wall, a bottom wall having a movable section connected with the movable end wall, and means for operating said movable end wall and said movable bottom section including an operating lever and a connecting rod between said operating lever and said movable section.

* * *

No. 1,461,529. Tobacco-Leaf Machine. Graham H. Jackson, Newark, N. J., assignor to Universal Tobacco Machine Co., New York, N. Y., a Corporation of New York. Filed Dec. 24, 1921. Serial No. 524,675. Seven Claims.

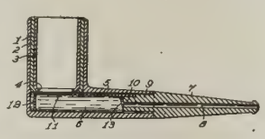


1,461,529

In a tobacco leaf-treating machine, the combination of stem-treating rolls and means for automatically moving one of said rolls out of operative relation with the other at a predetermined point in the treatment operation.

* * *

No. 1,461,127. Tobacco Pipe. Floyd E. Lasure, Waukesha, Wis. Filed Nov. 26, 1921. Serial No. 517,964. One Claim.

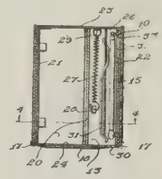


1,461,127

A tobacco pipe, comprising a bowl having a longitudinally hollowed stem, and having an elongated passage in its bottom effecting communication longitudinally with the hollow of said stem, a longitudinally orificed mouth-piece having an end diminished terminally with its diminished part removably and rockably mounted in the hollow of said stem terminally, and a scraper in said hollow consisting of a bar narrower than the said elongated passage, having one end formed into an elastic split-ring to be engagingly secured removably upon the inserted diminished end of said mouth-piece to be rocked or moved slidably therewith, and having its other end bent angularly, shaped to fit the walls of said hollow and positioned in said hollow at one end of the said elongated passage unobstructedly.

* * *

No. 1,461,146. Match Box. Joseph A. Hey, Decatur, Ill. Filed Sept. 3, 1921. Serial No. 498,432. Two Claims.



1,461,146

A match receptacle comprising an open box, a casing and a cover; said box being provided with a channel along one side wall therof, a longitudinal slot being provided in the side wall adjacent to said channel, said slot opening into said channel, a projection on the side wall of said casing reaching through said slot into said channel, the end wall at the opposite end of the box in respect to said projection having an aperture, yieldable means in said box adapted to partly close said aperture, a tension spring inserted in the length direction of the box between the bottom of said box and the bottom of said casing, and securing means for each end of said spring for attaching said ends to said box and said casing respectively.

(*Continued on page* 80)

ANNOUNCEMENT

You can now **BUY or RENT** latest improved Liberman Power Scrap Bunch Machines—illustrated at the right.

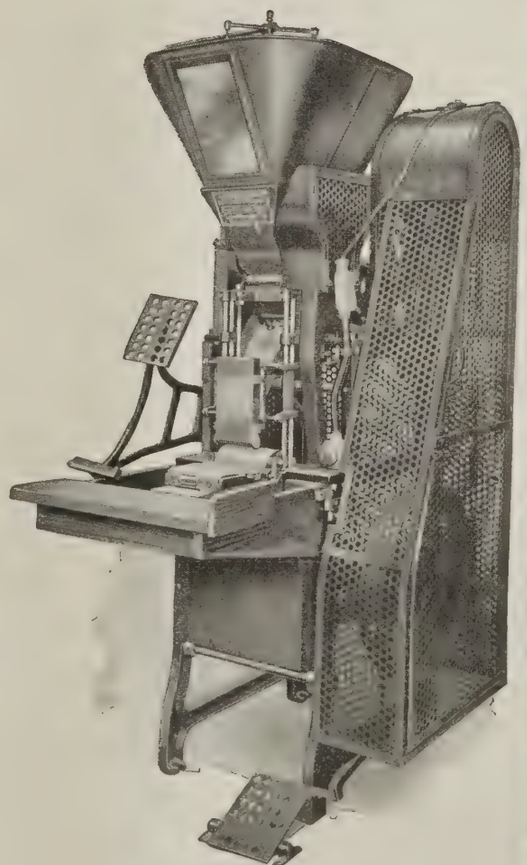
The work they are now doing in many high grade cigar factories PROVES that they:

1. **Make Perfect Bunches** of any size and shape, out of any size scrap, large and small together, always evenly distributed.

2. **Enormously Increase Production**—4,000 to 7,000 Bunches Daily according to speed of operator.

3. **Save Binder** enough to more than pay for the machines.

4. **Have no complicated mechanism** — requiring no mechanic to adjust and keep in order.



Full Particulars on Application

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PHILADELPHIA, U. S. A.

TOBACCO
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NEW YORK, THURSDAY, JULY 26, 1923

THE CONQUESTS OF THE PIPE

The pipe is a most remarkable social phenomenon of all time. Since early prehistoric times it has been a firm favorite of mankind. At a very early period in man's history the benefits and charms of smoking were discovered and appreciated by men. They found it an instrument of peace and solace, an instigator of thought and dreams, and, above all, an agent of harmony and social happiness.

The pipe has had a long and eventful history. Starting from very crude beginnings, it has passed through clay, stone and metal ages to its present high estate in rare woods, meerschaum, and composite materials. The history of civilization and esthetics, of art and industry, can be pictured by the development of the smoking pipe.

Contemporaneously with the evolution of the pipe, there was a series of changes in smoking mixtures. Men of the Stone Age appear to have smoked the leaves of common herbs, just as is done in some countries today. In early historical times, aromatic gums and spices burnt on charcoal in little vases and dishes were used. Then in America and in Asiatic countries, as well as in parts of Africa, indigenous tobacco plants were used for smoking. After the discovery and exploration of America by the Spaniards, we have seen how Europe and subsequently the whole world, fell under the spell of world conquering Virginia leaf.

The great popularity of tobacco smoking and its intense social and good-fellowship actions have at all times made it bitter enemies who have raised many a rumpus in their endeavors to have smoking prohibited. The world, however, is too wise to hearken to their howlings and goes on smoking more and more, fully confident that the teachings of history and present day experience show that tobacco smoking is not only a pleasant habit, but is also one which is beneficial to body and soul.

Many of the greatest statesmen, clergymen, medical men, artists and scientists have been great smokers all their lives. Artists like Franz Hals, Hogarth, Meissonier, Gerome and others have painted masterpieces representing smokers and smoking customs of their times. Poets have sung the praises of tobacco and tobacco pipes in many magnificent lyrics and there have been splendid sermons preached on the value of the pipe of peace and the importance of settling misunderstandings around a festive smoking table. table.

Thackeray, Charles Lamb, Tennyson and many distinguished writers have sung the praises of the pipe and Bulwer Lytton wisely said:

"He who doth not smoke hath either known no great griefs, or refuseth himself the softest consolation which comes from Heaven."

These virtues of the pipe were so well realized in Europe in the early days of tobacco smoking there that smoking clubs for men, and others for women, were organized, and were among the best places for social gatherings. Today the smoking rooms in clubs, homes, hotels, and steamers have supplanted the smoking clubs and are carrying on their work in an enlarged manner throughout the world on land and sea.

Naturally, the great growth in the popularity of smoking has enormously benefited the tobacco industries. Today these are world wide in extent and of an immense aggregate value. They are progressive industries and are everywhere in a most flourishing state. Unlike other great industries they are generally influenced by the economic conditions of the times, because of the high social value set upon smoking; men, no matter how depressed by the state of business, will not forego the pleasures of the pipe.

Great has been the role of the pipe in the history of civilization, great are its powers today; but it is easy to foresee that in the immediate future it will obtain a far more brilliant status in bringing about peace and good will throughout the earth and in promoting the brotherhood of man.

VALUE OF TRADE MARKS

A well-known cigar manufacturing concern, which is producing about 100,000,000 cigars a year, carries its good will and trade marks at $25,000 in its balance sheet. The company paid the original owners $300,000 for the trade mark. One of the officials estimates that the trade mark is worth several million dollars, and in fact offers of very large sums have been received from other tobacco concerns. There is hardly any prospect that the trade name will ever be sold; nevertheless as illustrating the lengths to which banking precaution sometimes goes the purchasers of a recent bond issue of this company had a provision inserted in the indenture that in case the trade mark should be sold the proceeds of the sale shall be paid to the trustee under the indenture for the benefit of the bondholders at the then callable price.—*Wall Street Journal.*

This gives one a pretty fair idea regarding the value of trade marks, or trade names. Of course, trade marks or trade names are made more valuable in proportion to the amount of publicity given to a brand, provided it is based on merit.

PROFIT BY EXPERIENCE

The resolution passed at the last meeting of the directors of the Dark Tobacco Growers' Association, prohibiting a director of the Association from holding a pay position, will meet with the full appreciation of all thoughtful members.

Perhaps it is wise that this move has been made after the association management has had a chance to get its feet solidly on the ground, toward the end of the first year's operation. It is certain that experience has taught the directors, managers and members of the big tobacco pool many things that will aid in the orderly and efficient handling of future crops as well as simplifying the methods of future business procedure.

Realizing as we do the tremendous job that faced the management when they took charge of the association's affairs last November, the *News-Democrat* feels that every tobacco grower as well as every citizen of the dark district is under lasting obligations to the men who have so successfully met the perplexing problems involved in handling the first year's operation of the association.

That economies in operation and improvements in methods of grading, handling, etc., w be made as time passes, goes without sayir One of the chief needs of the association is intelligent survey of the entire district, with t idea in view of reducing the number of rece ing warehouses to the lowest possible number, adequately handle the crop. Every receivi house that could be dispensed with puts an u necessary tax upon every member of the orga zation. Questions such as these should be n with intelligence and courage by the men w are responsible for the administration of association's affairs.

The fact that a considerable share of the 1(crop remains to be sold is in no sense the fa of the association management. The distr produced more of certain grades of tobacco th the market would absorb and the co-operative performing one of its chief functions in wi holding this surplus from the market. Un the old plan, this surplus tobacco would h materially lowered the selling price of the ent crop. In avoiding that condition, the asso tion is proving beyond question its value growers.

The *News-Democrat* welcomes the second tribution to association members. It has tal courage and confidence and confidence patience to put this great organization upon way to successful operation. That its princi are founded upon correct business proced and that it will bring financial salvation to tol co growers has been amply proven by its h dling of the 1922 crop.—*Paducah (Ky.) Ne Democrat.*

"BE YE NOT DECEIVED"

A Bible verse says, "Be ye not deceived." us not be too credulous. Unfortunately, press devotes much space to criticising var elective officers, both state and national. Ho criticism is a good political disinfectant. Mis laneous criticism is mostly political propaga It has often been said (but will bear repetiti that the "outs" seek to get in and the "ins" to stay in. That is about true.

In the meantime, those of us who have he and opportunity to work need have no appre sion as to the future of the state or nation. as level-headed, industrious citizens of United States are largely in the majority. are not noisy, but in stress we can be depe on.

You will remember the story of the man sold a carload of frogs to be used by sev restaurants. After employing all the men boys in the county to obtain the frogs, he less than 100, and when asked the reason he so many more than he had, he said: "I so carload of frogs on the supposition, from noise they made, there was no end of 'em."

Let us not take the noise we hear too serio Our main effort is to make a livelihood, rear families and do right by our fellows; and so as we are not too much concerned about far wrongs our country will continue to be a place in which to live.—*F. D. U. in Erie road Magazine.*

TOBACCO FIELDS AFTER HARV

There is no doubt but that our fight ag tobacco insects and diseases is harder and expensive and our losses greater when we d kill our tobacco stubble soon after the cr harvested. To allow suckers and sprout grow after the harvest—is not this just wha would intentionally do if we wished tobacc sects and diseases to multiply and live ove winter in greater numbers and prey upon next year's tobacco crop? No matter what rotations may be, we should prevent the fu growth of tobacco when the last of it goes the barn. If we don't do this and the to continues to grow, then we are permitting farms to become feeding grounds for the emies of tobacco and giving them opportuni multiply and increase our future losses.— *gressive Farmer.*

The Practical Fermentation of Connecticut Leaf Tobacco in Bulk

Sweating Is Done in Wooden Cases Holding About 300 Pounds—Crop Loses from 10 to 14 Per Cent in Process—Operation Largely Chance — Objects Sought Through Fermentation—To Develop Desirable Taste, Aroma, Grain and Style.

By MARCUS L. FLOYD
Tobacco Expert, Abstract of An Official Report to Division of Soils, U. S. Department of Agriculture

HISTORICAL reviews show that the quality of the tobacco grown on the present tobacco soils of the Connecticut Valley has probably not been materially changed in the last fifty years; that the yield per acre has increased considerably through improved methods of cultivation and more judicious fertilization, while the average price per pound is about as high at present as it has been for a considerable time.

Investigations of the soils of Connecticut and climatic conditions during the actual growing season and comparisons with similar data obtained in Sumatra, Cuba and Florida seem to indicate that a type of leaf could be produced which would be more acceptable to the trade and bring a higher price per pound.

Fermentation Procedure

Fermentation of the leaf is usually managed by the packers and not by the farmers. The sweating is done in wooden cases, strongly put together, holding on an average about 300 pounds of tobacco. These cases are not tight, but have a space of one-half inch between the boards. A good crop in sweating loses from 10 to 14 per cent of its weight, and there must be sufficient ventilation to allow this moisture to escape. On the bottom of the box is put a layer of top leaves, or seconds, as the outside leaves not sweat readily. The leaves are well shaken out and packed with the butts outside and tightly pressed down to exclude the air as much as possible. The tobacco is piled into the box and pressed down with a moderate pressure and then the top of the box is nailed on. The cases are then marked and piled up in the warehouse, in rows 3 or 4 boxes high, for the sweat. Twice at least during the season good packers turn the boxes upside down and put the top boxes at the bottom.

Even Temperature

Tobacco is cased in the fall and winter and remains through the next summer. The temperature of the warehouse is quite even during the winter. After the summer's sweat, the operation is finished and the cases are opened and sampled. This is done one year after the tobacco was harvested. The tobacco is returned to the case without breaking bulk after the sampling and remains in the case until it is wanted by the cigar manufacturer.

The whole process of fermentation in this operation is largely a matter of chance. It is not controlled, the temperature is not taken to note the progress of fermentation, and nothing is done except to maintain the temperature of the room moderately uniform during the winter months. Sometimes the fermentation is overdone and at other times it is underdone. There is a strong feeling among the more intelligent growers that more information is needed upon the changes which take place in order that these may be carefully controlled.

Chemical Changes Sought

There are objections to the case method of fermentation. The object is to induce certain chemical changes in order to eliminate undesirable qualities in the cured leaf; to develop desirable taste, aroma, grain and style; to secure uniform and desirable color as well as to make the leaf thinner and more elastic.

By the case method of fermentation, the kinds of tobacco are lapped for about one-third their length and the desirable color and grain have been developed chiefly in this portion, and for good cigars. The rest of the leaf may be poorly fermented, sleek and glossy, without grain or style, and is suited to lower quality cigars. The color of the leaf is also far from uniformity. The process requires from six to nine months from the time the tobacco is cased. Tobacco packed in December does not begin to ferment until the warm weather of the next summer, and lies in the warehouse for months in an inactive condition, subject to changes of winter and spring weather, with much warm, damp and foggy atmospheric conditions, which are liable to develop rot and mold of several kinds. There is always much uncertainty when the tobacco is ready to be sampled, as to whether it will be found sound and to the degree of fermentation it has undergone. There is also the certainty that the outside layers of tobacco in each case will not be fully fermented. All this represents a loss to the farmers. The cost of storage, insurance and loss of interest on the investment is large.

Bulk Sweating

The method of fermenting in bulk as practiced in Florida, with some modifications, was tried in Connecticut. That method is carried out essentially as follows:

The leaves are assorted as they are stripped from the stalk into three grades, bottom, middle and top leaves, simply to give each the fermentation adapted to the grade of tobacco, the final assortment and close grading being made after the fermentation when the colors are properly developed and well set. For this method of fermentation the hands as originally made up should be tied with string and not with leaves.

The light, thin tobacco of the bottom leaves, which needs but little curing, should be put in small bulks of from 3,000 to 6,000 pounds. The medium to dark leaves from the middle of the stalk should be put in bulks from 8,000 to 10,000 pounds, because more fermenting is required for the dark tobacco. The top leaves, which in Florida would be classed as fillers, should be put in bulks of from 10,000 to 15,000 pounds, as they need thorough fermentation and the larger the bulk the greater is the heat in the pile. In fermenting a large crop, the first grade to be handled is that from which light wrappers are to be obtained, then the dark, heavy grade and lastly the fillers.

Atmosphere Should Be Kept Moist

A platform should be provided, raised 3 or 4 inches from the floor, with bulkheads at either end, the whole being covered with burlap. When completed the bulk should be 6 feet high and about 6 feet wide and 12 feet long—the width and length, however, depending upon the quantity of tobacco to be handled. The fermentation should be carried on in a room in which the temperature can be maintained uniformly between 75 and 85 degrees Fahrenheit, and the atmosphere should be kept quite moist. This can be done best with steam pipes.

The bulk is built up and manipulated in the following way: Some trash tobacco is made quite wet by sprinkling and put in a pile in the fermenting room and covered with woolen and rubber blankets. After 24 hours, the pile should be turned. The water should all have been taken up by the leaf and the leaf should have become quite pliable and warm. The pile then remains covered for two or three days, when it should warm up rapidly.

Treating Heavy Dark Wrappers and Fillers

The heavy dark wrappers and fillers will need to be put in order or cased down if not already sufficiently moist and pliable. To do this, dip the butts in warm water for about 2 inches above the tie leaf or string and shake well. The tobacco is then put into cases or into a pile and covered and allowed to stand 24 hours to draw or absorb water. No water stains should be apparent if this work is properly done. The light wrappers should not be dipped in this way, as they should be fermented with the least possible amount of moisture. They can be brought into order by exposure to the damp atmosphere or by interbedding with layers of the hot fermenting trash.

Start the bulk with a layer 8 inches deep of the hot fermenting trash. The good leaf is put on this in layers, pressed firmly down by hand, but without any other pressure. As the bulk is 6 feet wide, each layer will require several laps, as the hands are put down in the way shingles are put on a roof. No mark or damage will occur where the butts rest on the lower leaves when the fermentation proceeds normally. When the bulk is 6 feet high, it is well to cover with a layer 6 inches deep of hot fermenting trash and then cover the top and sides with woolen, and if possible, rubber blankets to prevent the tobacco from drying out. The temperature of the room should be maintained at from 75 to 85 degrees Fahr., and the atmosphere kept moist with escaping steam.

The bulk should remain from 3 to 6 days, according to the condition of the tobacco and the rapidity of the fermentation, when it should be turned or rebulked. In judging of the progress of the fermentation, it is very helpful to know the temperature, at least in the middle of the bulk. In the light wrappers, the temperature should reach about 120 degrees Fahr., when the bulk is ready to turn for the first time. The fillers require a much harder fermentation and the temperature should reach between 130 to 135 degrees Fahr. Temperatures can be read from an ordinary thermometer inserted into the middle of the bulk through a hallow bamboo or other tube; but a much more convenient way is to use an electrical thermometer.

Shifting the Bulk

The bulk is turned in this manner: Six or eight cases should be filled with tobacco taken from the top of the bulk and then set to one side. Then take tobacco from the old bulk and lay a foundation for the new, continuing until the bulk is about half removed. Take the tobacco from the 6 cases first removed from the top of the bulk and put on the new. Refill these cases with the tobacco from the center of the old bulk, again setting these on one side. Proceed to take the remainder of the old bulk and put on the new until the old bulk is entirely removed. Then take the six cases that were moved from the center of the old bulk and put this tobacco on top of the new. Thus the top and bottom of the old bulk have become the center of a new one.

The dark heavy wrappers and fillers may need reordering before the fermentation is completed. In that event, they are dipped and put aside for 24 hours before rebulking.

The short top leaves, when properly fermented make fairly good fillers, and it is possible to pick the trash for the heavy-bodied leaves and ferment them to produce filler goods. Such work has been shown to be profitable when the fermenting is skillfully controlled.

CIGAR LABELS



CIGAR BANDS

HIGHEST QUALITY SPECIAL PROCESS

Sole Distributors for

New Model Cigar Banding Machines for Ungummed Bands

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257 West 17th Street New York

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Highest Grade

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Backed By Thirty Years' Honest Cigar Making



LAWRENCE BARRETT

Wrapped With Finest Quality Sumatra Havana Filled

D. EMIL KLEIN CO., Inc.

438-440 E. 91st STREET, NEW YORK

San Francisco Dealers Make Strange Complaint

Assert That It Is Difficult to Put Over Even a Superior Article Without Stamp of Big Advertising—Small Manufacturers Must Face Issue—Keeping Tabs on Costs.

SAN FRANCISCO, Cal., July 17.—The complaint is frequently made by the smaller manufacturers, and just as frequently it is asserted by retail dealers, that we have no longer tobacconists in the trade, and even very few salesmen; and that for this reason, it is very difficult to put over even a superior article that does not bear the stamp of big advertising. That we have only clerks, capable of handing out goods and making change. We may as well face the fact that there is a world of truth in the charge; but when that admission is made, it is an admission that applies to practically every line of modern endeavor. The wise thing is to meet the situation frankly, and to realize that the small dealer or the small maker must face this situation. And it is up to him to use more individuality, more ingenuity and produce more of excellence, than can be expected from the mere hired man of a larger concern. He must of necessity build by patience and excellence, just as the local tailor builds his personal clientele amidst a flood of hand-me-down clothing, some of which has a national reputation for excellence. That this can be done is evidenced by the fact that it is being done, and how? Speaking generally, it consists in understanding the limitations of circumstances and fitting selling and advertising methods and efforts exactly to those limitations. The big problem in business is fitting advertising to the quality, quantity and circumstances involved.

Testing an Advertising Stunt

The San Felice distributors, Jos. Rinaldo & Co., are testing out an advertising stunt of this kind that will be followed with interest. Running through an entire year, certain windows will carry San Felice advertising a certain number of days each month, and the results will be followed up and checked up. The results of such advertising must be accumulative. Mr. Rinaldo is keeping track of the increase in calls for the San Felice not only in the stands where the advertising is placed, but in neighboring stands; and so far calls have registered in stands that before were not carrying the cigar. Mr. Anthony, who carries a window on Market street, testifies to the very material increase in calls. That, he says, is the only way to advertise. Just a shot now and then, and not followed up, he says is money thrown away.

Know How to Hold Their Own

The Anthony stand represents the small group of small fry who know how to hold their own. And back of it, one discovers a reason. The proprietor keeps posted on the exact cost of leaf, the amount necessary to a thousand cigars, the cost of wrappers, the waste, the cost of containers, the revenue; so that he can estimate with reasonable accuracy how much margin a maker or jobber must have to put over an honest quality of cigars. It is hard to fool a dealer who intelligently informs himself of the cost and conditions of making the goods he handles; and particular customers soon find it out, for he can always give a reason.

Necessary to Carry Melachrinos

The Melachrino is one of the advertising fraternity of San Francisco that is keeping everlastingly at it through the daily press. Of course it is a necessity in every stand.

One of the prosperous stands of the city is that of Abe Charnack. It is well located at the corner of Battery and Bush streets, and made attractive by outside advertising and inside appearance. Mr. Charnack has an excellent run of high-class cigars.

Joe Thorpe, corner of California and Kearny streets, finds business as good as the season will permit. But regardless of season, he says that increase of sales is not by any means equaling the increase of overhead in rent and wages and every thing else, not balancing the constantly decreasing margins, so the chances of pulling down any plums in the cigar stand business grow less every day.

Harry Bercovich, president of the H. Bercovich Cigar Co., says that as their stands appeal to the better class of trade, and these are the fellows who take the summer vacations, they notice quite a difference; but it is not a matter for discouragement, for these customers always make good when they come back.

G. W. Webb, who recently made the south part of the state, and is now making Humboldt County with his J. M. Martinez cigar and Webb's Hand Made, has been finding the outside trade in very good condition.

Good at All Points

John W. Glenn, factory representative of Seidenberg & Co., reports that the Northwest has come back in very good shape, and Los Angeles of course is always giving joy to the jobber. The last six months have been the biggest on Roi Tan.

Finds Encouragement

Leo Michael, vice-president of the Tobacco Products Corporation is busy in his office at 24 California street, rounding up the Products interests. He finds Pacific Coast prospects encouraging.

Harry Sklute, formerly salesman for H. L. Judell & Co., is in the city rounding up old acquaintances. He has a very prosperous cigar, soft drink, confection, news, etc., stand in the stage depot at San José, and is ordering supplies.

In the Political Arena

Adolph Judell, secretary and treasurer of H. L. Judell & Co., has his hat in the ring for Supervisor. When he is elected, the tobacco trade all know they will have a friend in office who will see that they get a fair deal. Mr. Judell has always kept well in touch with city affairs. He was commissioner of public works for seven years under the Rolph administration, having resigned in 1919 to give his attention to his present work. As an engineer of many years experience, he will be a valuable member of the Board of Supervisors.

Pleasure and Business

Bernard Schwartz, head of the Bernard Schwartz Cigar Corp., of Detroit, Mich., is enjoying an extended vacation at Long Beach, where he is enabled to keep in touch with the local leaf market. The Bernard Schwartz Cigar Corp. has recently taken over the factory of F. Vega & Co., manufacturers of Las Vegas, at Detroit, which will, in future, be run as a branch of the Schwartz Corp.

RED EDGE WOVEN STANDARD WOVEN CABLE CORD VULCANIZED

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Burley Men Visit East Tennessee

LEXINGTON, Ky., July 23.—Vice-Presidents James N. Kehoe and Bush W. Allin and Chief of the Field Service William Collins, of the Burley Tobacco Growers' Co-operative Association, last week visited the eastern Tennessee territory where Burley is grown, and called on the bankers and leading business men of Knoxville and Johnson City, with a view to having them understand the plans and purposes of the Burley co-operative and what it actually has done for the Burley growers in the past two years.

Both Kehoe and Allin are bankers, as well as tobacco growers, and they called on the bankers of Knoxville and told them something of the work of the association. The Tennesseans were invited to send to Lexington committees of their men to report back to them what they may learn at first hand of the Burley co-operative's operations, the Kentuckians agreeing in advance to abide by the report that might be made by such committees.

Business Men Interested in Warehouse

The visitors learned that the Austin interests at Greeneville had interested Knoxville business men in a plan for a new $75,000 looseleaf house and that the business men for that reason were not inclined to look with favor on the co-operative plan this year, but some of them are for it and interested in it. At Greeneville the situation is said to be simply one in which the speculative interests are endeavoring, and so far successfully, to keep the growers and business men generally from learning the truth about co-operative marketing. It is learned that growers have been told that the expense of marketing in the association was $2.58 a hundred pounds, while as a matter of fact it was $1.54 a hundred, and this included the payments on the warehouse properties, which at the end of five years will be owned by the growers who are members of the co-operative.

Visited Burley Section of Virginia

The Burley officials also visited the Burley section of Virginia, about Abingdon, and steps will be taken to present the facts of co-operative marketing to the growers of that section. The same invitation to send their own people to investigate the co-operative and its workings were made to the Virginians.

Increasing Membership

An addition of 496 members the past week brought the membership of the association up to 86,430. A number of these were from West Virginia, where, under the direction of Director Elliott Northcott, a vigorous campaign is being made for members.

Large Crop Planted

J. Sherman Porter, editor of the *Burley Tobacco Grower*, returned today from West Virginia, where he addressed five big meetings of tobacco growers. Meetings were held at four points in Mason county and one in Logan. Several large landowners of the Mercer's Bottom neighborhood, who have about 150 acres of land in tobacco this year, were among the additions to the association. Mr. Porter said the speculative interests in West Virginia had deliberately encouraged the growers to plant a large acreage and that, except for the growers in the pool, this practice generally had been followed in the territory he had visited. He said the crop was in good condition and one of the largest in the history of the state.

Takes Fling at Pool

WILSON, N. C., July 24.—Latest reports from the South Carolina tobacco belt are that although the poolers have had their forty-odd receiving stations open for more than a week, they are receiving scarcely any tobacco. They appear to have ceased soliciting upon alleged merit, and invoked the aid of politicians to run over the state, getting the farmers together by means of barbecues and making incendiary speeches against the British companies, about which no farmer in or out of the pool has ever said anything except in praise. Farmers in this section regard it as the last wail of the dying calf, and now look for an early ending of the pool in South Carolina.—MCFARLAND.

Back from Porto Rico

Charles R. Gans, of Max Gans' Sons, returned from Porto Rico this week on the S. S. *San Lorenzo*. Mr. Gans has spent five months on the island and has secured approximately 8,000 barrels of choice Porto Rican leaf for his organization.

Bayuk a Fight Fan

Sam Bayuk, head of Bayuk Cigars, Inc., came over to New York last Monday to witness the Leonard-Tendler prize fight, and to look up his friends in the local leaf market.

A Man's Smoke
Patterson's


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At all good dealers
Q for Queed Quality Quantity


MARIE ANTOINETTE
A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes
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Headquarters:
225 State Street
Hartford, Conn.

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co	76	79
American Cigar Co. Pfd.	82	86
American Mach. & Fdy.	135	..
Bayuk Bros. Com.	50	55
Bayuk Bros. 2nd Pfd.	111	116
Bayuk Bros. 1st Pfd.	95	100
British-Amer. Tob. Co.	21	23
Eisenlohr & Bros., Com.	65	70
Eisenlohr & Bros. Pfd.	95	99
Geo. W. Helme Com., new	51	54
Geo. W. Helme Pfd.	110	115
Imperial Tobacco Co.	15	17
International Cigar Mach.	55	60
J. S. Young Com.	100	108
J. S. Young Pfd.	100	106
Johnson Foil	80	100
MacAndrews & Forbes Com.	124	130
MacAndrews & Forbes Pfd.	96	100
Mengel Co. Com.	28	32
Metropolitan Tobacco	70	95
Patterson Bros.	12	18
Philip Morris	11	12
Porto Rican A. T. Co.	74	80
Porto Rican A. T. Script.	74	80
R. J. Reynolds "A"	118	123
Schulte Retail Stores	96	99
Schulte Retail Stores Pfd.	113	118
Tobacco Prod. Export	2¾	3½
United Cigar Stores	175	210
Universal Leaf Com.	98	102
Universal Leaf Pfd.	90	93
United Profit-Sharing	5	5½
U. S. Tobacco Com.	45	48
U. S. Tobacco Pfd.	105	108

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	135	137
American Snuff Pfd.	90	95
American Sumatra	19	20
American Sumatra Pfd.	40¼	49
American Tobacco	145½	147
American Tobacco "B"	143½	144
American Tobacco Pfd.	102	103½
Consolidated Cigar	21¾	22½
Consolidated Cigar Pfd.	65	75½
General Cigar	82	85
General Cigar Deb. Pfd.	103¼	106
General Cigar Pfd.	106	108¼
Liggett & Myers	202	208
Liggett & Myers "B"	198	208
Liggett & Myers Pfd.	113	114
Lorillard, P.	154	157
Lorillard, P. Pfd.	112½	114
Tobacco Products	50	50¼
Tobacco Products Pfd.	109½	110¼
Tobacco Products "A"	81¾	82½
United Cigar Pfd.	104	114
United Retail Stores	71	73½

French Tobacco Monopoly

American negotiations for the French tobacco monopoly are practically deadlocked as Americans find too much politics and conflicting private interests to reach an immediate result.—*Wall Street Journal.*

Foreign Exchange Rates

In the subjoined table the quotations on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign.
Demand....4.59⅜ Cables....4.59⅝
Com. 60 days 4.56½
Com., 90 days 4.55⅛

FRANCE—Par 19.3 cents per franc.
Demand....5.89 Cables....5.89½

ITALY—Par 19.3 cents per lira.
Demand....4.37½ Cables....4.38

BELGIUM—Par 19.3 cents per franc.
Demand....4.87 Cables....4.87½

GERMANY—Par 23.8 cents per mark.
Demand....000205 Cables....000205

AUSTRIA—Par 20.3 cents per crown.
Demand....0014⅛ Cables....0014⅛

DENMARK—Par 26.8 cents per krone.
Demand....17.52 Cables....17.55

GREECE—Par 19.3 cents per drachma.
Demand.... 2.50 Cables.... 2.53

HOLLAND—Par 40.2 cents per florin.
Demand....39.23 Cables....39.27

HUNGARY—Par 20.3 cents per crown.
Demand.....0078 Cables.....0078

NORWAY—Par 26.8 cents per krone.
Demand....16.22 Cables....16.25

SPAIN—Par 19.3 cents per peseta.
Demand....14.26 Cables....14.28

SWEDEN—Par 26.8 cents per krona.
Demand....26.70 Cables....26.73

SWITZERLAND—Par 19.3 cents per franc.
Demand....17.88 Cables....17.91

CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.
Hongkong—
Demand....52.25 Cables....52.25
Peking—
Demand....73.25
Shanghai—
Demand....70.13 Cables....70.25

PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.
Demand....49.25 Cables....49.50

JAPAN—Par 49.8 cents per yen.
Demand....48.69 Cables....48.81

ARGENTINA—Par 42.44 cents per Argentine paper dollar.
Demand....33.95 Cables....34.05

BRAZIL—Par 32.45 cents per paper milreis.
Demand....10.30 Cables....10.35

Tobacco Products' Earnings for 1923

What effect dissolution of the United Retail Stores will have on earnings of Tobacco Products Corporation will be shown in consolidated income account of the parent corporation for 1923. If this had been done in 1922 it is estimated that Tobacco Products' actual net would have been $5,900,000, or in excess of amount shown, leaving balance of $2,000,000, or $4.50 a share on the 450,000 common shares, after interest, preferred dividends and four quarterly dividends on 7 per cent Class A shares.

On December 31, last, Tobacco Products held 90 per cent of 793,000 shares of United Retail Stores which, in turn, held 308,171 shares of United Cigar Stores common; 170,000 shares of Montgomery Ward common, part of which it sold; 400,000 shares of United Retail Candy, since distributed and a $1,600,000 interest in Gilmer, Inc., operating chain stores in the South.

Net available for United Cigar Stores common is estimated to have averaged over a period of seven years in excess of $3,800,000. Retail Stores' share in these earnings was better than $3,350,000, and Tobacco Products, in turn, shared to the extent of $3,150,000. Dividend requirement of Tobacco Products Class A stock is $3,150,000, so that equity in average earning power of United Cigar Stores fully covered this dividend.

Exclusive of dividend income from subsidiaries, for the first four months of this year Tobacco Products' net was $976,000 against $467,000 one year ago. Dividend income came to $1,067,000, making total of $2,043,000.

Acquisition of new factory in Richmond and purchase of Bagley concern in Detroit should add materially to Tobacco Products' earning power.—*Wall Street Journal.*

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American Can Co.

Unless the last half of 1923 proves disappointing, stockholders of American Can will receive larger returns on their stock at the end of the year. No action is expected before that time, as returns will not be in the hands of the directors until November.

Volume of business in the six months to June 30 was larger than in the same period last year, and earnings are characterized as "satisfactory." Reports from canning centers indicate excellent crops, and the company should close 1923 with a profit well in excess of the $18.30 per share shown on the $41,233,300 common stock last year.

Notwithstanding rumors of a big stock split-up, probabilities are there will be no change in capitalization, some influential interests on the board being opposed to "turning the hose on." Likelihood is that either the regular dividend rate will be increased materially or a special extra cash dividend declared.—*Wall Street Journal.*

Boats That Don't Roll

"I have nothing against mortgages or mortgage certificates," says an experienced investor, "and some of them offer the highest form of security, but if I were selling them I would not attempt to market them on the representation that they don't fluctuate.

"I'm afraid of securities that don't fluctuate, because fluctuation is often the only cloud on the horizon that foretells the approaching squall.

"I once bought a boat, and the builder recommended a V-bottom because the boat wouldn't roll.

"She didn't—it swamped."—*Wall Street Journal.*

Declare Stock Dividend

HARTFORD, Conn., July 21.—Steane, Chapman and Company of Hartford, tobacco dealers, have increased their capital stock to $600,000 by the issuing of 2,800 additional shares of stock of the par value of $140,000. The additional stock is issued in the nature of a stock dividend and is to be paid for out of the surplus earnings of the company. The new stock has been distributed as follows: Gustave Hartman, E. M. Hartman, A. A. Olds and Frank H. Whipple, each receiving 350 shares.

Warehouse Earnings

CINCINNATI, O., July 21.—The annual report of the Cincinnati Tobacco Warehouse Co. was filed with the Cincinnati Stock Exchange recently, and shows gross earnings for the year ending June 30 last, of $67,540.59, and net after charges and dividends $14,794.44, with undivided profits of $9,026.70 and a total surplus of $143,851.52. A dividend amounting to $11,993 was paid May 15, 1923.

Tigett & Myers Dividends

Tigett & Myers Tobacco Co. has declared regular quarterly dividends of 3 per cent on the common and common B stock, both payable September 1 to stock of record August 15.

Kingsport Tobacco Market Receives Charter

KINGSPORT, Tenn., July 21.—Organization of the Kingsport Tobacco Market, Inc., was effected at a meeting of the stockholders of the corporation held at the Community "Y" Wednesday night. The charter, which had just been received from the hands of the county officials at Blountville, was accepted, and by-laws adopted. A majority of the stock of the new corporation was represented at the meeting.

Directors for the corporation were elected as follows: J. Fred Johnson, I. M. Fuller, J. B. Nell, C. E. Brooks, J. M. Cross, M. L. Simmerman, J. E. Huffaker, J. W. Dobyns, J. E. Miller, O. S. Hillman, Dr. W. H. Reed, A. D. Brockman, W. R. Jennings, Dr. S. L. Smith and S. C. Minnick. The directors in turn elected officers. J. E. Miller was elected president; J. W. Dobyns, vice-president, and H. H. Poarch, secretary and treasurer.

A building committee was appointed as follows: C. E. Brooks, chairman; J. H. Thickens, A. N. Dryden, J. E. Miller and J. W. Dobyns.

A finance committee was also appointed, consisting of I. M. Fuller, chairman; A. D. Brockman, H. H. Poarch, W. R. Jennings and J. B. Nall.

It was decided definitely at the meeting that work will be started on the big warehouse Monday, if possible. At any rate the building will be started some time next week. This will be in the hands of the building committee.

In the meantime the sale of stock is being continued, and it is believed that all the stock which the corporation desires to sell will be sold within the next week or so.

Activity of American Buyers in Bulgarian Market

WASHINGTON, D. C., July 24.—Consul Graham H. Kemper, Sofia, Bulgaria, reports that American buyers are again becoming active in the Bulgarian tobacco market, and it is reported that considerable quantities of tobacco have been purchased. It is understood that some of these purchases were made before the market had reached its present high level, so that the purchasers have suffered no loss on account of the exchange situation. At present, however, it is reported that tobacco transactions have practically ceased.—LAMM.

Crops Get Needed Rain

RICHMOND, Va., July 21.—Tobacco growers in a considerable part of the dark belt have been greatly cheered by helpful showers in the last few days. A Prince Edward farmer who was at the Department of Agriculture yesterday reported fine rains within the last day or two. These were local, but embraced several counties. He declared that this would hasten the growth of tobacco, which is doing very well now.

Imperial Dividend

LONDON, July 17.—The Imperial Tobacco Co. has declared an interim dividend of 7 per cent, payable Sept. 1. The dividend is free of income tax.



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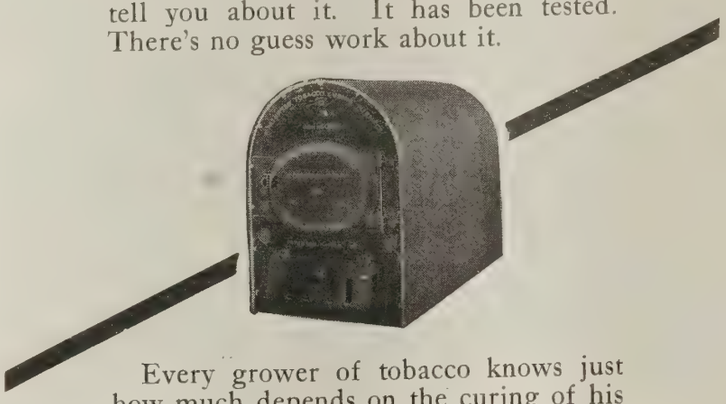
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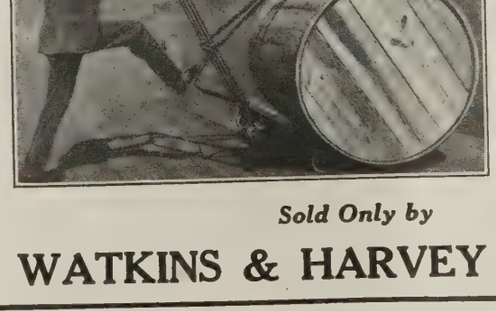
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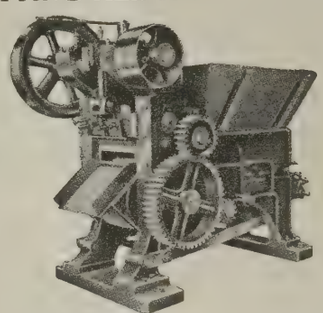
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Crush An' Rush of Summer Travel Sells Cigars—Hotels F Gas Tanks Gurgle in Glee!—Strasser Sells No More matra Today!—Spark Plug Takes Barney Google to Sa toga!—Adonis of Arrowville Books Order for Murads Wheels and Weather Too Much for Izzy!—No More F nic for Peter's People!—Jam-o'-Joy Via Jordan!

New York State Capitol District.
Expansion-Week, 1923.

"You'd be surprised, Sam," started off Jim Stubb, just in from a trip to Troy for the account o' Stubb & Ash, Inc., wholesalers and retailers o' good cigars, as he hung his Porto Rican hat on a case of Habana resagos. "Yes, you'd be surprised to see the improvement in business. Why, up the River today, I sold—"

"Yeh, yuh should mebbe sell it some Camel cigarets!" snorted Sam Ash, trying to tell a tourist where the Capitol was and is. "Trade ain't so awful rotten, y'unnerstan, yet it should ought to be even better for this time o' year. Am I right or wrong?"

"Wrong Sam, wrong!" corrected Jim Stubb, digging up another seat in the Hot Chair Club. "In all my life I never saw so many people around the hotels. And lincolnettes! Say, Sam, we really ought to sell gas as a side-line! Perhaps there isn't much money in it, straight, but the way they gyp you on measure is a beat on bucketing!"

So That's Where the Kohinoor Was!

"To make money, yuh should ask Charley Shaxby," suggested Sam Ash, informing another travel stained customer that the hotel around the corner was not a Mills house. "For he knows how to turn a twist o' alchemy gout into gold, unnerstan me?

"An' this here *Albany Even' News* put his picture in the paper for tellin' folks how he did it, too! Because every customer of the J. W. Stevens store, at State and Broadway, was interested in knowin' just how Manager Shaxby had been walkin' around for years like a Barney Barnato without realizin' it!

"That is, he didn't realize it until his big toe pained him so that he had to go to his doctor. An' the doc, he nearly amputated the toe pullin' out a diamond which Shaxby had assimilated twelve years ago as he walked through the strong rooms of his West Van Vechten street palace!

"But when Boss Shaxby took the carbon to his friend, E. P. Miller for valuation analysis, Miller up an' said, y'unnerstan, that that there diamond never saw Kimberly, nor any other South Afric field, but that probably hailed from the well-known Pittsburgh stogie an' plate glass section!"

Not So Good, Not So Good!

"Well, down in my section, things are quiet," smiled Sam Fulder, the largest wholesale and retail cigar merchant on Beaver street. "I don't believe I ever saw trade in the shape it's in now. Profits are infinitesimal, notwithstanding that gross business was probably never so good as at present.

"This simply means that the const gets it all. Why it is that the sm should receive so much for his m from the cigar man I'm sure I know. No other trade offers so for so little. And it seems to me a time that sufficient steps were ina rated to put the cigar business up paying basis!"

Good, Strong Man Wants Wor

"Right! Very right!" agreed I. Strasser, he of Albany's oldest house, now retiring. "No use bat along in the tobacco business wit profit. So I got out. Practically my leaf is now sold, and I'm lookin work. Honest!

"Anything will do. Such jobs as ulating Firpo's pesos, or checkin Henry Ford's presidential vote, I handle nicely. But insofar as the or tobacco business goes, I guess thru! What's the use of workin the expense account?"

Giddap, Saratoga, Giddap!

"Expense account is all I hear days," mournfully sighed Cap'n F Doyle, just back from a flivtrip to toga and return—particularly the r "First one man, then another o famous Fatima crew reports no no spares, no gas, no oil, no nothi

"So, like Barney Google, I we Saratoga today with my rocking-h Spark Plug, to note conditions a track. Rosy! Yes, they're all set Spa now for a whooping big A And Fatimas? Well, the jobbers stocked 'em up, via express and freight, by the cartload! While Ch fields up there will exceed the e famous seven-billion slogan!"

Arrowville Remains Hot and D

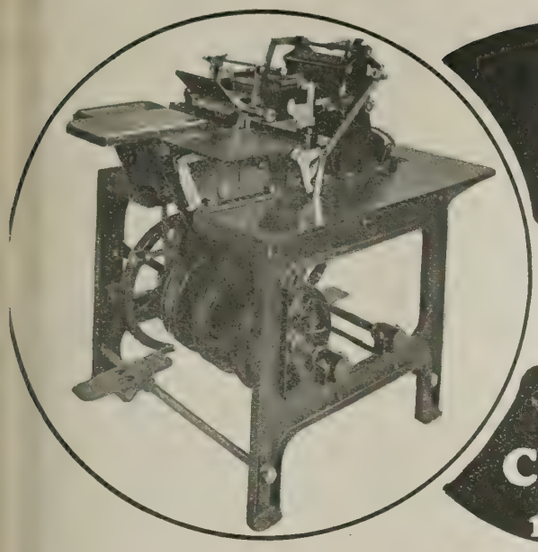
"Our slogan is work!" spoke up Slattery, all the way from Troy wi P. Lorillard, a corporation, order-b his handy right arm pocket. "Yes, working the same line, no changes. know 'em—Murads, Moguls, He Deities.

"Hot days. And dusty. Not e rain. Looks like a shower now, th So, if you don't mind, let me hav order now, and I'll hurry right ba Arrowville-on-the-Hudson. Good and good luck! See you next wee maybe tomorrow!"

Fair and Warmer, Says Izzy

"Tomorrow may be too late," Izzy Fleischmann, selling cigars yeast. "That's why I always try my man *today!* I can't afford to Got to do business now! And wh do now is done—get me?

"But, aside from all that, trade i



AUTOMATIC LONG FILLER
BUNCH MACHINE

Two inexperienced girls can soon learn to operate this machine. One feeds the filler, the other the binders and the machine does the rest.

Gives you uniform work with unskilled labor.
Greater production and attractive savings in cost.
Easily adjusted to make light or full bunches.
Substantial construction gives long life.
Easy and inexpensive to operate.

Catalogue and any particulars upon request.

COLWELL CIGAR MACHINE CO.
INCORPORATED
131 WASHINGTON ST. PROVIDENCE, R.I.

GREATER PRODUCTION AT LESS COST

fair. Not so good as the flivver business. Too many folks buying cars, I guess. Can't afford to smoke good cigars if they put all their spare change in gas and rubber. Uh-huh, it's hot—and I only hope the automobile people find it hotter!"

Peter's Picnic All Over!

"Pretty hot last Saturday," remarked Jim Stubb, moving the electric fan slightly closer to the Hot Chair Club. "But not too warm for the G. W. Van Slyke & Horton people to have their picnic. Anyway, it was advertised for last Saturday, and they had it.

"Some boys and girls came up from the lower River plants, but most of the crowd consisted of the Albany bunch—and bunchers—celebrating the driving of the last nail in the new machine shop of the Peter Schuyler plant on Clinton avenue.

"Now Van Slyke & Horton can go ahead and make some cigars. Not that they haven't been making any lately. But this new shop gives the big cigar firm in the hill the opportunity now of producing almost so many goods here in Albany as the River plants.

"And, according to Mike Gorman, they need 'em. For Peter Schuylers are selling just a lil' better day by day, in every store. Right now it's pocket-packs the smoker wants for his vacation smoking. So the firm continues to play 'em up in this style packing in the newspaper advertising they are doing in conjunction with their previous wallboard and street car campaign."

Joy-Jam for that Jimmy-Pipe!

"What do you think of our new billboard posters?" asked Cecil Jordan, stroke-oar for the R. J. Reynolds Tobacco Company, who is said to be the manufacturer of the Camel cigarette. Ever see anything to beat those Prince Albert and Camel designs?

"And I needn't tell you how the goods are going! They're simply speeding, and that's not all! Only goes to show that smokers appreciate quality—and no coupons!"—THE SMOKER.

Crop Prospects

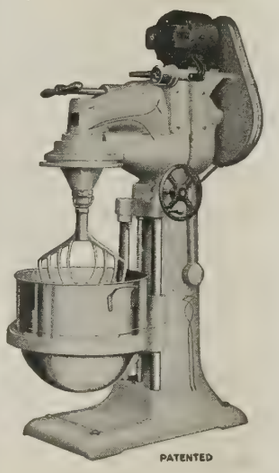
WASHINGTON, D. C., July 21.—Tobacco is mostly doing well, says a report to the Department of Agriculture on crop conditions. Cultivation is being rushed over large areas and conditions is generally improving. The crop needs rain in some sections. Further reports to the department on the tobacco crop say:

"Tobacco is somewhat late in Pennsylvania, but is now growing well. Setting and stocking over is completed in Connecticut and Massachusetts, but the crop needs rain. Crop is growing on a smaller acreage than last year in Maryland, due to shortage of plants and labor. Transplanting is still going on and planted fields are being cultivated. There is much complaint of 'wildfire.' The crop is late in Virginia and is making slow progress, due to unfavorable season. Local rains have helped in spots. Cultivation is being rushed in Kentucky, where the crop generally is in good shape. The condition in the Burley belt, central and northern counties, is excellent. The harvest is on in Florida, Georgia and South Carolina, with yields and quality good. The bright area is now being harvested, with excellent prospects. Season is favorable for the new area in North Carolina, but the old belt has suffered from drought. The crop in Tennessee is doing reasonably well, but is buttoning rather low, with but little topping done so far."

A Successful Trip

Charles L. Meister, of Arthur Bornholdt & Co., importers of Sumatra and Java leaf, of 139 Front street, is at present covering New York State and New England, and indications point to a very successful trip.

READ 3 SPEED
PASTE MIXER



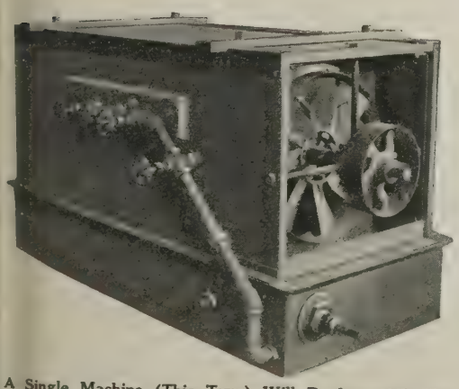
Gum Trag, mixed on a READ, requires no straining at all. The thorough mixing action, which the READ gives, takes all lumps out of the batch.

These machines are used by the Otto Eisenlohr & Bro. Company for mixing all their cigar makers' paste.

Write for further data

READ MACHINERY CO.
YORK, PA.
MIXING MACHINERY OF ALL KINDS

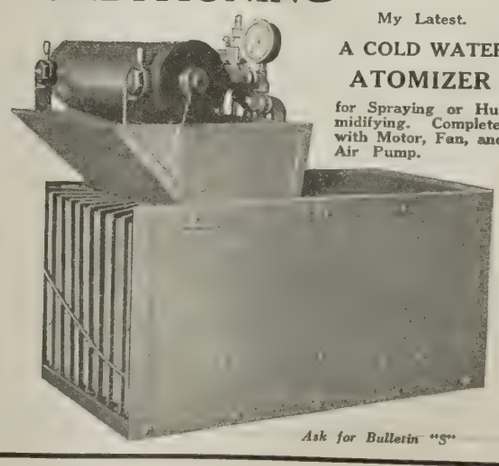
THE "EBULATOR SYSTEM" of AIR CONDITIONING
for the Tobacco Manufacturer
HAS NO EQUAL
Let Me Prove It.



A Single Machine (This Type) Will Produce 80% Humidity in a Room of 100,000 Cubic Feet. Perfect Diffusion of Moisture Secured.

Heat and Humidify your rooms with less coal and less power (than by any other system)
EVERY INSTALLATION GUARANTEED
None of My Machines Require Water Pressure
No Nozzles to Clog or Get Out of Order
Atomization and Saturation of the Air Accomplished by Methods That Never Fail.
ASK FOR LIST OF USERS
D. P. GOSLINE, MFR.
BOSTON (19), MASS.

My Latest.
A COLD WATER
ATOMIZER
for Spraying or Humidifying. Complete, with Motor, Fan, and Air Pump.



Ask for Bulletin "G"

ROHLIN'S PATENT PIPE CASE

An Imported Novelty — Also Most Practical

"A Clean Pipe in a Clean Pocket"

A case made of the finest rubber and lined at the bowl with an incombustible material—very handy and takes hardly any room in the pocket.

Sold extensively abroad and selling readily in this country.

Popular priced article affording excellent profit for retail trade and also in quantities for large distributers.

Sole Agents for the United States and Canada.

GROSVENOR NICHOLAS & CO.
Incorporated
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HAVANA CIGARS

The Leader in All the World's Markets

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ROBERT E. LANE

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The Aristocrat of

Imported Cigars

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Chas. W. Duignan, Treas. Harry S. Rothschild, Sec'y

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Cable Toranoco

TORAÑO & CO.

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SPECIALISTS IN PARTIDO

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IT PAYS TO HAVE UP-TO-DATE INFORMATION. READ TOBACCO

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Orizaba —*July 17*

	Cases
Grosvenor Nicholas & Co	16
United Cigar Stores Co	11
Faber, Coe & Gregg	41
T. H. Hart & Co	3
Lilianfeld Bros. & Co	3
C. B. Perkins Co. (Boston)	3
B. Wasserman Co	7
Harvey Hotel & Restaurant Co	1
J. B. Moos Co. (Cincinnati)	2
D. A. Schulte, Inc	2
Woodhouse Co. (Detroit)	1
H. P. Brewster Co	1
C. C. Ryder	1
Park & Tilford	18
Benson & Hedges	2
W. J. Moody	3
S. S. Pearce Co. (Boston)	2
To Order	1

S. S. Mexico —*July 21*
Suzarte & Whitney ..... 1 case

S. S. Ulna —*July 23*
Park & Tilford ..... 3 cases

Tobacco from Cuba

S. S. Orizaba —*July 17*

	Bales
J. Bernheim & Son	200
J. Sutter & Son	5
Max Schwarz	65
T. D. Downing & Co	2
S. L. Goldberg's Son	45
S. Rossin & Sons	200

	Barrels
M. Greenhall	23
H. Duys & Co	32
Hinsdale, Smith & Co	166
American Cigar Co	76
S. Rossin & Sons	17
S. Ruppin, Inc	59
M. Perez & Co	3
W. K. Gresh & Sons	10
Ernest Ellinger & Co	15

	Packs
J. Bernheim & Son	168
M. Greenhall	9
Bayuk Bros. (Philadelphia)	22
G. H. P. Cigar Co. (Philadelphia)	50
H. Oppenheimer & Co	29

S. S. Mexico —*July 21*
F. B. Rattell ..... 39 bales

Cigars from Porto Rico

S. S. Ponce —*July 17*

	Cases
United Cigar Stores Co	151
Porto Rican American Tob. Co	198
M. A. André	6
Royal Bank of Canada	2

S. S. Choctaw —*July 19*

	Cases
Porto Rican American Tob. Co	71
United Cigar Stores	25

S. S. Caracas —*July 21*
Porto Rican American Tob. Co. .. 49 cases

Tobacco from Porto Rico

S. S. Cornelia —*July 17*

	Bales
A. Herrera	24
Max Gans' Sons	30

	Barrels
A. Herrera	38
Max Gans' Sons	129

S. S. Ponce —*July 17*

	Bales
American Cigar Co	731
Hamburger Bros. & Co	12
W. Schall & Co	40
G. H. P. Cigar Co. (Philadelphia)	56
Portocuba Corp.	2
Stern-Mendelsohn Co.	16
Leo Hirsch	6
A. Rivera & Co	138
M. Winter & Co	4

	Barrels
Hamburger Bros. & Co	65
American Sumatra Tob. Co	90
Durlach Bros.	70
E. Rosenwald & Bro	50
Selgas & Co	20
Industrial Leaf Tobacco Co	170
M. A. André	10
Ernest Ellinger & Co	10
Theyskens-Shaw, Inc.	27
N. Rodriguez	9
G. H. P. Cigar Co. (Philadelphia)	190
Portocuba Corp.	10
Stern-Mendelsohn Co.	17
Leo Hirsch	80
M. Winter & Co	50

AIXALA & CO.

Packers and Dealers of Havana Tobacco

ALSO PORTO RICAN TOBACCO

New York Office M. A. André 169 Front St.

Havana Office Corrales 6, 8 and 10

HINSDALE SMITH & CO.

Established 1840

Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco

125 Maiden Lane SPRINGFIELD, MASS. New York
Cable Address "Nargil" Telephone 901 John

Webster Cigars

STANDARD FOR OVER FIFTY YEARS

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

S. S. Caracas —*July 21*

	Bales
American Cigar Co.	2,902
Selgas & Co.	101
Durlach Bros.	40
Max Gans' Sons	39
G. H. P. Cigar Co. (Philadelphia)	10
Hamburger Bros. & Co.	59
Rosenstadt & Waller	20

	Barrels
Selgas & Co.	178
F. Cohn & Co.	50
Durlach Bros.	86
Max Gans' Sons	114
G. H. P. Cigar Co. (Philadelphia)	50
Hamburger Bros. & Co.	102
Rosenstadt & Waller	146
Stern-Mendelsohn Co.	219
S. Rosenwald & Bro.	50
Ruthenberg, Derizanz & Co.	6
To Order	193

Cigars from Manila

S. S. Eurylochus —*July 23*

	Cases
H. W. Peabody & Co.	30
J. Frieder & Sons	22
J. E. Childs & Bros.	8
To Order	18

Tobacco from Manila

S. S. Eurylochus —*July 23*

	Bales
Castellano & Hilbert	18
Chartered Bank of India, Australia & China	18

Tobacco from Rotterdam

S. S. Volendam —*July 23*

	Bales
J. Duys & Co.	269
J. Dreux, Inc.	28
J. Schmid & Co.	22
Pullman Bros.	25
Chase National Bank	99
S. Rosenwald & Bro.	95
S. J. Waxelbaum & Co.	76
Canus, Muller & Co.	63
H. Bornholdt & Co.	19
American Malaya Trading Co.	3
Clarkland & Reed	8

	Cases
General Cigar Co.	10
J. Duys & Co.	13
Herzog & Sarluy	50
M. Van Doorn	74

Tobacco from London

S. S. President Polk —*July 18*

Huber, Coe & Gregg ..... 1 case

Tobacco from Southampton

S. S. Aquitania —*July 20*

R. F. Downing & Co. ..... 2 cases

Tobacco from Palermo

S. S. Tofuku Maru —*July 18*

Italian Tobacco Regie ..... 55 cases

Cigarettes from Porto Rico

S. S. Ponce —*July 17*

Porto Rican American Tob. Co. ..... 1 case

Cigarette Paper from Southampton

S. S. Olympic —*July 18*

	Cases
Rose & Frank Co.	58
Surbrug Co.	15

Cigarette Paper from Marseilles

S. S. Otterburn —*July 18*

P. J. Schweitzer, Inc. ..... 52 cases

S. S. Hektor —*July 23*

P. J. Schweitzer, Inc. ..... 26 cases

Cigarette Paper from Barcelona

S. S. Reina Maria Cristina —*July 18*

	Cases
P. & Miguel Costa	10
To Order	23
To Order	5 bales

Cigarette Paper from Le Havre

S. S. Independence Hall —*July 21*

Rose & Frank Co. ..... 18 cases

Briar Pipes from Southampton

S. S. Olympic —*July 18*

	Cases
A. Oppenheimer & Co.	4
A. Orlik	1

Briar Pipes from Le Havre

S. S. France —*July 21*

	Cases
Lee & Cady	2
American Express Co.	5
D. A. Schulte	1

Smokers' Articles from Southampton

S. S. Olympic —*July 18*

F. Murray Hill & Co. ..... 4 cases

S. S. Aquitania —*July 22*

	Cases
Alfred Dunhill	2
F. Murray Hill & Co.	3

Smokers' Articles from London

S. S. President Polk —*July 18*

A. Frankau & Co. ..... 3 cases

Briarwood from Messina

S. S. Saugus —*July 17*

A. & J. Vassas ..... 178 bags

H. UPMANN & CO.

ESTABLISHED 1844

Bankers and Cigar Manufacturers

HAVANA, CUBA

H. UPMANN HABANA

CHAS. LANDAU, Agent, 35 Wall St. New York

SOBRINOS DE A. GONZÁLEZ

HAVANA LEAF DEALERS

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Habana, Cuba

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Successors to

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MANUEL A. SUAREZ & COMPANY

(S. en C.) ESTABLISHED 1873

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Cable: Abella

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Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

A NEW PARK & TILFORD PRODUCT

"TILFORD CIGARS"

THESE CIGARS ARE MADE BY OURSELVES IN OUR NEW YORK FACTORY. In every respect they embody the PARK and TILFORD standard of quality and value.

This new departure has been made for the man who wants a FRAGRANT, VERY MILD AND FULL-FLAVORED CIGAR.

MADE IN SEVEN SIZES:

Tuxedos	10c	Perfectos	2 for 25c
Deliciosos	10c	Invincible Finos	2 for 25c
Londres	10c		
Club House	15c		
Invincibles	15c		

PARK & TILFORD

Established 1867 Original Factory No. 1

The Standard Clear Havana Cigar Factory

Manufacturers of

La Flor de Sanchez & Haya

and

Ignacio Haya

Office & Factory: SANCHEZ & HAYA CO. 14th Ave. & 17th St., Tampa, Fla.

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ESCOGIDAS SANCTI SPIRITUS LA VUELTA

Escogedor de Tabaco En Rama

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CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

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GERVASIO 182, HABANA, CUBA

Diehl's Havana Tobacco Cable Code, $15.00

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Havana Leaf Tobacco of all kinds

Special attention given to American and Foreign Accounts

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MENENDEZ, MENDEZ & CO.

Dealers in All Kinds of Havana Tobacco

Specialty—Remedios & Vuelta Abajo Tobaccos

SITIOS 11, HAVANA, CUBA

Briarwood from Marseilles

S. S. Otterburn —*July 18*
Vassas, Aine & Co. ..... 304 bales

S. S. Patria —*July 20*
A. & J. Vassas ..... 1,262 bales
Vassas, Aine & Co. ..... 488 bales
A. & J. Vassas ..... 71 cases

Briarwood from Leghorn

S. S. Vincenzo Florio —*July 19*
Chemical Nat. Bank ..... 500 bales

Licorice from Marseilles

S. S. Ville de Djibouti —*July 18*
To Order ..... 20 cases

S. S. Patria —*July 20*
To Order ..... 16 cases

Licorice from Catania

S. S. Ville de Djibouti —*July 18*
To Order ..... 5 cases

Havana Cigarette Strike Causing Anxiety

HAVANA, Cuba, July 20.—The strike of the cigarette workers which has been on for several weeks, continues with no solution in sight so far. The supply of cigarettes is said to be growing short, and the supply of tobacco in the warehouses in Havana is growing long. Therefore there are efforts being made to reach terms of a settlement on which both sides, the workers as well as the factory owners can agree. There was a meeting held Wednesday and another meeting of representatives of both sides was held yesterday.

The Union of Cigar and Cigarette Factories has put it up to the tobacco workers' unions that if the strikes on in Havana are not called off at once the factories will be moved to the interior, and will be maintained there permanently. As many of the workers here are members of families resident in Havana and could not follow the factories to the interior they would be deprived of the chance to obtain this class of employment.

The leading members of the manufacturers' unions have refused to consider the last demands made upon them by the strikers.

North Carolina's Tobacco Industry

RALEIGH, N. C., July 21.—North Carolina ranks first in acreage planted in tobacco among the states of the union and is second in quantity and value of products.

Winston-Salem is the center of the industry, more than three-fourths of the tobacco products being manufactured there.

The tendency for the past 20 years has been to concentrate the industry in immense factories. In 1900 there were 96 factories in the state, 43 in 1910, and in 1922 only 15.

The value of products manufactured in 1910 was $35,987,000 and in 1922 it had grown to $214,830,348.

The industry furnishes support to 16,449 persons, with an average daily wage for men of $5.04 and for women $3.07.

Durham, Asheville, Greensboro, Hickory, Leaksville and Statesville are the principal tobacco manufacturing points, with Durham second to Winston-Salem, which leads all others. Durham, because of the product bearing its name, is perhaps the most widely known of these centers.

The value of plants operating in 1922 was $20,115,034 with a yearly payroll of $14,027,661.

North Carolina Tobacco Crop Prospects

RALEIGH, N. C., July 21.—Kentucky has never become quite satisfied with the rivalry that North Carolina has shown in the tobacco crop competition. Even last year our value was worth more than theirs, giving us a rank of first, but that state was first in production. It is interesting to note, however, that Kentucky strives for pounds whereas North Carolina strives for quality.

From reports, Kentucky seems to have put over her tobacco co-operative marketing work better than our Tar Heel State, but perhaps after things get settled down this state may show some surprising results in this respect.

Special reports were sent to the various independent Co-operative Tobacco Warehousemen, and the results indicated considerable increase in the acreage of southeastern and eastern counties, with considerable reduction in the old belt or the northern piedmont area. The regular correspondents of the Crop Reporting Service show the average to be one per cent higher than the tobacco specialists and a condition of exactly the same. It is therefore evident that our data is fairly well corroborated. The acreage seems to be about the same as last year, although the intentions were for some increase. The northeastern area has suffered most from the June dry weather conditions. The condition of 78 per cent as compared with 80 per cent a year ago indicates a poorer crop, but when we remember that last year's conditions were so unfavorable, we get some idea of the conditions on July 1. It is expected that July will show considerable improvement because of the rains that occurred between the time reports were made to us and the release on July 9.

The National Tobacco Crop shows a condition of 82.5 per cent or same as a year ago, and one per cent better than the ten-year average. The National crop is reduced about two per cent in acreage, indicating a production of 1,425,000,000 pounds. This would indicate a crop of about 100,000,000 pounds above last year or seven per cent increase. The prospective yield per acre is 808 pounds.

Nothing definite is established as to the outcome of the co-operative and the independent marketing methods. Each side is claiming the victory, but considering the difficulties to start with and the handicaps and lack of experience the co-operative people had, we feel that they have made a fairly good success to continue the race at all. At any rate, it is unreasonable to expect them to market their tobacco orderly and over a long season and at the same time for the members to expect full pay the first few months. Practically no new industry expects to clear profits the first year.—FRANK PARKER, Agricultural Statistician.

Homeward Bound

Manuel A. Suarez, head of M. A. Suarez & Co., Havana, and vice-president of S. Rossin & Sons, Inc., who has been in New York for several weeks conferring with his associates, is returning to Cuba this week.

SELGAS & COMPANY

IMPORTERS & PACKERS

Havana & Porto Rico Tobacco

Warehouses: Havana—Consulado 138-140 Porto Rico—Manati

128 Water St. NEW YORK

STEFFENS, JONES and CO.

DOMESTIC LITHOGRAPHERS IMPORTED

STOCK LABELS AND STOCK BANDS

36 East 23d Street New York

OPTIMO

BEST OF THE BEST



BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

Tampa Tidings

...evenue Stamp Sales Make New High Record

TAMPA, Fla., July 21.—A new record ...stamp sales for a single day at the ...pa internal revenue office was set ...day, when the total sales mounted to ...23.29. The former record for a ...e day's sales was approximately ...00.

...nday's total stamp sales represented ...he cigar industry the removal of ...,410 cigars from factories to con...rs, or the equivalent of 121,408 boxes, ...containing 50 cigars. If all the ...s represented by the stamp sales were ...d end to end they would form a line ...ing further than from Tampa to ...sonville and back.

...nnie Greene, Georgia representative ...e Hav-a-Tampa Cigar Co., Tampa, ...ed here Tuesday afternoon for a few ... visit with local friends and the ...action of business matters. Mr. ...n is well known in Florida and Geor...and makes his residence in Atlanta.

...F. Diaz, manager of the Preferred ...ana Tobacco Co., left Thursday on a ...ess trip to Cuba.

...s. Ben Cosio and daughters are going ...lew York City, where they will ...ly be joined by Mr. Cosio, who is at ...nt in Minnesota. Mr. and Mrs. ...o and family will also visit in Wash...n, D. C., Chicago, and other places ...terest before returning home in the ...all.

..."ancho" Arango, of Arango & Aran... as returned from a tobacco buying ...o Havana.

...ge Leon, on his return from a trip ...the southern states, found it neces...to stock more tobacco. He has this ...returned from Havana.

...L. Cuesta, Jr., and Mrs. Cuesta are ...avana on business and pleasure bent.

...rique Pendas has gone to Havana.

...e many friends of José P. Perez ...treated to the surprise of their lives ...the news leaked through that he ...bandoned his bachelor friends of the ...and elsewhere, and had taken unto ...lf a wife. Long life and a happy ...them. No word has been received ...when he will again be seen in Tam... In the meantime, congratulations are ...ulating.

...Guerra, Diaz & Co. are represented ...avana this week by Frank R. and ...Diaz.

...V. Merriam has been holding down ...oduction end while M. Bustillo was looking into the new crop situation in Cuba. Mr. Bustillo has returned, and Mr. Merriam will soon be following trade lines again.

"Pancho" Gonzalez, of Garcia & Vega, has returned from the Havana tobacco markets.

Raising Prices on the 44 Brand

The Consolidated Cigar Corp. has just sent to the trade the following announcement:

"We have to advise that the greatly increased cost of raw materials makes it necessary for us to advance the price of '44' Invincibles, effective August 1, to $60.00 per M for 1/20ths, and $61.00 per M for pocket packs.

"For several months we have delayed taking this step in the hope that price levels of tobaccos might come down, but just the opposite has occurred. Therefore in order to maintain the high standard of quality of '44' Invincibles, we are compelled to make this increase in price, which, however, is only a small part of the additional manufacturing cost.

"Trusting you will appreciate our position and awaiting your further valued favors, we remain."

Reward Offered for the Recovery of Cigars

CHICAGO, July 20.—Clarence Hirschhorn & Co., 217 W. Randolph street, are offering a reward of $250 for information leading to the recovery of 60,000 cigars, which the firm says was stolen from the Chicago Bonded Warehouse, 114 E. Austin avenue, sometime between last Saturday noon and Monday morning. The cigars stolen by the burglars were, 40, El Producto Bouquet, 10c size, and 20, Little Tom, 2 for 15c.

Warning to Dealers

The firm issues this warning to dealers: "Beware of any El Producto or Little Tom cigars offered you except through Clarence Hirschhorn & Co. We offer a reward of $250.00 for information leading to the recovery of the merchandise stolen. Call, write, telegraph or telephone Franklin, 5670."

To Visit Pennsylvania

Leopold Holzman, of Strouse & Holzman, plans to visit his Pennsylvania clients next week.

R. LOPEZ TRUJILLO

Manufacturers of Clear Havana Cigars Exclusively

KEY WEST, FLORIDA

La Mas Fermosa—Comal—Magnetica



MADE IN BOND

IN A FULL LINE of IMPORTED SHAPES

Each size is a perfect value and made of the finest Imported Cuban tobaccos, under climatic conditions and methods similar to Havana.



Office—TAMPA, Florida—Factory

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

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Established 1873 Manufacturers New York

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Manufacturers of

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GROWERS

AND

PACKERS

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Connecticut Broadleaf

Connecticut Havana Seed

Stripped and Booked Porto Rico Fillers

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TRADE MARK REGISTERED

STROUSE & HOLZMAN
Dealers and Packers of
LEAF TOBACCO
Conn. Shade - Broadleaf - Porto Rico - Havana
197 WATER STREET :: :: :: NEW YORK CITY

Connecticut Notes

FFORD, July 21.—The growing to- plants are making phenomenal ess during this hot spell and are ding out and holding their healthy . Quite a large acreage has been l to date. Priming is also under and the work will be continued now on. Trucks start out of the arly in the morning, returning at transporting the tobacco workers d from the fields.

s evening a shower of short dura- truck the lower part of East Hart- and Glastonbury, and did the crop of good, as that section of the to- belt was getting very dry.

late set tobacco is coming along early everywhere one may go, the o promises to be a good, sound nd one of the best ever grown in lley. The growers have kept right it and have succeeded in getting op started despite the hot, burning during the last of June, which l up many of the plants. Growers also been able to keep ahead of the

work of sampling is fast progress- the broadleaf broken and fillers, hile the 1922 crop of Broadleaf is et ready to be distributed, large ties have already been sold.

Now Joining Association

ny of the independent growers, who ar would not sign up as members Connecticut Valley Tobacco Asso- , but held off to see if it proved a s, are now coming into the fold, om present indications the acreage association will be greatly swelled ast year. Among those who have igned up are some who grow a sized acreage.

endents Secure Favorable Hail Insurance Rates

acco growers, not members of the ticut Valley Tobacco Association, erefore unable to secure from the ate of fire insurance companies the d hail insurance protection given association members, have suc- in inducing two New York fire nce companies to give them the rates. Until the independents in- the two New York companies to the field at the association rates, ndependent if he took out insur- ad to pay $50 per acre, while his r grower, if an association mem- as insuring for $24 per acre. efore, insurance companies have en disposed to enter extensively e hail insurance field, and in 1922 was little business done in this d the losses were serious. In is years the rate has been from er cent to 16 2-3 per cent.

Returns from Canada

les W. Duignan, of the Stern- lsohn Co., 165 Front street, New has returned from Canada, where ited the leading Canadian cigar ufacturers.

Employment Statistics

WASHINGTON, D. C., July 24.—The Bureau of Labor Statistics of the Department of Labor has just announced comparative employment figures in May and June of this year and June of this year compared with the same month of last year.

The Bureau received replies from 176 cigar, cigarette and tobacco factories showing their employment in May to have been 31,471, decreasing slightly in June to 31,425, or a decrease of .1 per cent. The pay rolls in these factories, on the other hand, increased from $549,-268 in May to $566,426 in June, which was an increase of 3.1 per cent.

Replies were also received from 30 smoking and chewing tobacco manufactories, who gave their employment in May as 3,794, increasing slightly in June to 3,808, an increase of .4 per cent. The pay rolls in these establishments increased from $56,934 in May to $56,997 in June, an increase of .1 per cent.

The Bureau also received comparative figures from 54 cigar, cigarette and tobacco manufactories, showing their employment in June, 1922, to have been 15,-006, decreasing in June of this year to 14,935, a decrease of .5 per cent. The pay rolls in these factories, on the other hand, increased from $282,448 in June, 1922, to $286,948 in June of this year, an increase of 1.6 per cent.—LAMM.

Growers Fight for Lower Hail Insurance Rates

HARTFORD, Conn., July 21.—Independent tobacco growers are said to be making every effort to induce more insurance companies to write hail indemnity on their crops, in an attempt to secure very nearly the same low rates as are granted on the tobacco crops of members of the Connecticut Valley Tobacco Association by the syndicate headed by the Hartford Fire Insurance Co. Two more companies at least, the United States Fire and the North River, both of New York State, are reported to have entered this field of insurance on Connecticut grown tobacco.

The protests of some independents are based on the fact that their tobacco fields adjoin those of members of the association and yet command a much higher rate for hail cover.

Apparently this is the same problem recently passed upon by the Attorney General of Massachusetts, who decided that under certain trade conditions it might not be unreasonable to charge lower rates for hail insurance to members of one association than to other tobacco growers, and also that such lower rates may not constitute a rebate.

Belgian Cigar Exports Hit by Denmark's High Duty

WASHINGTON, D. C., July 25.—An association of cigar manufacturers has called the Dutch Foreign Minister's attention to the fact that since Denmark has doubled its import duty on cigars that market, which has been one of the few export markets open to the Belgian cigar industry, will be practically closed.—LAMM.

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CONNECTICUT SHADE
QUALITY TO BURN
SUFFIELD CONNECTICUT

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And Packers of Leaf Tobacco
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Clean, Uniform Strips a Specialty

ROCKY MOUNT, NORTH CAROLINA, U. S. A.

North Carolina Crop Conditions and the "Co-O

Prospects for Bumper Tobacco Production Are Lacking—ports from Various Sections Not Very Roseate—Do Cast on Regularity and Efficiency of Co-op. Move.

GREENVILLE, N. C., July 22.—June was a dry month, and all crops did well, though some few farmers were a little uneasy about their tobacco, seeing a very short crop ahead. Some tobacco began to fire up, and the alarm of poor crop went up. However, rains came with July and improvement began. Then growers began to wonder if there was too much rain. Tobacco took on some growth, but prospects for a bumper crop are not in evidence. There will be a fair crop. Reports from other sections are not altogether so favorable. Tobacco did not promise too well in June, but with the July rains it began to improve and corroborates the old woman who said that tobacco was *"one* of the outgrowingest things she ever seed." A fair to good crop in weight is expected.

Had No More Land or Tobacco Than Brass Monkey

Greenville has prospects of a good business. Warehousemen and their men are out every day advertising. Little Co-op talk is heard. More than a hundred suits have been instituted. More are to follow. Our farmers or many of them were badly misled by "spiels" of glowing pictures of future opulence per the co-op route. Their over 1,600 signers may be correct for Pitt County, but some of those signers had no more land or tobacco than a brass monkey. Taking these and others who signed just to help out a friend in his quota and $—per, added a number to the list. It is said that in many cases the landlord and tenant signed up for the same acres, which doubled the acreage and number of signers. A barber or two, who knew about as much about farming as some of the swivel chair promoters, signed freely.

From what the co-ops are doing in Kentucky, according to R-U-M-O-R-S, it is a wonder that farmers are not just falling over each other to sign up. Other reports do not verify this statement. In fact much news in the papers give an entirely different side of the question.

Going Away from Home to Get the News

It seems the old way of going away from home to get the news. It is said the North Carolina Co-op work is heralded out in Kentucky as doing wonders and is a howling success. And this reminds us of something about the Peanut Association. Some few months ago this writer was in a town at the time the peanutters were holding a big meeting. Their president was there and talked plainly about matters. He told them that if they did no better with their 1923 crop than had been done with of 1921-22 there would be no ass tion. A few days after this an At paper carried the reports of a Gee Alabama peanut meeting, in which speakers told of the great and wonc things the Virginia-Carolina Assoc was doing. Great things were pro and prophesied for the associ That's the way prosperity for the f is passed up for propagandic cons tion.

Should Co-op Judges Hear Cases?

What the future holds from the is problematical. But if the matte ever get to the jury, and it is bou go there, little uneasiness need be for the jury generally does the thing. So far the co-ops are jubil court proceedings. There is a per rumor that co-op judges have been ing the cases. You know almos lawyer can manage to get a little of land and become a farmer. Th is eligible to co-op membership. he morally or legally eligible to co-op cases? Now that Virgini might illustrate the point. The who gave that co-op decision ma have been a real co-op in memb but with his "own dear son-in-law ning the whole co-op business, he have heard the case? Should a Carolina co-op judge hear a co-op

The co-ops are needing money i crops. Tobacco men have sold holding, when they wanted to sell, have the higher-ups held their poo brothers' crop and cash? Will the to wait until there is enough 1923 crop on hand on which th borrow to make last payment o crop? There have been instances concerns of doubtful solvency ha rowed money with which to pa dends never earned, and thus f stockholders. It looks like the b of 1922 should be closed up befor ing up the 1923 with it.

Past Performances of Panac

This writer has seen a num benevolent movements, by politic the interest of the poor farmer Grange was an organization th benefit the farmers in some f matters, but it has long since f function in these parts. The came with its blasts of trump panaceas. A few landed in off the farmer continued his struggle low prices and hard times. The F Union followed and its promise resplendent. It is gone. Agai landed in office and the poor farr

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We cover closely the Virginia Dark Belt and specialize in this type of Export.
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Export and Domestic Types
Established reputation for careful grading and packing
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Correspondence invited. Cable address: "Lea," Danville, Va.

ain left with the bag to hold. Others ve risen and gone the way of blue sky als. And now the Co-ops are the nder workers of all time for the bene- of the poor farmer. C-o-o-p-e-r-a- -o-n; that's a good word, sounds good, good and would be good, if theory and actice were not so diverse. But it ors too much of the tale of the fellow th the experience and another with the ney going into the co-op business. The st put in his experience and the second t in his money. At the end of the year first fellow had the money and the ond fellow had the experience. For it one time that might be a fair trade. t how often should it be repeated by same fellow?

From this angle it appears that many mers are again swapping for expe- nce.—HENRY T. KING.

Col. Webb's Dream of Past Events

Today is my birthday. While resting etly in my office enjoying my pipe ed with the prince of smoking tobac- and as the smoke from my pipe led gracefully around my classic ow, some thoughts passing through my nd caused me to remember my birth- and I yielded to the temptation to ulge in a day dream of a life of 71 rs, and as I smoked and dreamed, I fted back in my memory to my boy- od days, away back yonder on my ner's farm and in my dreams I heard e more the songs of the negroes, who e gathered around the old tobacco n at night, where curing tobacco was progress. I could hear the voice of g John as he raised his voice to lead with the old negro song:

I'm gwine down dar,
I'm gwine down dar;
I'm gwine down to Lynchburg town
To take my tobacco down dar."

nd as John would come to the rus, Cadmus, Crazy Jim and old rge would join in and I shall never r such music again—unless I shall permitted to hear the angels sing. I in my dream I could see myself in the tobacco patch, killing the ive horn worm, looking forward to urday afternoon when I would join r boys, both black and white, at the swimming hole. And then I saw elf leaving the old home to go out the world to make my fortune. I my father standing at the big gate I could hear him say, when he said dbye: "My boy, I have only one ce of advice to give you and that is never it rains, just let it rain." And I saw myself riding into the little oad station called Durham to take sition as clerk in a store. In my m I passed through my young man- l in Durham town, where at the age I began my career as a tobacco tioneer, and through my dream I saw Blackwell, the father of Durham. w him as he rode through the streets he town which he helped to make famous, with liveried footmen and spotted horses, and then I saw him walking the same streets looking for a job. I saw Jule Carr, when he came to Durham a poor boy, taking an interest in the Bull factory, and I could see all along the years that have passed the same Jule Carr; a millionaire, a man of the people, a statesman and a gentleman. And then I saw the Dukes as they came into the village to open up their business in a little wooden factory and I saw them when they had become rich and famous. I dreamed of the day, 36 years ago, when I left little Durham to come to Winston, and I could see myself all along these years selling tobacco, selling tobacco year after year. While many were growing rich I was selling tobacco. I saw men make fortunes and I saw some make and lose fortunes and I saw them all die, and yet I saw myself still selling tobacco. And I dreamed on as I continued to consume pipe after pipe of Prince Albert, and I saw myself making new friends, and I saw many of these men make fortunes, and still I was selling tobacco. I saw a man come down from the hills of Patrick county, a poor man, and I saw thousands follow his remains to the grave yard—thousands who loved him while he lived and who wanted to honor his memory. From the little wooden factory that he erected when he came from Patrick county, I could see enormous buildings everywhere in which were manufactured many millions of pounds of Prince Albert and other famous brands of tobacco. I saw such men as the Hanes, Vaughns, Taylors, Browns, Bohannons, Hills, Baileys, Norfleets and many others arriving in town, poor men, and I saw them as they developed great businesses and became fine citizens and useful men, and I still sold tobacco. Nearly all of those who were pioneers in this progressive city are sleeping in the "Silent City of the Dead." In my dreams I could see them come and see them go, and I could see myself selling tobacco. I awoke from my dream with the startling fact staring me in the face that I was 71 years of age. Is it possible that I have been selling tobacco 50 years? Well, yes. It looks as if men may come and men may go but I go on forever. And then it was with an awful realization of a startling fact that I was 71 and nothing to show for a long life of activities.

But then as I communed with myself I thought that maybe it, after all, has not been a complete failure. Failure as to money, yes; but are there not other things than money worth while. As a tobacco auctioneer I have tried to do my duty. As the editor of a trade paper, I have tried to be faithful and fair and just to my fellowman. In my local activities I have tried to be faithful and loyal—and now as I come to the beginning of another year, with the blessing of health restored, I trust that there are years of usefulness in store for me, and that some day "I may live by the side of the road and be a friend to man."—*Southern Tobacco Journal*, Winston-Salem, N. C.

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Mullins, South Carolina

Denounce the Imperial Critics

WILSON, N. C., July 24.—Commenting editorially upon the ridiculous attack upon the Imperial Tobacco Co., made by Senator Smith, of South Carolina, in an address delivered before a group of farmers and members of the co-operative association, at Kingstree, S. C., the *Daily Reflector*, of Greenville, N. C., one of the best edited papers in the eastern part of the state, says in part:

"It is barely possible that Senator Smith was persuaded by the co-operative interests to come to the rescue of an ill-fated venture that is about to founder and save it, if possible, by one of his inflammatory speeches. Such remarks coming from a United States Senator is the only thing that gives his explosion a passing thought, much less credence. His utterances were both ill-timed and undignified. Had he made such declarations on the floor of the Senate they would have been passed unnoticed for it must be remembered that the South Carolinian has no particularly distinguished record either as a debater or author of legislation in that body. The Senator is a poor apologist for the co-operative selling plan, when he attempts to discredit the Imperial Tobacco Co. In fairness to the 'erudite statesman,' he is given the benefit of the doubt of not recalling the conditions that obtained in the bright leaf tobacco belts before the entrance of the Imperial into the buying field. Comparison is only necessary to completely satisfy the most prejudiced and biased mind that the grower has received a better price for his product than before the British concern became a factor. Business men without number are ready to say that their relations with the Imperial have been entirely satisfactory. In many instances, much more than with domestic concerns. . . . The English company has held aloof from controversy with executives of the association and have bought what and wherever they wanted without consulting or following the dictates of the organization. They have paid better prices than the association—and not on the deferred plan. Growers realized that potent fact early last season and it is growing with indelible impress."

Takes Fall Out of Co-op and Its Friends

The *Tobacco News*, of Lake City, S. C., makes some tart observations, in part, as follows:

"Although continuous effort of time and labor has been employed for the past two years to get the tobacco growers of Eastern South Carolina to become members of the Tri-State Tobacco Growers' Co-Operative Association, the workers have been unsuccessful in securing a majority sign up. A comparison of the amount of tobacco received by them last season shows they got only 36 per cent of the state's crop."

Referring to the speeches of Senator E. D. Smith and Gov. T. G. McLeod, it says:

"Not satisfied with giving gratuitous insult to those who exercise the right of free thinking, guaranteed them under the Constitution, they call into play whatever of passion and prejudice they can arouse by mentioning the name of the tobacco company. When argument falls to the plane of trying to arouse hatred and prejudice it has indeed fallen low. Who are these 'foreigners' whom the speakers charge as dictating the price of tobacco? They name the Imperial Tobacco Co., of England. . . . According to the pool propagandist's statement through the papers the day before these speeches, he said it was conceded that the association had made the price of tobacco in South Carolina last year. Now here come other speakers for the same association and say it is the Imperial Tobacco Co. that fixes the prices. All this is in line with the pool propaganda as those who have followed the trail will readily see. It appears they will make any statement that they think will serve their purpose for the time being, although a little later they may entirely contradict it. They appear to be 'opportunists' pure and simple. Had these speakers mentioned some other country besides England when they hurled that terrible name, 'furriner,' it might have had some weight, but when they name the best and only friend that the United States have had on the top side of the globe, they went beyond the bounds of reason. Two countries of the same blood and language, ideals and principles of liberty—the United States and England have been working in harmony for years. Liberty had its birthplace in England at Runnymede when the Magna Charta was signed and since that time it has been spreading to all parts of the globe, and there is yet hope that it will eventually reach those who are trying to tie up the farmers of the country into one-sided contracts to further their own selfish advancement. . . . Such tactics as these show the desperation to which the association is driven. They must have tobacco to operate their expensive system. With the amount they got last year the cost of handling is ruinous. . . . Many farmers were heard to say that they think the Senator and Governor have stepped out of their places to take this fight, and although they had been supporters of both that they had cast their last ballot for either of them."

MCFARLAND.

On Automobile Tour

John Grunert, of Grosvenor Nichols & Co., with his wife and daughter, is spending an enjoyable vacation, touring in their automobile.

T. S. WILLIAMSON & CO., *Leaf Tobacco Dealers*

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DANVILLE, VA., U. S. A.

EASTERN AND OLD BELT TOBACCO LEAF, STRIPS, SCRAP AND STEMS

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Louisville Tobacco Market Reports

LOUISVILLE, Ky., July 21.—The Louisville Tobacco Board of Trade, reports the hogshead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to July 20

Warehouses	Week—Auction Sales	Week—Private Sales	Week—Total for Week	Year, Jan 1, to date
Burner	...	...	...	792
Kentucky	36	1	37	6,653
Main Street	42	...	42	2,655
Planters-Farmers	62	9	71	8,310
New Tenth Street	13	7	20	3,084
Louisville	...	...	...	4,102
	153	17	170	25,596
Year 1922			849	46,931
Year 1921			1,475	41,111
Year 1920			288	33,437

Classifications of This Week's Sales

	Old Crops	1922 Crop	Total
Burley	126	...	126
Dark	44	...	44
	170	...	170

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	8,461	14,673	23,134
Dark	1,897	565	2,462
	10,358	15,238	25,596

Classification of Sales to Same Date in

	1922	1921	1920
Burley	44,093	38,348	31,873
Dark	2,838	2,763	1,564
	46,931	41,111	33,437

Comparisons with Previous Years

	1923	1922	1921
SALES—			
Total sales of new crop to date	19,760	14,760	33,417
Sales of new crop to date. Original inspection	16,029	12,257	27,537
REJECTIONS—			
Rejections this week:			
Burley	50	...	...
Dark	2	...	...
Total	52	185	446
Percentage of rejections to auction sales:			
Burley	39	...	...
Dark	7	...	...
Total	34	29	32
Rejections, Jan. 1 to date:			
Burley	5,170	...	...
Dark	432	...	...
Total	5,602	9,792	8,666
RECEIPTS—			
Receipts this week	439	616	1,175
Receipts, Jan. 1 to date	18,475	28,392	33,649

Official Quotations at Louisville, July 20, 1923

	Burley—Dark Red	Burley—Bright Red	Burley—Colory	Dark Manufacturing
Trash (green or mixed)	7 to 8	8 to 9	9 to 11	to 4½
Trash (sound)	10 to 12	12 to 14	15 to 17	4½ to 5½
Common Lugs	12 to 14	14 to 16	18 to 20	5½ to 6½
Medium Lugs	15 to 16	16 to 18	20 to 22	6 to 7
Good Lugs	18 to 20	20 to 22	22 to 25	7 to 8
Common Leaf (short)	12 to 14	14 to 16	18 to 20	8 to 10
Common Leaf	15 to 17	18 to 20	22 to 25	10 to 12
Medium Leaf	22 to 24	24 to 26	27 to 30	14 to 16
Good Leaf	26 to 30	30 to 32	32 to 35	18 to 20
Fine and Selections	35 to 40	40 to 42	42 to 49½	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

Dark Fired Growers to Get Second Payment

HOPKINSVILLE, Ky., July 23.—Checks for the second payment to the Dark Fired members of the Dark Tobacco Growers' Co-operative Association will be placed in the mails not later than July 23 and should reach the growers before August 1. This distribution of funds, which amounts to approximately $4,500,000, represents 70 per cent of the first advance and was authorized by the Board of Directors.

A short discussion of the financing problems confronting the directors will be enclosed with each check in order that the individual member may thoroughly understand the action of the Board. In some districts the growers expected more than 70 per cent at this time, but a complete endorsement of the Association's policy has followed a detailed explanation of the financing problems.

The announcement which will accompany all checks is reprinted below in full:

The Second Payment

"The time of making a second payment to members of the Dark Tobacco Growers' Co-operative Association depends entirely upon the sale of our tobacco.

One Sucker

"In the One Sucker District this year the entire crop was sold before the first of May. This enabled us to make a 100 per cent second distribution to the growers in that section on May 15. The third payment to those members will be given out when the association winds up its business for the first year.

Dark Fired and Stemming

"In the Dark Fired and Stemming districts the need of a second payment was recognized by the Board of Directors in session at Paducah on June 7. The farmers who elected the directors needed money and it was their duty to get it to them.

Paducah Prospects

PADUCAH, Ky., July 21.—Deliveries of loose tobacco have been very light again this week. As the Co-operative Association warehouses are planning to close on August 1, no doubt all the crop will be in by then. Indications are that there is very little left in the country and by that time farmers will have ample time for delivering.

There have been a few sales of hogshead tobacco during the past week that were made privately, but available stocks outside of the association are small and are of very little consequence. A few independent sales were made at Paducah and Mayfield of common to medium leaf at prices ranging from 14 to 25 cents. There has been considerable inquiry for lugs both for the old as well as for the '22 crop, but if any sales have been made they have not been published.

The weather has been ideal on the growing crop which is doing finely. Local rains have fallen over the district which were not especially needed, but have been helpful. The crop is being well worked and is in first class condition. Topping began in some sections this week and quite a good deal of tobacco has been topped, which means that it is considerably earlier than usual. Indications are that the greater part of the crop will be topped by the middle of August, but there are some inferior crops over the country as we always have, but farmers who have taken good care of their crops have them in the best condition we have rarely ever seen at this season of the year, and prospects for a good crop were never brighter. —W. B. KENNEDY.

Owensboro Outlook

OWENSBORO, Ky., July 21.—With continued dry, warm weather during the week the tobacco crop is showing some improvement, and I can report its general condition as fair at this time.—J. S. PHELON.

HOPKINSVILLE, KENTUCKY, U.S.A.

THE LARGEST DARK FIRED TOBACCO MARKET IN THE UNITED STATES

HEADQUARTERS OF THE DARK TOBACCO GROWERS CO-OPERATIVE MARKETING ASSOCIATION

and where its general sales rooms are located. Here you can buy one hogshead of tobacco as cheaply as you can buy a million pounds.

Send your orders to your broker at Hopkinsville.

Also, millions of pounds of tobacco are marketed here each year by the independent growers by auction on the loose leaf floors.

INFORMATION GLADLY FURNISHED BY J. W. HANCOCK, PRESIDENT OF THE HOPKINSVILLE TOBACCO BOARD OF TRADE.

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WRAPPERS A SPECIALTY CORRESPONDENCE SOLICITED
Samples on application DANVILLE, VIRGINIA, U. S. A.

"The association had not sold all of this tobacco, however, and consequently it did not have enough money to make a 100 per cent second distribution. A complete review of our finances showed that a second payment equal to seventy per cent of the first one could be made if a fifty per cent loan was placed on all tobacco held by the Pool. The financial report showed that approximately 109,000,000 pounds had been received in the Dark Fired District. Of that amount less than seventy per cent had been sold.

"If the association borrowed more than fifty per cent of the value of all stored tobacco, it would be able to make a larger payment. But if a heavy loan was placed on this stored weed, the association would be placed in exactly the same position occupied by the farmer before he was organized. Unable to meet its obligations it might possibly have been forced to make quick sales in order to obtain funds for its immediate needs. This course would be directly against the principles of co-operative marketing.

"On the other hand by placing a loan of fifty per cent on all stored tobacco the association was able to make a payment of approximately seventy per cent without injuring its financial strength. The immediate need of money in the country districts was taken care of and the association was in a position to market the remainder of its crop in a scientific manner and for a fair price. That is what we organized for.

"In addition to the association's immediate needs the directors were forced to consider the question of financing the first payment of the 1923 crop.

"As you know, there are two sources from which we may obtain loans:

"1. War Finance Corporation.

"2. District banks.

"The War Finance Corporation cannot advance more than fifty per cent of the value of our tobacco which must be prized in hogsheads and stored in recognized Government licensed houses before we make our application.

"The District banks lend us money on our loose tobacco. They represent the only source we have of obtaining funds during the delivery season.

"Therefore, the directors borrowed only fifty per cent from the banks because they knew that fifty per cent is all that the law allows the War Finance Corporation to lend us at any time. Next fall unless a considerable amount of tobacco has been sold in the meantime, we will borrow this fifty per cent from the War Finance Corporation and repay the banks.

"Then the banks can lend us money for the advance payment on the 1923 crop."

Manning Market Opens Aug. 1

MANNING, S. C., July 21.—The tobacco market opens in Manning August 1. There are two independent warehouses conducted by R. D. Cothran, John D. Gerald and C. E. Chestnut. A fine tobacco crop is in prospect. Hot days and seasonable rains have been beneficial to farms and the curing barns product is good and the curing barns are being well filled. Farmers are anticipating a better income from their crop than last year as the majority of the growers are in a much better condition. Tobacco curing continues with good results generally.

Brussels Leaf Market Active

WASHINGTON, D. C., July 25.—During July the Brussels leaf tobacco market was active due to heavy demand for American and San Domingo yellow leaf, according to the report to the Department of Commerce. This demand was mostly from Central Europe, with a few Belgian purchases.—LAMM.

Poolers Celebrate With Big Burgoo

FRANKLIN, Ky., July 21.—The town of Franklin, hospitable by tradition and newly prosperous as the result of good crops and eight months of co-operative marketing, on Wednesday extended a cordial welcome to more than 5,000 farmers and their families who held a huge festival in recognition of services rendered the county by the Dark Tobacco Growers' Co-operative Association.

State and county lines were erased for the day. Staunch pool farmers from the Dark field sections of Tennessee joined with the growers of One-Sucker tobacco from Logan, Simpson, Allen and Warren counties in a joyful celebration. One hundred non-poolers signed contracts pledging their leaf for 1923.

George Colvin, State Superintendent of Public Instruction; J. Guthrie Coke, Auburn; Virgil Chapman, Bourbon County Attorney, and Clifton Rodes, manager of the field service division of the Co-operative, addressed the growers during the morning and afternoon.

Mr. Colvin was introduced by Lawrence Finn, former chairman of the State Railroad Commission, at 11 o'clock.

"I am here to tell you the story of co-operative marketing," he said.

"And it is the second best story ever told," shouted a Tennessee minister, who operates a small farm.

After touching lightly on the immediate benefits of the new merchandising plan, Mr. Colvin drew the attention of the farmers to educational conditions in Western Kentucky.

"There are young girls in these fields today hoeing tobacco," he said. "Hundreds of them were there while school was in session. That is the tragedy of Kentucky.

"It is for our wives and our boys and girls that we must work for an economic independence. Hundreds of our best young men are leaving rural districts every year. They go to the industrial sections, and with them we lose our hopes for a better Kentucky.

"We must enter this fight now and win it. An improved standard of living shall be our heritage for our children.

"And now I want to pay this tribute to Robert W. Bingham, an honest tribute to an honest man. He is not a politician but the best friend the farmers of Kentucky ever had, and the success of this co-operative marketing plan will prove it to you."

Following Mr. Colvin's speech Clifton Rodes made a short talk and then Franklin served its burgoo. Ten long tables laden with provisions were uncovered on the Court House lawn and farm wives served the holiday lunch. A brass band took possession of the speakers' stand during this hour and helped the crowd forget the intense heat.

Hundreds of farmers from distant points came by train, automobile and buggy, and many of them carried baskets of food which they contributed to the general stocks.

Mr. Finn introduced Virgil Chapman at 2 o'clock. The audience was very much larger than in the morning and the third speaker was greeted with heartier applause.

Beginning with the fundamental principles of organization Mr. Chapman outlined the steps leading to the formation of the two Kentucky associations. He described conditions in burley district where the loose floors offered the only method of selling tobacco.

"The people there were bankrupt in 1920," he said. "The bankers were wondering where they would get money to meet their obligations and the farmers were in despair. Now these same farmers have bank accounts and they are paying their debts. The entire district is prosperous. Co-operative marketing made the change and it is doing the same thing for you people in the dark belt."

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Mr. Chapman discussed in detail the ration of the huge association, laying rticular stress on the need of active operation within the ranks of the mbers.

The very life of the people depends on the loyalty of the growers," he id. "Nothing can interfere with the ccess of a co-operative association that a united membership. It is the duty every grower here to make all pos-ie efforts to increase the size of the l."

While Mr. Chapman was speaking ny farmers sought the field service kers and signed contracts, pledging ir crops for the next four years. A ps of employes and volunteer helpers s kept busy the entire afternoon hand-r out membership badges and taking tracts.

Ellis Malone, proprietor of a local de-rtment store, was especially active in alf of the association. He was one the first citizens of Simpson to realize l value of co-operative marketing last when the organization committee was t started in the One Sucker district he has been a leader in the drive this mmer.

ust before the meeting was adjourned mbers of the crowd called for Mr. Coke, who had arrived shortly after on. He responded with a fervent ech in which he emphasized the need co-operation in agriculture.

As long as the farmer tries to mer-ndise his crops individually, he will an economic failure," Mr. Coke said. he time is coming when all of the ducts of the soil will be sold by or-anizations similar to the tobacco pools u you will all receive more for your or.

It is your duty now, however, to ke this association stronger by obtain-new members."

Other citizens who participated in the gram were: C. G. Jackson, Robert rris, C. U. McElroy, W. T. Stringer, bert Wade, Will Meadows and F. D. oker.

Burley Selling Surplus Real Estate

LEXINGTON, Ky., July 24.—Sales of plus property of the Burley Tobacco owers' Co-operative Association, which rted last week, were resumed today. Lexington property, for which the asso-tion has no present use, is to be dis-ed of at auction. The Lexington perty included a number of city lots a new residence section laid out th of the big Burley warehouse, in ich a new street and sidewalks have n laid, sewers constructed and lots rked off.

The sale of property, according to Director of Warehouses Ralph M. Barker, must be confirmed by the Board of Directors of the Burley co-operative. Mr. Barker said that he would recommend the acceptance of the prices offered for the property already sold, with a few exceptions.

No warehouses are being sold, Mr. Barker said, and the statement previously made that some warehouses were being offered was due to the fact that some lots and small buildings taken over in connection with some of the warehouse properties are to be sold.

Nearly $30,000 worth of the excess property of the association was sold last week, Mr. Barker said. The tabulations were not made until today and the exact total of the sales was $28,567.50. The sales made last week were:

Falmouth, $9,000; Lancaster, $3,615; Campbellsville, $4,385; Springfield, $9,-190; Taylorsville, $877.50; Lebanon, $1,-500; totaling, $28,567.50.

Sales for the week will include auctions at the following points: Carlisle and Flemingsburg, July 26; Brooksville and Augusta, July 27; Maysville, July 28.

Next week sales are to be held as follows: Williamstown, July 31; Cynthiana, August 2; Madison, Ind., August 3; Carrollton and Sanders, August 4. The sales are to end August 7, with auctions at Vine Grove and Hodgenville.

Director Barker said that good prices had been realized for the property, with the exception of a few minor pieces. If the board of directors follows his recommendation these will be re-advertised and sold later.

Going to "Show" Missouri

Chief of the Field Service William Collins and Vice-President James N. Kehoe, of the Burley Association, left today for Missouri, where they will look into the proposition of enlisting the aid of the Burley co-operative for the tobacco growers of Missouri, who have indicated an interest in the co-operative marketing plan. They will be in Missouri until the end of the week.

Witnesses Sporting Event

Samuel Paley, of the Congress Cigar Co., Philadelphia, was in New York early this week and took the opportunity to witness a local sporting event.

Booking Orders

Mark Levine, of H. Duys & Co., is at present covering New York State, and sending in a number of orders for high grade leaf.

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No longer is it necessary for the Manufacturer of a good mild cigar to deceive the public by advertising it as a "Mild Havana."

Publicity campaigns such as are being run by the makers of "Ricoro" cigars and by others are helping to acquaint the smoker with the fact that an all Porto Rican cigar or one in which the Tobacco from that Island is skillfully blended with other high-grade tobacco, makes the ideal all-day smoke—mild, yet fragrant; free-burning and rich in body, but not heavy. In fact a Porto Rican cigar can be partially smoked, relighted, and finished the following day with practically the same satisfaction.

The Government of Porto Rico

Thru the medium of its Tobacco Guarantee Agency established in this Country is also carrying on an intensive educational campaign to both the Manufacturer and the Consumer.

The public is being informed that most good mild cigars contain Porto Rican Tobacco whether the Manufacturer states it in his advertising or not.

This Agency is also spreading the information among Cigar Manufacturers that they can now tell at a glance the origin of the Leaf or Scraps they buy from the Jobber or Dealer. Every barrel or bale of Tobacco coming from Porto Rico must have affixed a stamp. A White one guarantees it to be pure Porto Rican; Blue that it is part Porto Rican mixed with other Tobacco, and Pink that it is all Foreign grown and simply has been shippd from that Island.

Send for the illustrated booklet,
"The Story of a Porto Rican Cigar"

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Warehouses: MARTIN PENA, PORTO RICO
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Packers of
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Main Office: San Juan, Porto Rico
New York Office: 126-128 Maiden Lane

Commission Sustains Freight Rates

WASHINGTON, D. C., July 25.—The Interstate Commerce Commission has handed down a decision in case No. 13873 of ...ge G. J. Helmerichs Leaf Tobacco Co. against the Cincinnati, Lebanon & Northern Railway Co., et al. In their syllabus in this case the Commissioners say:

"Any quantity rate on leaf tobacco, shipped in carloads from Dayton, Germantown, Middletown, and Miamisburg, Ohio, to St. Louis, Mo., found not unreasonable. Complaint dismissed." The decision in full is as follows:

"Complainant, a corporation engaged in jobbing tobacco at St. Louis, Mo., alleges, by complaint filed May 29, 1922, as amended, that the fourth-class any-quantity rate on leaf tobacco shipped in carloads from Dayton, Germantown, Middletown, and Miamisburg, Ohio, to St. Louis, was and is unjust and unreasonable. We are asked to prescribe a reasonable rate for the future and to award reparation on all shipments made since July 2, 1920. Rates will be stated in amounts per 100 pounds.

"The points of origin are in southwestern Ohio. The short lines or routes to St. Louis are the Pittsburgh, Cincinnati, Chicago & St. Louis, hereinafter called the Pennsylvania, from Dayton, 351 miles; the Cincinnati Northern and Pennsylvania from Germantown, 351 miles; the Baltimore & Ohio, the Chicago, Indianapolis & Western, and the Pennsylvania from Middletown, 352 miles; and the Cleveland, Cincinnati, Chicago & St. Louis and the Pennsylvania, 361 miles, from Miamisburg. The same class rate, based on the distance of 351 miles from Dayton and Germantown, applies from all the points of origin to St. Louis.

"The tobacco handled by complainant is packed in cases weighing from 300 to 400 pounds. It appears that 40 carloads of leaf tobacco, averaging 29,758 pounds, were shipped from these origin points to complainant at St. Louis between July 2, 1920, and the date of the hearing. Complainant states that the movement of leaf tobacco is constant throughout the year. In its jobbing business complainant encounters competition from tobacco dealers at various points in central, trunk-line, and western trunk-line territories. It contends that the present rate basis is too high to permit successful competition with many of its competitors, especially in the East.

"Unmanufactured leaf tobacco, in bulk, barrels, boxes, or hogsheads, is uniformly rated fourth class, any quantity, in the consolidated classification. This rating has been continuously maintained in official territory since the establishment of official classification No. 1 in 1887. One of the reasons for establishment of the any-quantity basis was the fact that most of the tobacco was at that time shipped in hogsheads, and that it was impracticable for shippers to load them into box cars of the small sizes then available. Since that time the dimensions of carriers' equipment used in the transportation of tobacco have materially increased, and the proportion of tobacco shipments offered in cases or boxes is much greater than it was in 1887. The rating and the fourth-class rate as such are not attacked. Complainant urges that the time has arrived for a differentiation in the rates on carloads and less than carloads. But under the issues presented the only question we are called upon to determine is the reasonableness of the fourth-class rate from the origin points named to St. Louis when applied on carload shipments of leaf tobacco.

"The fourth-class rates charged on complainant's shipments were 34.5 cents prior to August 26, 1920, 48.5 cents from that date to January 1, 1922, and 43.5 cents thereafter. Complainant refers to rates from Texas common points to St. Louis, from and to points in Ohio, from Nashville, Tenn., to Pittsburgh, Pa., and St. Louis, from Nora, Ill., to Janesville, Wis., and from and to several other points in official territory, ranging from 58 to 98 per cent of the corresponding fourth-class rates. All of these rates apply on any quantity, except the rates from Texas common points to St. Louis, from and to points in Ohio, and a rate from Lynchburg, Va., to Rochester, N. Y., which apply on carloads of certain minimum weights. The rates from and to Ohio points are for distances not in excess of 30 miles, and are of little value for comparative purposes. The rate from Texas common points to St. Louis is $1.215 and on shipments from Dallas, Tex., 688

(*Continued on page* 80)

THE JOBBER AND THE RETAILER
can obtain this
BIG 5c.
...raight shape, long filler and Banded ...gar at prices convenient to make ...em a leading seller.



ILANG-ILANG
is packed in 100s
Exclusive territory for
JOBBERS
D...'t Delay—Get this brand for your territory.
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DURLACH BROS.
Growers and Packers of
High Grade Porto Rico LEAF TOBACCO
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New York Office: 181 Water St.

MAX GANS' SONS, Inc.
Packers, Growers & Importers of
PORTO RICO TOBACCO
197 Water Street, New York

HERMANN J. ROSE
Packer of Porto Rican Cigar Leaf Tobacco
Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.
Quality, Not Price SANTURCE, PORTO RICO

RAMON MORAN & COMPANY
Growers, Packers & Strippers of
Porto Rican Leaf Tobacco—Exclusively Inland
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THE TOBACCO PALACE
58-62 Tetuan St., San Juan, P. R.
Importers and Exporters of Leaf Tobacco
The eldest tobacco house in Porto Rico

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GROWERS, PACKERS and STRIPPERS of PORTO RICAN TOBACCO
Specialty—Comerio and Naranjito Tobacco

Supplying the trade for eighty-three years
LICORICE
EXTRACT POWDER ROOT
Laurel leaves, Deer Tongue, Lavender Flowers, Slippery Elm Bark, Star Anise, Orange Peel, Angelica Root, etc.
PEEK & VELSOR, INC.
76 William St. New York, N. Y.



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THE MEADS TOBACCO CO.

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LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS
CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory: FLORIN, PA.
Correspondence Solicited.

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PENNSYLVANIA
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Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

W. K. Gresh & Sons
NORRISTOWN, PA.
Manufacturers of
The MEDITATION Cigar

PENNSYLVANIA TOBACCO
All Lancaster County Grown
The Cream of the Rich Northwest Section
MT. JOY FARM PRODUCTS CO., Inc.
Co-operative Packers and Jobbers
MT. JOY, PENNSYLVANIA

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SCRAP CUTTERS
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THE MILLER, DUBRUL & PETERS MFG. CO.
CINCINNATI, OHIO.

Pennsylvania Market Holding Lively Interes

Trading Confined Chiefly to Small Transactions—Prices Hol ing Close to Level Set During Big Rush Earlier in Seaso —No Large Quantity Left in Hands of Any Packer.

LANCASTER, Pa., July 23.—Trading on the Lancaster market, while confined chiefly to comparatively small transactions, is keeping up very briskly for the mid-summer season, and at prices which are holding closely to the level set earlier in the season during the big rush which consumed the greater part of the Lancaster cigar leaf. Tocacco in any large quantity is not to be found in the hands of any one packer and sales of appreciable magnitude would be impossible.

Reports from the northern end of the county—a section which boasted some of the finest tobacco that was grown in Lancaster in 1922—have it that several packers in that neighborhood have not yet sold. The lots are said to be small and in no case amounting to more than two or three hundred cases. With the exception of this seedleaf, and some small amount in the western end of the county, the rural packing houses are about cleaned out of their 1922 goods.

No Large Lots to Be Had

The total available supply of the long lengths of 1922 tobacco is exhausted and what remains to be sold is mainly shorter leaf and low grades. There is very little of any kind left, however, and the chances are that the packers will buy their 1923 cigar leaf with no reserve supply on hand whatever. The stock of 1921 is steadily dwindling under the continued onslaughts of demands from manufacturers and jobbers and will soon be history from the packer's point of view.

Six Sales Recently of 1921

Six lots of 1921 tobacco changed hands during the past week. Of these, five were small and amounted to between two and three hundred cases each. The sixth transaction was a matter of about 600 cases. It is understood that most of this tobacco was bought by a large cigar manufacturer of New York at prices which varied little from those established through former sales. Other small lots of this old tobacco are being steadily gathered up by the large manufacturers and the remaining supply of these goods is small indeed.

Another transaction consisted of three lots of 1922 cigar leaf, all of which were in the neighborhood of 600 cases. Prices on this tobacco were consistent with current sales, although determined by the grade of goods that was bought.

Among the sales of the week was the packing of A. E. Gerlach, who sold to Cullman Bros. Gerlach disposed of about 500 cases. J. Miller Eshleman and Baker & Pfautz have also sold a portion of their 1922 tobacco.

General Still Buying

The General Cigar Co. has been active recently and has made a number of purchases, consisting mostly of small lots of both 1921 and 1922 cigar leaf. Among these transactions was the purchase of the tobacco packed at the Brown warehouse at Bird-in-Hand. Several hundred cases were involved in the deal.

Complain of "Black Rot"

The cry of extensive damage continues and several packers have declared that with the amount of "black rot" showing up in their goods they stand to lose money on their business this season. Damage to some lots will reach as high as ten per cent, it was stated. Aside from the rot which is showing up as the sampling of the goods progresses, the leaf is coming out of the sweat in very good shape and promises to be excellent. The amount of rot is noticeably less in lots which have been bulked. In some cases where t packer took exceptionally good care bulk sweating his leaf the amount damage is so slight as to be negligible.

Havana Type in Best Condition

Lancaster county's Havana crop about the best conditioned tobacco th may be found in the county during t present dry spell. This early maturi leaf is already topped and looks ve good. About 500 acres were planted t spring and, due to the early rains, go good start. The attempts of several fa mers at some distance from the Susq hanna river to grow this type of toba have every appearance of disaster as conditions in the interior of the county very unfavorable. Havana is grown a larger scale than the Pennsylvania se leaf, the acreages in the section ab Washingtonboro running between 75 a 90 acres. When the average Lancas county grower has planted 15 or 20 ac he considers it a large crop, and oper tions on the scale of the Havana grow would be out of the question. All La caster county tobacco is peculiarly ada ed, it seems, to the conditions under wh it is grown and the invisible bound line which marks the Havana territ from the seedleaf "stamping groun has never been crossed with success the many ambitious growers who fr time to time cross swords with Mot Nature and try to beat her at her g game.—KEYSTONE.

York County Activities

YORK, Pa., July 23.—Reports from v ous parts of York county indicat healthy condition of the cigar manu turing industry. A new factory wh opened here July 20 is the Fix-Ha Cigar Co. It is located on the third f of the John H. Baker leaf tobacco w house, North Queen and York str The factory opened with 35 employee the payroll. The company expects to crease the working force to 125 emplo within the near future and turn ou high as 40,000 cigars a day. I. H. Roj manager of the Fix-Haynie Co.'s tories, has temporary charge of the factory. Elder Horn is foreman of new establishment. The floor now in by the Fix-Haynie Cigar Co. was merly occupied by C. S. Gable as a c factory. He has moved the equipmer his two other factories at Strinestowr Jacobus, which will now be run on time. The Gable factory here empl 125 persons, some of whom have taken on by the Fix-Haynie Co. Gable will continue to maintain his office at the present location in the B building in this city.

Two recent notable instances whic dicate a revival of activity in the trade occurred at Red Lion. J. C. ter & Co. and William C. Fruting Co. each shipped within a week more a half million cigars. Similar repor received from other parts of the cou

The G. A. Kohler Cigar Co., of after being on a short schedule for a is now on full time, with no limit fo cigar makers. The short time wa to the loss of a salesman. A recent of the southern states by one of the has brought in many orders. The pany is manufacturing a new brand the Henry Ford.

The General Cigar Co., which re leased the Kaltreider cigar factory,

D. DREUX, Inc
Successors to Wm. Quanjer, Inc.
Importers of Sumatra and Java Tobacco
Telephone John 2700 136 Water Street, New Yor



Little Trooper 5c

SUPERIOR VALUES

A better "Little Trooper" Cigar is now being made by us in Invincible short filler and Londres long filler, selling for 5c.

The Worthington is a high grade product in Invincible shape, Sumatra wrapped, Havana mixture, selling for 8c.

Made to Sell and Please Smoker

We make only good cigars

Jobbers and Dealers, Write

G. & I. CIGAR COMPANY
Windsor, Pa.



Worthington 8c 2 for 15c

n, has now 60 employees on its payroll room for 150 additional hands.

V. C. Frutinger, of the W. C. Frutger Cigar Co., Red Lion, has returned n a business trip to Philadelphia and w York, and reports business good.

he H. W. Spotz cigar factory, Dallasn, has been remodeled and painted.

F. Bupp, a grocer, has purchased the dge cigar store and barber shop, en and Prospect streets, this city, from l McKinney, who conducted it for a mber of years. Mr. Bupp has already am possession.

12-acre grove on the state road, been Red Lion and Winterstown, has n purchased by four Red Lion men, e of whom are concerned in the toco, cigar and cigar box manufacturing ness, for the purposes of a pleasure . The purchasers are: Charles F. eman, tobacco dealer; William C. itinger, cigar manufacturer; John E. weiler, cigar box manufacturer, and ert E. Strobeck, a decorator. Among proposed improvements of a pernent character are a pavilion and band d. The place, which was formerly wn as Pleasant Hill, will now be ed Pleasant Hill Park.

he employees of the A. E. Fix Cigar Jacobus, held an outing recently in mer Innerst's meadow, near that e.

e M. S. Heindel Cigar Co., of Red , gave its employees an outing on 19, at Long Level, where the day spent in boating, fishing and bath-

e outing of the employees of the J. Vinter Co., Red Lion, was held July Long Level.

Veteran Enjoys Black Cigar

muel Shilling, Civil War veteran, of gold, Jefferson county, Pa., recently his fifth visit to the battlefield of sburg, where he was wounded on hird day of the fight. Although he soon be 80 years old, he expects to to Gettysburg several more times e taps are blown for him.

attribute the fact that I am as active healthy as many men of 60," said hilling, "to total abstinence from the f alcoholic beverages."

hen asked about the use of tobacco, plied: "I've smoked most of the time I can remember," as he pulled a black cigar from an inside pocket proceeded to "light up."

Keystone State Prospects

ph Levine, of H. Duys & Co., is g up his Pennsylvania clients this Mr. Levine is optimistic regarduture conditions in the Keystone

Uphold Merit of Five Cent Cigar

YORK, Pa., July 23.—York county cigar manufacturers don't think much of the criticism of the present day cigar by Dr. W. H. Ballou, which was reprinted in TOBACCO from the *New York Herald*. It didn't anger them, but rather amused them. It is too apparent, according to these manufacturers, that some one has been imposing upon the physician. It may be that some one who is alarmed at the return to favor of the 5 cent smoke, of which variety 90 per cent of the cigar output of York county is said to be made up, has whispered in the doctor's ear. If he did, it was not the truth he told him.

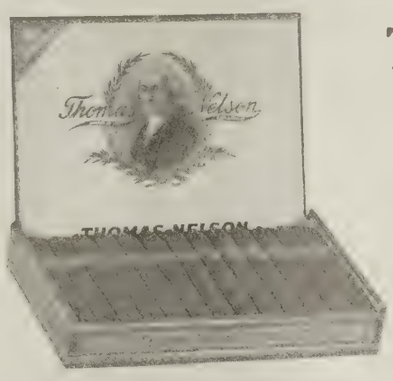
The York county manufacturers have been earnestly endeavoring to produce a better 5 cent cigar than ever, because they realize that it is the smoke at a price which best fits the average pocketbook, just as the 5 cent car fare, 5 cent shoe shine and 5 cent soda are most in favor. It is a law of trade that there is no demand for the article that fails to fill the bill. The York county cigar must be all right or there would not be the demand for them which has been on the increase since the war, as the returns at the U. S. Internal Revenue office at York will show. This, notwithstanding Dr. Ballou's criticism of the present day cigar.

It was a wise man, who lived probably before the time of Dr. Ballou's "enchanted years" when "life was lived at its best in all human history" who said, "Distance lends enchantment to the view." Always the years that have gone some one will declare the best. Yet no one really wants to return to the old days. It would bring about too many discomforts to which the individual of the present day is not accustomed. It is probably the same with the smokes of yesterday. If we had them alongside the product of today their faults would be very apparent. The earliest "fragrant tobies" which it was the custom in the long ago to give free of charge at many of the inns of York county, after a patron had paid for a meal, had the odor or taste in good measure of Virginal tobacco, of which Dr. Ballou speaks, but had nicotine in such amount that they were conceded to be injurious to the smoker.

The cigars of today are required to be better, the manufacturers say, because the smokers have accustomed themselves to better cigars. The cigars of 30 years ago, because of inferior quality, would not find a sale today. The tobaccos used then were not put through the fermenting or sweating process that they are today.

The doctor says: "Tobacco leaf is put

(*Continued on page* 80)



Thomas Nelson
A Cigar of Quality
10c
and up

FIVE SIZES
Corona, Invincible, Perfecto, Perfecto Sublime & Panatela.

H. J. ROTH CIGAR MFG. CO.
BAIR, PA.

Glass Cigar Box Covers

Highest Quality - - Lowest Prices

Our Style D Suits the Purpose

100 ..... 15 cents each
250 ..... 14 " "
500 or more ..... 12 " "

Includes Printing on Glass or Metal.

Choice of Five Colors. Send for Sample.

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CIGARS
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POLITANO
O M A R



FOR true comfort, solace and balm the rich quality of Bayuk Products pleases cigar lovers. They sell on sight and repeat on satisfaction.

BAYUK BROS., Inc.

Originators of the
BAYUK INIMITABLE BLEND AND
BAYUK INCOMPARABLE BRANDS
PHILADELPHIA

New York, 119 Lafayette Street Phone Franklin 3166

MARSHALL FIELD

NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets *Philadelphia, Pa.*

Philadelphia Keeping Up Usual Performances

Aggregate Cigar Output Is in Conformity With Regulation Summer Conditions—Big Factories Find Capacity Production Necessary—News and Incidents in the Trade.

PHILADELPHIA, July 24.—Normal mid-summer conditions prevailed in the Philadelphia Cigar manufacturing industry, in the aggregate output, but there was more accentuation of the abnormal conditions as between the big and the medium sized factories. In the group of the big fellows, whose distribution is in the national field, capacity production is keeping up, and every effort is being made to gain on overdue orders, because orders still are coming in quite as rapidly as goods are going out. On the other hand the medium sized factories are quiet, even dull, having barely enough business to keep organization together, particularly in view of the fact that the big competitors are welcoming all the skilled hands that apply for positions. Finally, the very small plants catering only to a direct and neighborhood trade are a little busier than they have been, unless they happen to be located in that section of the city given over to the dyeing and textile industries, in whose plants there is almost complete stagnation, with consequent decline of purchasing power. However, because of these peculiar conditions, somewhat contradictory, it may fairly be estimated that aggregate output is up to or in excess of the corresponding period of last year and with a prospect that business is slowly growing better day by day.

Leaf Trade Is Satisfactory

The leaf trade generally, reports a week of satisfying conditions. It, too, is convinced that marked improvement will set in before the month closes or early in August.

La Palina Offices Not All Moved Yet

While all the factory departments of the Congress Cigar Co., formerly located in the premises on 2nd street, and in the original home in this city at 3rd and Locust streets, are now located in the new building at the Southeast corner of 3rd and Spruce streets, there has been enforced postponement of the removal of the executive offices from 2nd and Market streets to the new headquarters. The delay was occasioned by the apparently slow process of installing the very elaborate office equipment in the new home. Just as the new factory will be the largest of its kind in Philadelphia, so also the new offices will be the most elaborately appointed, not only in this city, but it is believed in the entire United States. More than $20,000 is being expended in the decorations and appointments of the executive offices. The woodwork of mahogany is of richest design, and the artisans who are installing it necessarily are proceeding with utmost care towards the completion of what undoubtedly will be the great show place of the cigar manufacturing industry in this country. Elegant furniture and artistic draperies and rugs will add to the attractiveness of the office, the firm having determined to develop quarters for its executives worthy of the new building, realizing that perhaps a third of their lives are spent in them. Because of the vacation of Geo. Kraus, New York representative, who has been ordered to take a rest, sales manager Willis A. Andruss will be at the Metropolis headquarters for the next month.

Kimmigs in New Location

L. P. Kimmig, Sr., who formerly was located on 3rd street, and whose business history in the leaf trade of Philadelphia dates back for more than a quarter of a century, is now concentrating on the packing of leaf, specializing in Pennsylvania. The Philadelphia offices are maintained at 1207 W. Berks St., where Mr. Kimmig conducts a sales department as L. P. Kimmig & Co., while the packing department and warehouses are located in Lancaster, Pa. His son, William S. Kimmig, who was associated in the business, as wholesale leaf dealers, when the firm occupied the 3rd and Vine streets headquarters, is conducting a leaf brokerage business, occupying part of the offices at 1207 Berks St. He caters to the general leaf trade.

Velenchik Activities

Velenchik Bros., 134 N. 3rd St., have just completed the packing of the 1922 crop in the Lancaster warehouses at Plumb and Walnut streets. Hyman Velenchik of the firm who has been supervising the packing in Lancaster, has returned to the Quaker City headquarters after completing the packing of 1,600 cases in the four story warehouse which the firm purchased over a year ago. Most of the new packing has been disposed of through sale, orders having been placed before the stock was installed in the warehouse. Harold Velenchik, son of the head of the firm, who recently joined the ranks of benedicts, has returned from an extensive honeymoon trip in the South and is again at his desk.

Resting on Oars

The entire sales force of Morris D. Neumann & Co., who have been featuring the firm's leader, El Moriso on the road, have returned to headquarters at 324 N. 9th St. They will remain in the local offices until the middle of August when the rounds of the trade will be made for the Fall booking of orders.

Had Successful Selling Trip

An extensive newspaper campaign in the Philadelphia district has been inaugurated by the Progressive Cigar Corp., 1201 Race street, in its drive for the promotion of sales of Madam Butterfly and as a result the local factory is kept busy holding up production to capacity to meet the demands for increased sales. Max Lipschutz, of the firm, has just returned from the Middle West after a two weeks' visit to the trade and his well filled order book has provided the corporation with advance orders for many weeks to come.

Meeting with Success

Opening of several new accounts in the central New York state territory is announced by George I. Watson, member of the newly organized Associated Cigar Manufacturers Co., 1037 Race street who returned to the main office after two weeks' sojourn in that section, where he featured Rey Oma, the brand long established as a leader by the old firm of Sig C. Mayer & Co., of which he was a partner, and which he brought to the Associated Co. upon its organization a little over six weeks ago. Rey Oma and Dependo, the leader of the Smith Cigar Manufacturing Co., of Reading, Pa., are being pushed into an extended sales territory under the consolidation and both are meeting with increased popularity as the result of the impetus of concentrated efforts of the combine. A continued trip in the newly-opened distribution centers will be undertaken by Mr. Watson this week.

Attended Final Inscription

Adolf Loeb, head of the leaf importing house of K. Straus & Co., Third and Vine streets, who is now touring Euro-

AMERICA'S FINEST LABELS

GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request.

H. J. FLEISCHHAUER
68 No. Fourth St., Phila., Pa.

Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N. Y.

with his family, attended the final summer inscriptions at Amsterdam for the purpose of making another purchase of Sumatra, having previously made a large buy at the Spring sale, which has been almost entirely disposed of. While abroad Mr. Loeb will be the guest of friends in Germany and other parts of Europe. He will return to Philadelphia in September. George Cauffman, treasurer of the company, leaves this week for a trip through New York State and upon return to the city will spend the remaining days of Summer with his family in Ventnor, Atlantic City. Herbert Rheinstrom, of the sales force is now in the South making the rounds of the manufacturers, this week centering his efforts in Baltimore and vicinity. A large shipment of the new Porto Rican crop has just been received.

Keeping Up Action

Gumpert Brothers, formerly located at 227 Church street, are now completely settled in the new home at 207 Market street, where the firm has taken possession of the second floor for the purpose of conducting a sales office, the manufacturing having been confined to the Tampa factory. President A. A. Gumpert has just returned from an extensive trip to the Middle West where he featured the firm's new leader, the Philadelphia Club. He is to remain at local headquarters until the orders that have been booked to date are filled. They are estimated at 100,000 oversold, and are being rushed to completion by the factory. William H. Hartley is in charge of the office sales while President Gumpert looks after the road orders. The great demand for Philadelphia Clubs has temporarily suspended the manufacture of La Morena, the firm's former main brand.

Growing Demand for Tobacco at Canton, China

WASHINGTON, D. C., July 23.—American Consul Hamilton, at Canton, China, has the following to say regarding the growing demand for tobacco there:

"The growing demand for Canton tobacco is reflected in the rapid rise in price. Nam Hung No. 1 was quoted at $18 per picul of 133⅓ pounds on September 1, 1922, and at $27 per picul on March 15, 1923. Due to the brisk demand it is believed that production this year will be larger than last year, which may cause a drop in price. The yearly production of Nam Hung tobacco is estimated at about 30,000 bales.

"The principal varieties of leaf tobacco exported from the Canton district are the Nam Hung, the Nanning, the Chiv Young, the Pak Low, and the Tai On; of these the Nam Hung are by far the most important. The Nam Hung tobacco is grown near the northern border of Kwantung, north of Shiuchow. There is one crop a year, the harvest occurring in the month of July. As the crop is sun cured, it is not safe to ship until two months after harvesting. Practically the entire crop is marketed in Canton. When ready for shipment to Canton the tobacco is transported by water to Shiuchow and from there by Canton-Hankow Railway to Canton. The shipments which come down from the country are in native packing—that is, all grades mixed together in one bale. At Canton the tobacco is purchased from the up country merchants by Chinese dealers who specialize in tobacco for exportation. These dealers sort the tobacco into three grades, Extra—No. 1 and No. 2. By means of native presses, the tobacco is packed for exportation in bales of 110 catties or 146⅔ pounds net, with a double mat covering, and is sold to European commission houses for shipment abroad."—LAMM.

Baltimore Market

Sales Exceed Receipts

BALTIMORE, Md., July 19.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND: With receipts of 855 hogsheads, and sales of 944 hogsheads, our market ruled very active, and prices for a few fancy hogsheads reached 50 cents, while prices for other grades ruled firm.

OHIO: Receipts 187 hogsheads, sales 13 hogsheads, all 1922 crop.

Association Data

The Leaf Tobacco Association of Baltimore City issues these statistics for week ending July 18:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date	Same 1922
Maryland ..	876	6,134	7,010	5,569	8,461
Ohio	137	398	535	457	413
Total	1,013	6,532	7,545	6,026	8,874

Reinspections this week: Maryland, 41; Ohio, 10; to date, Maryland, 1,441; Ohio, 78.

Deliveries

	Maryland: Coastwise and Domestic	Maryland: Foreign	Maryland: Total	Ohio	Total
This week..	229	285	514	22	536
Previously.	2,535	8,774	11,309	1,063	12,372
	2,764	9,059	11,823	1,085	12,908

Stock in Warehouses

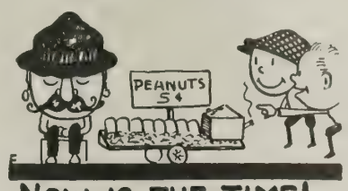
	Maryland	Ohio	Total
Stock Jan. 1.....	9,590	3,025	12,615
Receipts since.....	5,569	457	6,026
	15,159	3,482	18,641
Delivered since.....	11,823	1,085	12,908
Stocks today	3,336	2,397	5,733

Sales

	Maryland	Ohio	Total
This week.....	944	13	957
Previously	5,079	888	5,967
Totals	6,023	901	6,924

Enjoying Vacation Time

Henry Fisher, of H. Duys & Co., and Mrs. Fisher are spending their vacation in the Adirondacks.



NOW IS THE TIME!

to send US your order for Cigar Boxes. Through improvements to our plant we are now better able to serve you.

MONROE JARRETT & SONS
MANUFACTURERS OF
CIGAR BOXES
S.W. COR. RANDOLPH & JEFFERSON STREETS
PHILADELPHIA, PA.

The Popular Seller from Coast to Coast



Best Value for the Money

Victor Size - - 10c
Packed 1-20 wood and 1-20 tins

American Size - - 2 for 25c
Packed 1-20 wood. Foiled and plain

Size	
Corona	Packed 1-20 tins
Senator	—Packed 1-20 wood
Delmonico	—Packed 1-20 wood

} 15c

BOBROW BROTHERS, Inc.
Manufacturers
Philadelphia Penna.
Makers of Famous "Bold" Cigar.

STICK TO Cinco - IT'S SAFE



2 for 15c
everywhere

OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

LA PALINA
IT'S JAVA WRAPPED
CIGAR

Ask your jobber for the new and beautiful La Palina window display material. Nothing like it has ever been offered to cigar dealers.

More than one hundred and fifty million sold yearly
CONGRESS CIGAR COMPANY
Philadelphia

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

TOBACCO MERCHANTS ASSOCIATION OF THE U.S. TMA

OFFICERS AND EXECUTIVE COMMITTEE

Jesse A. Bloch, Wheeling, W. Va., president.
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William Best, New York, chairman executive committee.
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George H. Hummel, New York, vice-president.
Julius Lichtenstein, New York, vice-president.
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Wm. T. Reed, Richmond, Va., vice-president.
Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

American Machine and Foundry Co., Ltd.

The stand of this house at the recent Tobacco Show at Olympia, London, was daily besieged by interested spectators anxious to watch the ingenious working of some of their latest machines. The larger model working and the one which attracted the greater attention was that wonderful machine which makes cigars with a dexterity and speed that is truly wonderful and which must in time and with development tend to revolutionize the industry. The plant is of necessity a large one, and has three girl attendants, but with an output of 400 perfectly-made cigars per hour how quickly the machine can become a business proposition is readily apparent. The process is very interesting. The cigar is fed in the ordinary way on a belt and the guillotine knife descends to cut the charge ready to suit the bunch. An apron rolls the filler into a bunch, the leaf is set on the wrapper die, and is transferred on to the binder. After the fixing of the binder, the cigar is passed on to a drum, which rolls the finished cigar and cuts it to the desired length. The machine turns out a product which is infallibly uniform in weight, size and dimension, and the shape appears to be very well preserved, which should not be the least of its claims these days. Working at the stand of Messrs. R. & J. Hill, the company had one of their standard cigarette making machines in operation making "Sunripe" cigarettes, and the qualities of this model were pointed out to numerous visitors. This machine has a speed of 850 cigarettes per minute, and it has the advantage of a single knife cut and a naturally forming tobacco which renders the cigarette very neat and evenly filled. On this machine no compression wheels are used and the cigarette is formed by a natural thrust of tobacco which ensures roundness and even packing. Attached to the machine can now be fittted the Ebco Tipping apparatus, for tipping with cork, gold or other materials at the rate of 600 per minute. The firm of Messrs. R. & J. Hill were themselves generous in the tribute to the reliability and efficiency of this machine. —*London Cigar & Tobacco World.*

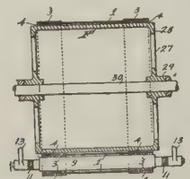
New Cigar Store

INDIANAPOLIS.—Glenn Carter has opened a cigar store at 996 Indiana avenue.

Patents

(*Continued from page* 53)

No. 1,461,150. TOBACCO-LEAF-BOOKING MACHINE. Graham H. Jackson, Newark, N. J., assignor to Universal Tobacco Machine Company, New York, N. Y., a Corporation of New York. Filed Mar. 3, 1921. Serial No. 449,549. Three Claims.



1,461,150

In a tobacco leaf booking machine the combination of a booking drum, and a booking belt passing around the drum and having a leaf receiving surface which will readily yield to receive the leaves as the book increases in thickness, and edges of a stiffer material on each side of the book receiving surface by which the booking belt may be driven.

Trade-Marks Filed

In U. S. Patent Office

The following trade marks were published in compliance with Section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within 30 days from date of official publication.

* * *

Ser. No. 176,611. JOSEPH FARFAGLIA & Co., Canastota, N. Y. Filed Feb. 26, 1923.



176,611

No claim made to the word "Sigari" apart from the mark shown.

The particular description of goods.—Cigars and Smoking Tobacco. *Claims use* since Nov. 29, 1922.

* * *

Ser. No. 179,263. ALFRED DUNHILL OF LONDON, INC., New York, N. Y. Filed Apr. 17, 1923.



176,263

The particular description of goods.—Pipes, Cigar and Cigarette Holders and Tobacco Pouches. *Claims use* since July 1, 1916.

* * *

Ser. No. 180,171. I. THEODORE FRANK DUTKANYCH, Chicago, Ill. Filed May 4, 1923.



180,171

The particular description of goods.—Cigars. *Claims use* since Nov. 29,1922.

Legal Lore

(*Continued from page* 45)

honest carriers, that the law compels everybody to pay the fixed price and posted rate, even under conditions such as rose in these two cases. A very good principle, no doubt, but in no other situation could one party to a deal make a certain price or charge, and then when the other party had acted on it, come back on him and say, "Oh, I made a mistake; you must pay me more than I agreed to take." The railroad law is peculiar unto itself in that it protects the railroads from any mistake they can make in the making and collection of freight rates, and empowers them to go back and get the balance if they have undercharged.

The following is from a leading case on this subject:

"It is now the established rule that a carrier cannot depart to any extent from its published schedule of rates for interstate transportation on file without incurring the penalties of the statute: Louisville & Nashville R. R. Co. vs. Mottley, 219 U. S. 467.

"The rate for transportation is made by the Interstate Commerce Commission Act a subject of positive law and contracts, express or implied, providing otherwise, or any consent or permission through which a lower rate is claimed or sought to be enforced is of no effect. Shippers and consignees are alike charged with knowledge of the rate to be paid and are not entitled to exemption from compliance therewith because an agent of the carrier made a mistake in giving a lower rate.

"Where a railroad company delivers goods to the consignee named in the bill of lading, and through the mistake of an employe demands and receives from the consignee a less amount than the lawful charge for the services rendered, the railroad company is not estopped from subsequently recovering the difference between the amount actually paid and the legal rate.

"Where there has been a departure from established and published rates for the transportation of freight, either by mistake or for other reason, the legal rate must be paid by the shipper.

"Where the agent of a railroad has by mistake charged and collected a less amount of freight than that specified in the published schedule, the company may thereafter collect the difference from the shipper or person liable for the freight." —*Copyright, 1923, by Elton J. Buckley.*

Sustains Freight Rates

(*Continued from page* 75)

miles, would yield 35.3 mills per ton-mile. The rate from Lynchburg to Rochester is 46 cents for 758 miles, yielding 12.1 mills per ton-mile. The any-quantity rates from Nashville referred to by complainant are 47 cents to Pittsburgh, 626 miles, and 48 cents to St. Louis, 323 miles, yielding, respectively, 15 and 29.7 mills per ton-mile. The assailed rate of 43.5 cents for the distance of 351 miles yields 24.8 mills per ton-mile.

"With the comparatively few exceptions referred to by complainant, leaf tobacco moves, and has moved since 1887, in official territory in any quantity at fourth-class rates. Defendants contend that this basis is reasonable, and in support of that contention compare the earnings under the assailed rate with earnings under rates for comparable distances from and to points in central territory on numerous commodities which are rated fourth class and move on the classification basis. They state that the tobacco business has adjusted itself to the any-quantity basis; that shippers generally are satisfied with this basis; and that to establish lower rates on carloads than on less than carloads would disturb commercial conditions. The great bulk of the tobacco movement in central territory is in less than carloads. It is shown that during 1920, 1921, and January, 1922, numerous less-than-carload shipments of leaf tobacco, ranging in weight from 1,575 to 8,165 pounds, moved from these points of origin to St. Louis.

"In *Official Classification Ratings*, 37 I. C. C., 166, a proposal to establish in official classification territory ratings on leaf tobacco, in barrels, boxes, or hogsheads, of fourth class in carloads at certain minimum weights, and of third class in less than carloads, in lieu of the any-quantity fourth-class rating was protested by tobacco dealers generally throughout the country and was found not justified. In *Mayfield & Graves County Commercial Club* v. *R. R. Co.*, 48 I. C. C., 45, the rates on unmanufactured tobacco, in hogsheads, any quantity, from Mayfield, Ky., to trunk-line territory, were assailed as unreasonable, unjustly discriminatory, and unduly prejudicial. The rates were published as joint rates but were based on a commodity rate from Mayfield to Paducah, Ky., and the fourth-class rate beyond. It appeared that the movement from Mayfield to trunk-line territory was practically all in carloads; nevertheless the joint rates were not found unreasonable or otherwise unlawful.

"We find that the rate assailed was not and is not unreasonable. The complaint will be dismissed."

Five Cent Cigars

(*Continued from page* 77)

through chemicals, which will produce every conceivable shade and appearance. Afterwards the wrappers are ironed until perfectly smooth. Chemicals are used to make mild smokes for those that call for them. Strength is given for dark colors of maduros and Colorado maduros or 'black' cigars by other processes. A visit to the vats, where the leaf for wrappers is in its original preparation, would cause the oldest smoker to give up his life-long habit."

"In the sweating or fermenting of tobacco, to which Dr. Ballou apparently has reference," said Charles C. Meads, secretary of the York County Cigar Manufacturers' Association, and one of the county's best authorities on tobacco, "cigar manufacturers use neither vats nor chemicals. The tobacco is put on bulks and during warm weather there is sufficient natural heat to start fermentation. During this natural sweating period, the gum, which is on the tobacco, and which is very bitter, leaves the tobacco.

"Great pains are taken in fermenting tobacco to bring out the quality of the leaf. No acids or chemicals are used whatsoever. This fermentation applies to all grades of tobaccos and the color of the leaf comes through fermentation to a certain extent. There are, however, many different kinds of tobacco and of different natures. Some tobacco is heavy, some thin, some broad and some narrow.

"The vats, of which Dr. Ballou speaks, can be found in factories in which chewing tobacco is made and are used to put licorice, sugar, chocolate and other sweetening on pouch tobacco. But no vats can be found in cigar factories. Anyone saying so only exposes his ignorance with regard to cigars.

"The nickel cigar of today is better than it ever was. Instead of using the cheaper and inferior grades the best tobacco is used. The average cigar manufactured in York county that retails for 5 cents has the quality of many 10 cent cigars.

"York county has made a specialty of the 5 cent cigar and only the best tobaccos obtainable are used. The wrapper on the 5 cent cigar costs from $3.50 to $6.00 per pound. The binder used costs from 30 cents to 50 cents per pound. The short filler used in the 5 cent cigar is made from the cuttings or shorts from factories that manufacture 2 for 25 cent and 3 for 50 cents. Combinations of Havana, Porto Rico, Pennsylvania Seed and Connecticut tobaccos are used. In York county there are concerns that have men well versed in the blending of tobaccos, so as to bring out the aromatic qualities.

"Dr. Ballou ought to purchase a 5 cent cigar made in one of the York county factories. He might also find it interesting to visit the factories and see for himself the sanitary conditions that prevail there. He would then learn that none but the highest grades of tobacco are used in the manufacture of cigars and that the 'vats' and the 'cabbage' and 'weeds' that are supposed to be treated chemically in them are myths, pure and simple."

CLASSIFIED ADVERTISING

I WANT TO BUY MORE CIGARS, FIRST CLASS, FROM 10c DOWN. ANTHONY CARUSO, 4831 DIX AVENUE, DETROIT, MICHIGAN.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXVI. No. 14 NEW YORK, AUGUST 2, 1923 Per Annum, $3.00 Per Copy, 10 Cents

Wisconsin Leaf Market in Comatose Condition

Sweeney's Withdrawal Seems to Have Pulled Life Out of Early Buying—Good Binders Show Strength—Pool Presents Perplexing Problems—Points Left Open to Choice.

EDGERTON, Wis., July 28.—The buying up north has remained seemingly dead the past week. There has been no life in it since Sweeney pulled in his buyers two weeks ago. The argument that the entire movement consumed less than two thousand acres makes new converts every day, and is now the accepted estimate of the northern '23 that has been lifted to date.

When it will start up again, of course, it is impossible to state. Unless the unforeseen happens, the general consensus has it, the campaign will not be renewed until the weed is at least ready for harvest.

Trade Is Bullish

The members of the trade in this state are all rather bullish on good binders. The antics of the stock exchange of late has failed to impress the Middle West a bit, and a general air of confidence prevails in all lines. The tobacco trade is no exception to this, and a very sane optimism is felt almost universally therein. Surplus stocks of old binders are not to be found, and the '22 crop seems to be in exceptionally strong hands.

Cigar Business Showing Activity

The small factories in Wisconsin are doing a good Summer run of business The retail stores are doing a flourishing Summer business. Wisconsin is flooded with tourists this year, and all the multitude of resorts are doing a record-breaking business. The state now enjoys the reputation of having the best roads of any state in the Mississippi valley, and the small factories, and the cigar stores are greatly benefiting from that reputation.

Crop Prospects

The growing regions of the north continue to cause the tobacco planter joy by the promises of what the '23 crop will be. In Crawford and parts of Vernon counties, however, rain has been absent for over three weeks, and the tobacco growing in the light sandy loam there is rapidly showing decided evidences of drouth. A light rain last week came just in time to postpone or prevent severe damages to the weed. The benefits of that have worn off at this writing, and rain is very badly needed. Around Sparta, in Monroe county, rain is sorely needed also.

In Jackson and Trempealeau counties ample moisture is reported, and the crops there are enjoying a banner growing season to date.

Spotty Conditions in Southern Section

In the south, the growing conditions are very spotty. On a recent ride through Rock and Dane counties, the writer saw one or two fields actually being topped, while across the road were fields showing an average height of only four or five inches. On an all-day's ride, two fields were seen ready to top, while the average field was very, very small. Fully half of the fields were very uneven and ragged looking.

Many of the pooled growers have been in the habit of raising the root-rot resistant type of seed the past few years, and have at the same time, perhaps, neglected intelligent crop rotation slightly. These growers, upon the advice of the pool, have gone to the Comstock or the "thirty-eight" type of seed. A very plausible explanation of the ragged appearance of many of the fields is that the more delicate types of tobacco are already showing signs of root rot. In many of the fields there is no doubt about it.

Wire worms are also causing some damage in different sections, both north and south. Many growers have commenced to complain about wire worms the past week. Wildfire is practically unknown anywhere this year to date.

Independent Acreage Believed Greater Than Pool Plantings

One northern operator writes that after doing several weeks' hard riding in the northern sections, and talking with informed men from practically every section in the north, that he is of the firm opinion that there is more independent acreage grown this year in the north than is pooled. The writer passes this along for what it is worth without comment. Whether or not the reader agrees with it, it is an important fact that there is an enormous independent northern and southern acreage being grown this year.

Already reports are coming in of pooled growers who cash rented their tobacco lands to men not in the pool, being among the number of growers who

(*Continued on page* 40)

Grocers Deny Price-Fixing Agreements

WASHINGTON, D. C., July 28.—The answers of the wholesale grocers to the charges of the Federal Trade Commission that they joined with tobacco manufacturers to illegally hold up tobacco prices, are beginning to come in. Declaring that it had never associated with any other jobber for the purpose of fixing the price for the purchase and sale of tobacco products in the State of Arizona, the Hall-Pollock Co., wholesale grocers, of Phoenix, Ariz., during the week answered the complaint of the Federal Trade Commission, charging it with conspiring with other dealers of tobacco products to fix uniform discounts or prices at which products of the American Tobacco Co., P. Lorillard Co., and Liggett & Myers Tobacco Co. should be sold. The company admitted that it had co-operated with another company for the purpose of agreeing on a cash discount on tobacco, but vigorously denied that it ever "associated with any other jobber for the purpose of fixing the price for the purchase and sale of tobacco and tobacco products in the State of Arizona."

After All Nothing Satisfies Like a Good Cigar

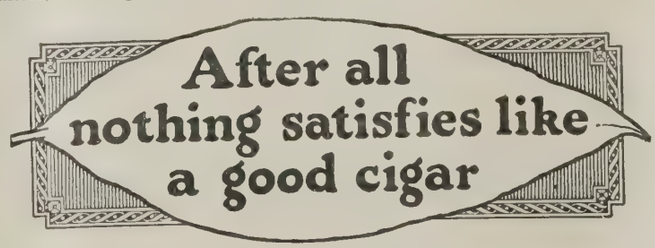
The Special Cigar Committee, appointed at the recent T. M. A. convention in Washington, and the Cigar Slogan Committee have come to an agreement on a suitable slogan for the cigar industry, which is: "After all, nothing satisfies like a good cigar."

Under yesterday's date, Charles Dushkind, managing director of the T. M. A., sent out the following announcement:

"*To the Cigar Trade:*

"As a first step in the promotion of the cigar business, the Special Cigar Committee, together with the Slogan Committee, have agreed upon a slogan, for the general promotion of the cigar business, by including in every advertisement a uniform slogan or statement, with a distinctive design. This would, at least for the present, serve the purpose of co-operative advertising with approximately two million dollars' worth of space to start with. Also that such slogan be used on all posters, show cards and all other advertising material, as well as on signs and in window displays.

"A sub-committee consisting of William Best, of General Cigar Co., as chairman; George H. Hummel, of P. Lorillard Co.; Robert E. Christie, of



or it may perhaps be better termed a Declaration of Merits, as well as upon an identifying design to be used in connection therewith, as herein shown by the reproductions thereof.

"It will be recalled that at a meeting of the Cigar Committee appointed at our recent convention, it was unanimously decided that, as a first constructive step in the direction of increasing cigar consumption, the advertising mediums of individual cigar manufacturing concerns, which are estimated to amount to over two million dollars a year, be utilized

American Cigar Co.; Julius Lichtenstein, of Consolidated Cigar Corp.; Ben R. Lichty, of Otto Eisenlohr & Bros., and Samuel Bayuk, of Bayuk Cigars, Inc., was accordingly appointed to confer with the Slogan Committee named at the final meeting of the former Cigar Slogan Contest Committee, and consisting of Frank W. Harwood, of General Cigar Co.; F. J. Ross, of F. J. Ross Co.; Charles H. Eyles, of The Richard A. Foley Advertising Agency; George C. Sherman, of Sherman and Lebair, Inc.,

(*Continued on page* 4)

N. E. Cigarmakers Go Out on Strike

BOSTON, July 28.—Four of the largest cigar factories in greater Boston were closed today as a result of a strike of cigarmakers for higher wages. Officials of the cigarmakers' union here estimated that between three and five thousand workers walked out this morning in this city, Springfield, Worcester, Hartford, Conn.; New Haven, Conn.; Portland, Me., and Bangor, Me.

Manufacturers today asserted that the present strike was uncalled for and did not have the sanction of the international headquarters of the cigarmakers' union. It was declared that in Boston the highest wages in the country were paid to workers. Union officials asserted, however, that all the small factories in this district have accepted the new wage scale submitted, and that already 500 workers are profiting by the increase demanded.

The union demanded a restoration of the wages which were paid previous to the reduction in May, 1922. The old scale called for $24 per 1,000 hand-made cigars and $15 per 1,000 for those made in molds. The present scale is $3 per 1,000 lower on the better grades and $1.75 less for the cheaper grades.

* * *

No Cigarmakers Out in Hartford

HARTFORD, Conn., July 28.—Secretary James T. Manee of the local cigarmakers' union said today that no Hartford cigarmakers had gone out on strike. The present wage agreement providing for $24 per thousand is still in effect and there has been no move for a change of scale.

* * *

No Strike in New Haven

NEW HAVEN, Conn., July 28.—All was quiet among the cigar manufacturers in this city Friday night, and up to noon today there did not seem to be any indication of a strike in this city. Nothing had been heard from the cigarmakers to indicate that they contemplated having a part in the strike of the New England cigar manufacturers which is prevalent today in Massachusetts cities, particularly in Boston.

* * *

In Violation of Agreement

NEW HAVEN, Conn., July 28.—The strike of cigarmakers in Boston is said to be in violation of the law of the International Cigarmakers' Union, which body had refused to sanction the application of that union to try and force manufacturers to grant a new bill of prices, and for that reason the strike is not expected to extend to this city, it was stated here today.

Ira N. Ornburn, second vice-president of the International Cigarmakers' Union, who lives here and is an officer of the Connecticut branch of the American Fed-

eration of Labor, today said: "The Boston strike is in direct violation of the law of the International union. Our constitution provides that a local union desirous of revising the bill of prices must submit its application to the general membership of the International union, which embraces unions in Canada, the United States and Porto Rico. The application of the Boston union for a new bill of prices was turned down, but in spite of that and in defiance of the constitution of the International union, a strike has been called. This matter will come up at the convention of the International union to be held in Chicago, beginning August 13."

After All Nothing Satisfies Like a Good Cigar

(*Continued from page 3*)

and C. R. Sherlock, of United Cigar Stores Co. of America, for the purpose of working out a suitable and appropriate slogan for the cigar business.

"With a full realization of the difficulty of the task, and with an intense desire to present to the trade a real appropriate slogan, such as would stand the acid test and would likely be accepted and used by the entire trade, both committees have devoted much time and effort to the study and consideration of the matter.

"As a result of the numerous meetings and conferences held and the expert advice of the eminent advertising specialists on the Slogan Committee, both committees have unanimously adopted the slogan, together with the design, herewith submitted, which we sincerely trust will be universally accepted and used by the cigar trade with beneficial effect.

A Forceful Selling Phrase Better Than a Catchy Slogan

"In reaching this conclusion the committees were by no means unmindful of the apparent general impression that a slogan must necessarily consist of a clever or catchy phrase or couplet. But the opinion was unanimous that as between clever and catchy phrases or couplets, which mean nothing and express nothing, and a short, definite and dignified statement of the merits of the products sought to be popularized, the latter is infinitely more desirable.

"The slogan adopted, which, as already stated, may perhaps be more properly termed a *declaration of merits*, is neither clever nor catchy, but it surely is a definite, dignified and emphatic statement of the satisfaction derived from cigar smoking.

"It may not bear popular repetition in jest or humor, but certainly is a sincere expression which cannot but make a definite impression on the mind of the reader. It may not be fanciful or striking, but it doubtlessly is a forceful declaration tending to set people thinking about smoking cigars as one of the pleasures of life.

The Value of a Slogan Depends Upon the Extensivenes of Its Use

"However, the value of a slogan or a selling phrase as a stimulant to business depends, of course, upon the extensiveness or wideness of its use by the trade. In other words, to get the full value out of it, it must be popularized to the fullest extent; it must be used continuously, widely and conspicuously so that the public might become indelibly impressed with the phrase or declaration.

"Nor is it of any less importance to popularize the very design or identification mark used in connection with the slogan by keeping the identifying mark constantly and conspicuously before the public, so that a mere glance at the distinguishing mark would necessarily operate as a reminder of what it says, without reading it.

"We respectfully urge, therefore, that this slogan, in the form or design presented, be used by the cigar trade in all advertisements and on all posters, show cards, and other advertising matter, as well as on signs and in window displays.

"It may also be used on envelopes and other stationery and perhaps also on boxes, labels or flaps.

"Electrotypes of the various sizes, or of any special sizes desired, will be cheerfully furnished by us.

"With the confidence that this slogan will be universally adopted and used by the trade to the fullest and widest extent possible, and in the hope that it may produce lasting and beneficial results, I am

"Respectfully yours,
"CHAS. DUSHKIND,
"Managing Director."

To Tour Europe

Benno Rosenwald, of E. Rosenwald & Bro., and Mrs. Rosenwald are scheduled to sail for Europe on August 11, and plan to visit the leading seaside resorts in England and the Continent.

Matoaka's (Pocahontas's) Spirit Speaks

By VIRGINICUS

They call me Pocahontas—
Matoaka is my name,
And all the educators
Are Battling o'er the same.

My name is Matoaka—
They find they have been wrong
To call me Pocahontas
In text-book and in song.

I wed young Rolfe—a Thomas—
Not John, nor Bob, nor Jim;
Nor Captain Smith—a boaster—
I have no use for him!

Said that I had saved his life,
When if the truth were told,
At that time I was very young,
A child of ten years old.

My name is Matoaka,
As searchers for my bones
Found in the church at Gravesend
Writ on the Chancel's stones.

Why disturb my body's rest?
In peace let it remain.
A skull, a bone, a hank of hair,
Will be of little gain.

My pride in life was as a wife
Who showed her husband how
To cultivate tobacco—
A wondrous business now.

* * *

Should you think some homage due
Her who first tobacco grew,
Matoaka, one and all,
"Mother of Tobacco" call.



Matoaks ats Rebecka daughter to the mighty Prince Powhatan Emperour of Attanoughkomouck ats Virginia converted and baptized in the Christian faith and Wife to the Worll Mr Tho Rolff.

Regarding the controversy about Matoaka Pocahontas, which, as you know, has spread over all the United States and the English speaking countries, it has been discovered that not only is the story of Pocahontas and Captain John Smith historically incorrect, but also that the name of her husband was Thomas Rolfe and not John Rolfe.

The only dependable documents about Matoaka are the portrait of her painted by Simon de Passe with the inscriptions around and beneath the picture referring to the name of her husband as Thomas Rolfe, and the church records at Gravesend, England, which also mention Thomas Rolfe as husband of Matoaka.

So not only must Rolfe's Christian name be corrected but substantial evidence has been found to prove Captain John Smith's story of very doubtful value.

Patterson Bros. Trade Continues to Expand

In a recent interview, F. A. de Pilis, chairman of Patterson Bros. Tobacco Corp., expressed his views on export trade and the development of his corporation to a representative of TOBACCO. Mr. de Pilis, who has complete control of the sales department, in addition to his other duties, stated that the Patterson corporation has established offices at Seattle, San Francisco, Boston, Buffalo, Richmond and New York, and that distribution in the East, the West and the Pacific Coast shows a pleasing and flattering increase. He emphasized the fact that their agencies, district managers, and dealers are assured of their sincerity and loyalty.

To Increase Capital

Mr. de Pilis said that the capital of the corporation will be considerably increased in the near future, and that a certain amount of stock will be laid aside in the treasury for jobbers, dealers and salesmen, for which subscriptions will be taken on a deferred payment plan. This idea of selling stock is intended to interest the dealer in the progress of the corporation. Of course, this proposition will be entirely optional.

An Amalgamation Pending

Mr. de Pilis announced that an amalgamation with another company is to be consummated shortly, which will make Patterson Bros. Tobacco Corp. a very large independent concern. He also declared that the export department of the company is meeting with wonderful results, and that a big advertising campaign will be launched on September 15.

Mullins Auction Mart Opens Higher

(*Special Telegram to* TOBACCO)

MULLINS, S. C., Aug. 1.—Auction market opened here today with prices on common tobacco about 25 per cent higher than last year. Good tobacco a shade higher. Around 100,000 pounds on the market of which 80 per cent are primings. Farmers well pleased with opening; all the companies buying.—MCFARLAND.

Buys Warehouse

TULLAHOMA, Tenn., July 28.—The Tullahoma Tobacco Growers' Association has purchased a warehouse and lot in the eastern part of the town from J. W. Horton to house its expanding business, and will erect an additional building with modern equipment. The warehouse contains 11,000 square feet, and is well adapted for handling and storing tobacco. A big season with efficient handling and good prices paid, with an increased acreage of the leaf planted this season in Coffee County, have contributed to a healthy growth of this cooperative movement and necessitated increased space and better facilities.

Pasbach-Voice Outing

The Annual Summer Outing of the employees of the Pasbach-Voice Litho. Co., Inc., was held a short time ago at Belvedere Park, North Beach, Long Island. A most active committee took care of all details and several days prior to the outing interesting signs were placed all through the factory advising both the male and female members of the organization what they were to expect in the way of games, prizes, etc.

Employees left the building in special cars and arrived at the park at about 11 o'clock. Activities immediately started with a baseball game; this was followed by a most interesting series of races for the girls, boys and men. A number of attractive prizes were awarded to the winners in addition to prizes that were raffled off at the dinner.

The jazzy jazz band started its activities at 3:30 and all employees gathered in the dance hall where a most delightful time was had until about 9 o'clock, when the party started for their homes.

In Mr. Voice's absence, Oscar Pasbach, president of the company, officiated and was proud of the spirit shown, for the employees assured Mr. Pasbach of their appreciation for the assistance and fairness always shown by the corporation and promised every possible co-operation in the future.

Queed's New Slogan

F. A. de Pilis, chairman of Patterson Bros. Tobacco Corp., has adopted the following alliterative slogan for the popular Queed tobacco:

"Queed's quadruple quantity quaint quality quickly quells quarrels with your smoke appetite."

A Dutch Wedding

Jules de Vries, representative of E. Rosenwald & Bro., in Amsterdam, and Miss Mini Weyl-Koch, daughter of Mr. and Mrs. S. Weyl-Koch, of Amsterdam, were married last week.

To Study Cuban Market

Alvero Garcia, of Garcia & Vega, cigar manufacturers, sailed last week for Havana, where he will study conditions in the Cuban tobacco market.

Connecticut Valley Growers Have Big Field Day

President Joseph W. Alsop Praises Spirit of Cooperation Among Members of the Growers' Association—Reviews First Year's Work of Organization.

SPRINGFIELD, Mass., July 28.—Rain apparently had no terrors for tobacco growers or their families, for between 5,000 and 6,000 of them turned out for the first annual field day of the Connecticut Valley Tobacco Association at Riverside Park, Wednesday, despite a steady downpour the greater part of the morning.

The gathering is believed to be the largest of its kind ever held in New England. It also was one of the most remarkable considering the conditions. It is said that a crowd of at least 10,000 would have attended the outing had the skies been clear at the start of the day. At least 90 per cent. of the association's 3,500 members had signified their intentions of being present, and most of them planned to take their families along, says the *Union* of this city.

It was one of the largest crowds ever entertained at the down-river park, and rain or no rain the crowd had a wonderful time. There were no formalities. The affair reminded one of the old Sunday School picnics when father, mother and all the children came and brought their luncheons. There was a get-together meeting late in the morning in the new dancing pavilion when President Joseph W. Alsop, of Avon, Conn., made an address in which he reviewed the results obtained during the association's first year, after which General Manager Fred B. Griffin gave some sound advice for growers, and Judge Levi P. M. Hickey, of East Hartford, head of the field service division, urged everyone to go out and have a good time. He also outlined the program of amusements and sports prepared for their benefit.

Tobacco Was the Theme

The men for the most part got together and "talked shop" with the officers of the association. The women and children went out in search of diversion, and found it in abundance. The park was open to them at all points, and it proved to be a day well spent.

There were many interesting features of the day, but one of the most interesting seemed to be the attitude of individual members toward the association and its accomplishments during the year. It is remarkable, it is pointed out that a cooperative association, formed a year ago in a section of the country which knew little or nothing of such things, composed of men noted for their conservatism in such matters could have timed it so well and everyone be so enthusiastic about it, boosting sturdily for it, and boasting of the results attained.

This has been a poor tobacco year, compared with other years. Last year's crop was a poor one as Connecticut Valley crops are judged. Yet the sentiment expressed at Wednesday's gathering was apparently summed up in the words of a grizzled old veteran of some 70 years, who declared that "the boys certainly have put over something big," alluding to the work done by officers and directors of the association.

This feeling of almost universal approval was evident in President Alsop's reception address, when he spoke to them of the work done during the past year and the hopes held out for the future. It was a friendly audience, one that showed great trust in the man selected to head the organization, and the tribute to him, to Mr. Griffin and the others seemed interested to hearten them in their work and indicated that their efforts have been appreciated.

The get-together meeting started a little late, but a full house awaited President Alsop when, without any preliminaries except the singing of "Hail, Hail, the Gang's All Here!" he rose to give the audience an address of welcome.

As it was the first time they all had been able to meet together, he felt that it was the right time to review the work of the year and perhaps outline the tentative program for the coming year, he said. For a baby organization, the association is a surprisingly healthy infant, he declared, and one of which they should be justified in looking upon with pride.

Reviews Work of the Association

He reviewed the experiences of the past year beginning with July 25, 1922, when the association was formally organ-

"Last year's crop was a poor one," he said. "The tobacco we raised in 1921 and sold last year, brought unusually poor prices. The average paid for our crop was about 16 cents a pound, and many were compelled to sell out as low as from 3 to 8 cents a pound, which represented considerable loss. That was for Havana seed, and broadleaf was about as bad.

"From that experience we realized that our only salvation lay in devising some means for marketing our own crops. We decided to start a new way of marketing and formed this association. It was a big job, we knew, but we knew it was our only salvation for the future.

"The year is nearly over and we are far enough along to take stock. All of the Havana seed expect a small number of cases has been sold, for prices averaging from 29 to 31 cents a pound, a figure far better than a year ago in spite of the fact that crop conditions were not better. All the broadleaf has been packed, although hardly any has been sold. Yet the outlook is for as good returns as from the Havana seed. The prices naturally are not as good as they would be with high-grade crops.

Spirit of Friendship

"Another important thing accomplished, for which Mr. Griffin deserves the greatest credit, is the spirit of friendship and co-operation which exists throughout the association. It has been a tremendous asset. It has given us the confidence we needed that the association stood squarely behind us. We are now selling 90 per cent. of our tobacco directly to the dealers. But few of the big dealers are buying elsewhere, and all with whom we have dealt express themselves thoroughly satisfied with the new arrangement of marketing.

"We represent 90 per cent. of the acreage in the valley. The other 10 per cent. is represented by the men who want us to hold the umbrella and permit them to shake the fruit off the tree. They have profited from our experience, and they know that they never would have secured high prices for their crops had it not been for the association. This is a free country, and, of course, they can stay out if they want to, but I predict that the coming year will see a large increase in new members as a result of our first year's experiences.

"The association officers appreciate the forbearance and patience of the members and their willingness to co-operate," Mr. Alsop said. "Most of them realized that the association would not bring high profits immediately if at all, but they realized that it was a distinct advance in the right direction. The association is not perfect and naturally some faults have developed, but in the main the tendency always has been toward improvement. For the coming year, new financial arrangements have been made which will greatly assist the grower. Two valley banks have arranged for a much more liberal credit. Where they loaned about $350,000 in secured notes last year, they are ready to loan $650,000 this year on unsecured notes. It will make it possible for growers to get their money much more easily through the system of open accounts, where during the past year they could only secure their money after the issuance of warehouse receipts."

Mr. Alsop spoke also of the hail insurance plan, whereby 16,000 acres were insured by the association at about half the cost. There were 109 claims for losses, and of this number only one was not satisfied with the adjustment. He announced that the directors had voted to insure tobacco in sheds against fire, a plan which will save 50 per cent. of the premiums over the old way.

Objects of Association

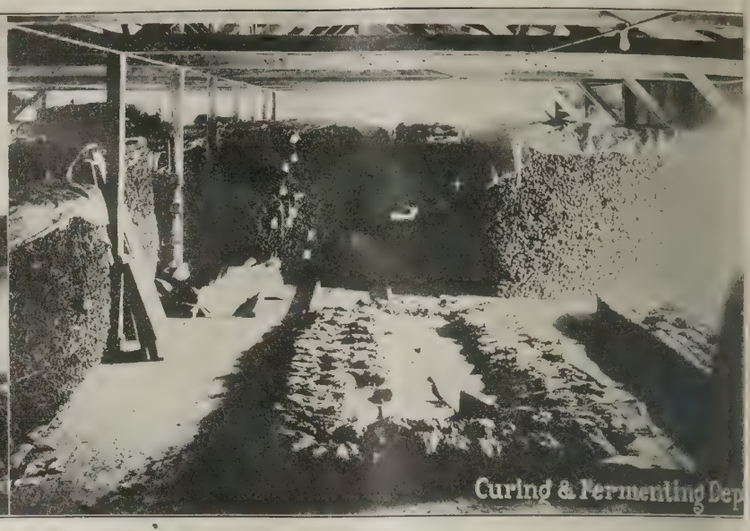
"In summing up, let us consider our objects in forming the association. We



Springfield (Mass.) Union

Connecticut Valley Tobacco Growers on Joyful Outing


Two Warehouses


Curing & Fermenting Dep

PORTO RICO TOBACCO

We offer the Trade the

Choicest Porto Rico Tobacco of the 1923 Crop

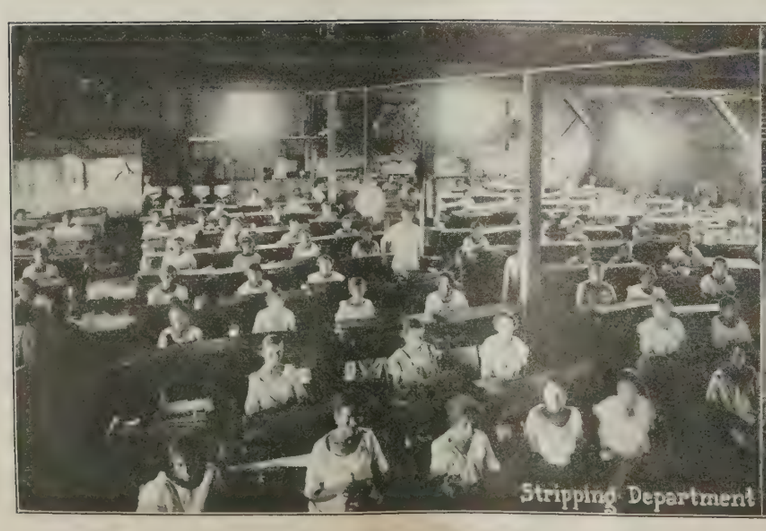
Our selections, from the Best Inland Sections, are the finest grown in a decade.

We **GUARANTEE** every parcel of our tobacco to be **100 PER CENT PORTO RICO** of the Inland Section **ONLY.**

LEO HIRSCH

173 WATER STREET, NEW YORK

Warehouses: Martin Pena, Porto Rico


Stripping Department


Drying Department

ought to stabilize the industry, to elimiate speculation, to sell our tobacco for hat it was worth based on production osts, and to sell it when the market is eady and the best prices could be obained. We have stabilized prices, surely, nd for the most part speculation is gone. Ve have avoided dumping our tobacco nto the market at the most disadvantageus time for us. We release it now when ne demand exists. As a result of this eeding process, we have secured what nay be termed the highest possible prices. Juring the remaining four years of our riginal contracts I believe we shall demnstrate our ability to stabilize the indusy. We shall tend to keep the young eople on the farms, rather than drive iem into the cities.

"It is significant that we have not had o prosecute a single member, a remarkble record in view of the fact that other ssociations have had to institute many rosecutions. But we have watched for ne violations as rigidly as they. The act is, there was little or no desire on ne part of any member to violate his ontract.

Good Crop in Prospect

"There seems to be no doubt of the utcome now. We have a good crop in rospect for this year, and it will bring ood prices without doubt. When we lant next year we shall know that we re going to get good prices for our rops, that we will get a fair return on ur investment. That alone would make ne association the success we hoped it ould be and now know it to be."

General Manager Griffin Talks

General Manager Griffin spoke briefly, iving some sound advice regarding the reparations of crops for warehousing, elling of things which would work to he advantage of the association and the ndividual growers. Judge Hickey outined the program of sports, and everyone urned out for luncheon. Most of those who had brought basket lunches scatered all over the park to find whatever helter was offered.

The Festivities

McEnelly's Singing Orchestra furished a concert from 1 to 2 o'clock, after which there was dancing in the ballroom hrough the rest of the afternoon. This rew many of the young people, but there were many more who, as soon as the sun ame out, flocked for the amusement ceners, where they took in everything, the oller coaster, caterpillar, swings and all orts of things. Then they tried their uck for the various rewards offered by he noisy ballyhoo men on concessionaire ow.

Mid-afternoon found between 4,000 and 5,000 of them back again in the vicinity of the ballroom, beside which is located he athletic field. A brief program of sports furnished a large amount of interesting competition. The girls from the Hartford office of the association staged a 50-yard race which was won handily by Miss Alice Campbell of Suffield. Gen. Mgr. Griffin and Secretary William F. Whitmore of the association ran a 75-yard dash which ended in a dead heat. They refused to run it off again, and it was suggested by someone that the contestants purposely ran that dead heat.

The male employees of the association likewise staged a 75-yard dash which Charles Massare, of Hartford, won after a struggle with several contestants. Then the association members, more than 30 of them, settled the question of whom could do the fastest 75-yard sprint. There were five preliminary heats, two semifinals and a final heat. Henry Seymour, of Suffield, brought joy to the hearts of the Connecticut contingent by winning a close race from Robert Collins, of Sunderland, winner of second place, and T. L. Warner, of Sunderland, vice-president of the association.

Mr. Warner gave the Massachusetts contingent most of their few chances to enthuse. He played in the seven-inning ball game which closed the day's program, and which was won by the Connecticut boys by a score of 11 to 0. Warner started out to manage the Bay State boys, but finally stepped into center field where he hauled down several difficult fly balls, on one occasion doing a graceful back somersault after catching the ball, but coming up with it securely in his clutch. He made two good hits and tried hard to score for his team, only to be thrown out twice at the plate on close plays.

The game ended the program, and shortly before 6 o'clock the company started for home. All agreed the day had been both profitable and enjoyable and many announced the firm determination to come again another year when, it is hoped, the weather man will do a bit better by them.

Mr. Cullman Delighted With Crop Outlook

Joseph F. Cullman, Sr., of Cullman Bros., Inc., spent a few days in Connecticut last week, inspecting the 1923 crop. He was fortunate enough to see the plants last Saturday, following the beneficial rain of the preceding day, and was delighted with the present condition of the crop, and optimistic regarding the season's yield. In fact, Mr. Cullman described the crop to a representative of TOBACCO as one of the finest he had seen for many a long year.

Cullman Bros., Inc., packers and importers of cigar leaf tobaccos, are raising a quantity of shade tobacco of the 1923 crop on farms at Hoskins Station and East Windsor Hill, Connecticut. The growing of this tobacco is under the supervision of Fred B. Griffin, M. L. Floyd and William J. Hayes.

These plantations have been noted for style and quality of leaf and so far this season the elements have been most favorable to this section. The crops are packed under the supervision of Fred B. Griffin and M. L. Floyd, and warehoused in Hartford and East Windsor Hill, Connecticut.

Until 1922 Cullman Bros., Inc., were not large factors in the growing of shade tobacco, but beginning with the 1922 crop, arrangements were effected with Fred B. Griffin, which have proved so successful that this corporation has considerably increased its acreage in the interest of its many friends in its packing of shade.

While the year 1922 practically marked the inauguration of Cullman Bros., Inc., as factors in the shade industry, this concern had originally grown shade on its Tariffville plantations on a modest scale, which crops were more or less pioneer movements.

Business and Pleasure

I. M. Jacoby, treasurer of Meyer & Mendelsohn, is looking up his Philadelphia clients this week and looks forward to running over to Atlantic City, where his family are enjoying a vacation.

Secures More Broadleaf

Ira Strouse, of Strouse & Holzman, paid a flying visit to Connecticut last week and secured some additional Broadleaf crops for his firm.

Sails for Porto Rico

Meredith Kohlberg, of E. L. Kohlberg & Son, sailed for Porto Rico last Thursday on the S. S. *San Lorenzo*, and expects to stay on the island for several weeks, making his headquarters at the Kohlberg-Gonzales Co., Inc., offices.

Buys in Gotham Market

Morton P. Miller, of the Frank Lewis Cigar Co., of Peoria, Ill., is in town this week inspecting and purchasing fancy wrappers in the local leaf market.

Surveys San Domingo

R. A. Echevarria, of Theyskens & Shaw, who has been visiting Porto Rico, is studying conditions in San Domingo this week.

Pleased with New Crop

Fernando A. Selgas, of Selgas & Co., has returned from Porto Rico. Mr. Selgas is highly pleased with the new crop, of which his organization has secured a satisfactory share of the choicest lots.

WAITT & BOND

Blackstone

CIGAR

Havana

Filler

Absolutely!



MATOAKA

CIGARETTES

CAME

SOLD

CONQUERED

TO BE SOLD AFTER SEPT. 15, 1923, AT

25c FOR 20

Patterson Bros. Tobacco Corporation

Richmond, Va.

CHOICE PORTO RICO TOBACCO

We have secured some of the finest quality inland tobacco grown in years.

Shipments are now arriving from our stripping plants in

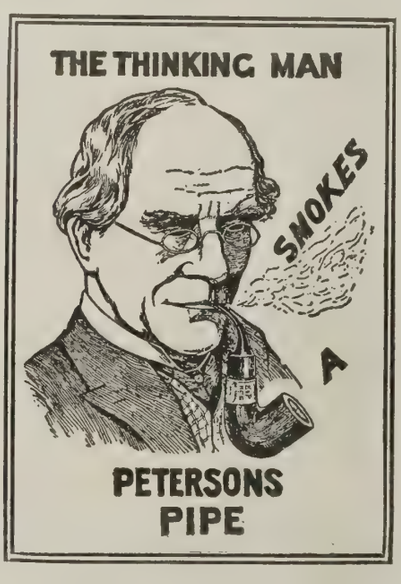
Caguas, Utuado, Gurabo, San Lorenzo

We are in a position to supply an assortment of all sizes enabling manufacturers to produce high grade cigars.

Send or call for samples

HAMBURGER BROS. & CO.

191 Water Street, New York



PETERSON'S PIPES

World-Wide Reputation

BELOW ARE A FEW SHAPES POPULAR IN THE U. S. A.

THERE ARE 500 OTHER PATTERNS TO SELECT FROM

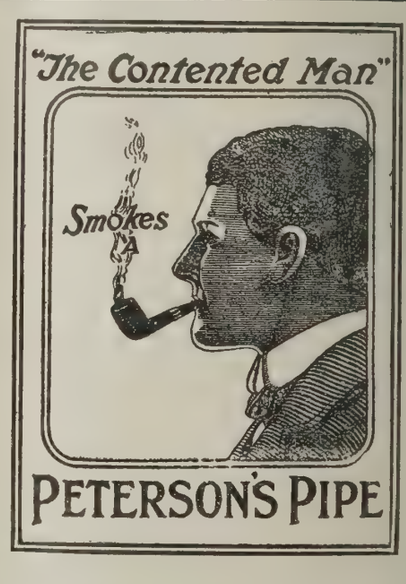
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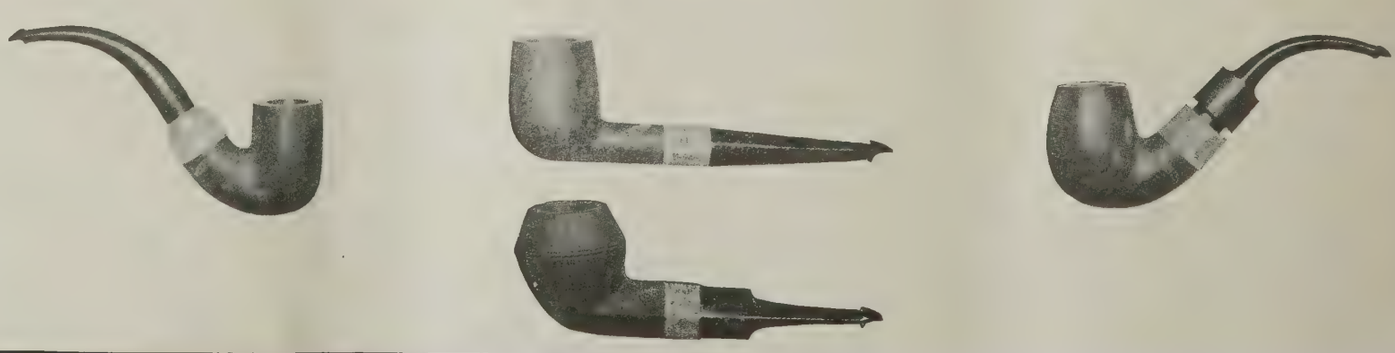
H. L. ROGERS CO., INC.
100 FIFTH AVENUE
NEW YORK CITY

U. S. Agents for

KAPP & PETERSON, LIMITED, :: Dublin, Ireland

Schwabacker Bros., Seattle, Wash. Distributors for the Northwest.





Chicago Business Is Showing Considerable Life

Several Important Transactions Take Place Indicating That the Industry Is Progressing—Ryan & Raphael Cigar Co. to Distribute Personality—News Notes.

CHICAGO, July 28.—As reported in our last news letter, W. W. ("Doc") Rosobro, of the New York-Tampa Cigar Co., who had closed an important connection here, now announces that the Ryan & Raphael Cigar Co., exclusive cigar jobbing house, will distribute the Personality line of cigars in this market. This is one of the most important deals made in Chicago this year. The Ryan & Raphael Cigar Co. is the sole distributors in the United States for Lucius cigars made by Coral, Wodiska & Co., of Tampa. This firm also distributes locally Cressida from the E. H. Gato Cigar Co. A large sales force covers Chicago and the Middle West, and is under the management of Walter Woolfson. John Ryan, Jr., is the general manager. The introductory campaign on Personality will shortly go into effect. A large advertising campaign, both in the newspapers and on the billboards, has been arranged for by the New York-Tampa Cigar Co., which will also have a special crew here assisting the Ryan & Raphael sales force in introducing their cigar.

Johnathan Label Sold

The Jonathan label of the Ryan & Raphael Cigar Co. has been purchased by the New York-Tampa Cigar Co., which will manufacture this brand in the future. In years gone by Jonathan had a large following in Chicago and the middle west. For the past few months the Jonathan has been made in Tampa by the Eduardo Gonzalez & Co. It was revived by the R. & R. Co. early in April of this year.

Stolen Cigars Still "Absent"

No trace has been discovered as yet of the 60,000 cigars stolen from Clarence Hirschhorn & Co., as reported last week. The mystery of the "missing cigars," which were stolen from the Chicago Bonded warehouse remains as deep as ever. Clarence Hirschhorn, head of the house, has returned to his desk after spending five weeks at home, recovering from an automobile accident. A "stray" motorist crashed into Mr. Hirschhorn's car and he was badly injured.

To Distribute Benwade Pipes

Fred Schwarz, manager for Landau & Cormack, Ltd., of Montreal, Canada, manufacturers of Hudson Bay Imperial Mixture and Cut Plug smoking tobacco, spent several days here last week. He made his headquarters at the offices of Hargraft & Sons. The latter are waiting the arrival of the first shipment of Benwade English pipes, for which they have just become distributors.

New Size of Perfecto Garcia

A new size of Perfecto Garcia cigars, to sell at 3 for 50 cents, has been placed here. It is known as the Imperiales size and comes packed 3 in foil. Many cigar cases show this new size.

Branching Out

H. M. Schermerhorn, Inc., who now operates six Loop stores, will shortly open two new stores in the Chicago Trust Building. This is one of the liveliest firms here. It carries many brands. The concern will shortly start its introductory campaign on the Personality cigar, and is now painting Personality signs across the fronts of the Schermerhorn stores. This brand from the New York-Tampa cigar Co., will be featured in large window displays as well.

Rumors are flying around that Schulte has taken over the Fair's cigar department. The Fair has for years been known as the largest cigar operator on State street.

Law Showing Real Teeth

The De Jonghe Hotel, at 12 East Monroe street, has been ordered closed for one year by the Federal Court. The order, issued under the abatement clause of the National prohibition law closes the entire building for a period of one year. De Jonghe's several cafes were largely patronized. They have always enjoyed a large cigar business, "but it's all gone" now. The guests were granted two weeks to locate new quarters; same time was given to the cafes to dispose of their food stuff. This is the first time under the prohibition law that an entire building has been closed by the Federal authorities.

Julius Fernback and Matt Wenglev, well known cigar manufacturers, are in Havana on a leaf buying tour.

Julius B. Annis, of Gradias, Annis & Co., of New York and Tampa, accompanied by Mrs. Annis, is here on a visit. Don Julian cigars have a good distribution in this territory, which is quite gratifying to both Mr. and Mrs. A.

William Tobias, the general manager of Iwan Ries & Co., wholesalers, at 104 N. Wells street, has returned from his vacation. He reports having had a good time.

A. Arias is here representing Fernandez, La Rosa & Co., of Tampa and New York. He is featuring La Camporita, a Tampa made cigar.

Package of 12 for 10 Cents

Large billboard signs of Chesterfield cigarettes are displayed. The Liggett & Myers Tobacco Co. is featuring the box of 12 for 10 cents on all the billboards.

Celestino Vega of Celestino Vega & Co., Tampa, was here on a visit to the firm's Chicago office. The firm manufactures the La Vega, a big selling clear Havana cigar in the Middle West.

Sells One of His Stores

George Keissling has sold his cigar store at 22nd street and Michigan avenue to a merchant from Joliet. This location is one of the best on the South Side, and was opened by Keissling several years ago. He will now devote his time to his store at 39th street and Vincennes avenue, and his real estate holdings.

Jacob Rosenberg of Eduardo Gonzalez & Co., Tampa, has returned to his Chicago headquarters after a very successful road trip.

More Sky Writing

Lucky Strike sky writing is again in order, and Mr. Aviator, or rather his "smoke" is seen daily, "high up in the blue," writing out "Lucky Strike" for the Chicago visitors.

New window signs of La Palina cigars are now shown.

Seidenberg Activities

All sales records for new accounts were broken this week, when Harry Friedlander, Frank Murray and George

(*Continued on page* 40)

Patterson Bros. Tobacco Corporation
OF RICHMOND, VA.



15c 15c

MATOAKA
Blue Ribbon
SMOKING TOBACCO
The best Patterson ever made
Exclusive Distributors Accepted in Open Territory on Liberal Plan



In Perfect Condition
BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.
MADE BY
RACINE PAPER GOODS CO., Racine, Wis.

AMERICAN BRIAR PIPE CO.
180-182 W. Lake St.
Chicago, Ill.
Manufacturers of
Pipes & Smokers' Articles
Ask for Two in One Holders
Patent applied for.
Pipe Repairing Done in Our Own Shop

Indiana News Items

Progressing with New Building

INDIANAPOLIS, July 28.—Work is progressing at a rapid rate on the new home of the Hamilton, Harris & Co., now under construction at 308-12 North Ninth street, Terre Haute, and it is expected to be ready for occupancy on or about October 1. Being erected at an estimated cost of $66,000, exclusive of the cost of the ground, this new building will be one of the largest and most modern of its kind in the state and is typical of the organization which it will house.

Of re-enforced concrete construction, the building will be faced with brick and stone trim and be two stories in height, in addition to a large basement. The outside dimensions of the building are approximately 63 by 100 feet, and at the rear is being erected a garage 63 by 40 feet. Probably the two big features of the new home is the giant humidor to be located on the first floor and which will be the largest in the state, with a capacity for a million cigars under moisture at all times. This humidor, the moisture of which will be regulated by special electrical equipment, will enable this firm to keep its stock in the best of condition and guarantee the retail trade of securing moist cigars.

A Good Pipe Room

Another feature of the new building will be a special pipe room. Here thought has been given to display instead of moisture. Convenience and efficiency is expected to result to a higher degree in the handling of pipes, due to their arrangement in this room on long racks of special design, and through other special displays. No woman could be more exact in her choice of merchandise than a man is in the selection of his pipe. The new pipe room will enable the company to carry a most complete line, so displayed that every style will be visible and insuring a minimum loss through breakage. Some idea of the number of pipes carried in stock is given by the fact that the present stock represents an approximate investment of $30,000.

The general offices will be located on the first floor, as well as the shipping room and a store-room for broken package stocks of merchandise. The second floor will be mostly utilized for the proper storage of the large stock of merchandise carried at all times by the company.

Looking forward to still greater expansion, the building has been so constructed that three or four additional floors may be constructed on top of the present structure at any time desired.

The present building in itself seems quite spacious for a cigar and tobacco jobbing house, and perhaps would be, but the house of Hamilton, Harris & Co. is infinitely more than that, and represents one of the largest organizations of its kind in the middle west, which has built a phenomenal volume of business on a policy of real service and high quality merchandise. The local organization is an important part of a firm which extends throughout the state, with branches located at South Bend, Kokomo and Evansville, and with headquarters established at Indianapolis. In fact, Hamilton, Harris & Co. are considered the largest tobacco jobbers in the whole United States, with a yearly sales record approximating $12,000,000 and a yearly sale of about 50,000,000 cigars.

The Terre Haute branch of the firm has a territory reaching a radius of about 40 miles in Indiana and extending for some distance into Illinois. Some idea of the sales of the local branch alone is seen in the fact that they buy and sell an entire carload of one popular brand of cigarettes about every three weeks. The war tax on one carload of these cigarettes alone approximates $15,000, a carload being 5,000,000 cigarettes.

D. W. Eggleston, vice-president of the Hamilton, Harris & Co., is general manager of the Terre Haute branch. This firm has the exclusive selling rights in Indiana, and part of Illinois, for the Dun Master, Cinco, Lincoln Highway, Valentine and Harvester brands of cigars all in addition to these lines, jobs of all kinds of cigarettes, tobacco, chewing gum, fountain coca-cola and pipes.

A Big Merger

The local organization was formed the Vigo Tobacco Co., which was founded in 1918, and of which D. W. Eggleston had charge. The merger of the organizations was completed in 1921 and the Vigo Tobacco Co., which was originally capitalized at $100,000, now has a capitalization of $4,000,000.

Thirty employes carry on the work of the organization under the personal direction of Mr. Eggleston. George V. Eggleston has charge of the sales department and officiates as house salesman and manager of credits. The other salesmen Harry Wheeler, Jim Harber, Charl Eberhardt, William Smith, A. J. Switz and Jim Adams, are known throughout the district as salesmen of the highest type. Harry Stanger is in charge of the shipping department and Miss May Alexander has charge of the bookkeeping department.

Will Seek New Quarters

The building in Lafayette, Ind., now occupied by the Bauer's Cigar Store on Fourth street, has been sold to a dry goods company and at the expiration of the present lease the cigar concern will be forced to vacate. A new location has not been selected.

Harris C. Jacobson has bought the cigar store in the lobby of the Consolidated building.

Business Is Prosperous

F. O. Gwin, branch manager of the United Cigar Stores Co., 227 South Illinois street, says the sale of cigars and tobacco provides an excellent guide to existing business conditions. When smokers are prosperous they indulge in high priced cigars. When business slumps they smoke less and buy cheaper grades. Business for this year has been unusually good, Mr. Gwin says. The store being near the Union Station enjoys a large transient trade. Other branch stores are at Pennsylvania and Market streets and 137 North Illinois street.

Reports Crop Conditions Are Being Good

WASHINGTON, D. C., Aug. 1.—T. Hughes, chief of the tobacco section of the Department of Commerce, has just returned from a two weeks' trip in connection with the tobacco survey, which is being made by the Department.

Mr. Hughes visited Connecticut, Pennsylvania, New York, Ohio and Wisconsin, and he reports the tobacco crop condition, as to quality and quantity, to excel the situation last year at this time. Mr. Hughes states that all of the 1923 crop has been lifted from the hands of the grower at satisfactory prices and most of the tobacco is now in the hands of the manufacturers.

Mr. Hughes says that he is getting splendid co-operation in his survey work and he hopes to have the matter well in hand within the next 30 days.—LAMM.

Cigarette Consumption in Aden

WASHINGTON, D. C., July 31.—Although the manufacture of cigarettes has never assumed great proportions in Aden still it has been considered one of the principal local industries, but with the growing popularity of the British cigarettes, which are made from American tobacco, the locally manufactured product is being supplanted by the imported article, according to the report received by the Department of Commerce from Arabia.

Inasmuch as there is a growing demand for cigarettes made from American tobacco it might be well for American cigarette manufacturers to investigate the field more closely.—LAMM.





"A Joy in Every Puff"

HAVANA Cadet CORONA 5 CENTS



Havana Cadet as seen in the Sky and on Earth



GUARANTEED HAVANA FILLED. IT HAS NO EQUAL

Manufactured by

MANCHESTER CIGAR CO.

YORK, PA.

R N. PARIS
Sales Manager

Detroit Market Conditions Continue to Be Good

Cigar Production Proceeds at High Level—Some Apprehension Felt Regarding Future Prices of Raw Materials—Louis H. Fink Meets Death in Auto Accident.

DETROIT, Mich., July 28.—Conditions n the Detroit markets continue good, with cigar production still at a high evel, although considerable apprehension 'or the future is felt by manufacturers ver the outlook in the raw material narket. The proposed high prices for iew tobacco will make it almost impos- ible for manufacturers to continue mak- ng cigars of the present standard of uality, size and workmanship without material increase in the wholesale rice, and naturally work a hardship on he dealer whose margin at the present ime is small enough.

Sam T. Gilbert, president of the Web- ter Cigar Co., returned this week from short vacation at his Summer home at harlevoix.

Pleased with Business

Wm. Legge & Co., manufacturers of ol Smith Russell and Mark Hopkins igars, report the demand for their prod- cts coming in strong from all terri- ories. Sol Smith Russell is especially trong in this market, and is well up mong the leading eight cent, two-for- fteen cent sellers. The Mark Hopkins rand has not yet been introduced in this narket, but is going strong in other tates where it has been placed.

To Increase Production

The Bernard Schwartz Cigar Corp. as purchased the cigar factory for- erly owned and operated by F. Vega & o. on Gratiot avenue. This will per- it an increase in production on R. G. Dun cigars of about 50,000 cigars a day, nd greatly relieve the oversold condition ow existing on this popular brand.

A Fatal Accident

Louis H. Fink, aged 56, wholesale and etail cigar dealer of Muskegon, Mich., as killed in an automobile accident out- de of the city last Saturday morning. Ir. Fink was one of the most promi- ent merchants in Muskegon, having een in business in that town for the ast thirty years. Coming from Milwau- ee, the city of his birth, to Muskegon irty-nine years ago he started in to arn the cigar business, and a few years ter started in business for himself, perating a jobbing house and three re- il stores. At the time of his death Ir. Fink was manufacturing a brand of s own, and likewise had the cigar privi- ges in the Occidental Hotel. He is rvived by two sons, both living in Muskegon. Funeral services were held last Tuesday afternoon at 4 p. m. from the Elks Temple. Burial was in Oak- wood Cemetery.

Recovering

Walker Monroe, one of the oldest cigar men in Michigan and father of Tom Monroe, vice-president of Spietz Cigar Co., is recovering from an opera- tion he underwent at Ford Hospital a few weeks ago. Mr. Monroe was re- moved to his own home last week, and it is hoped that he will be entirely re- covered in a few weeks.

Full Speed Ahead

The Mazer Cigar Manufacturing Co. is working on capacity production to take care of the increasing demand for El Javana, Dime Bank, Humo, Miss De- troit, Detroit Hand Made, and Macico cigars.

Going Strong

At the office of San Thelmo Cigar Manufacturing Co., the report is thor- oughly encouraging. Robert Bacon, Joan of Arc, Court Royal, La Resta and Saturday Evening Post cigars continue to show the proper speed in all terri- tories.—JIM.

Favorable Season at Oxford

OXFORD, N. C., July 30.—Favorable seasons during the past two weeks have materially improved our crop, the bulk of which is now in top and shows good, smooth texture and rapid growth.

In the northern section the late plant- ings are small and show a tendency to button low. With the good rains Satur- day, this section should show good im- provement by the end of the week.

We look for some curing to begin, in the southern section, about August 6.— W. A. ADAMS & Co.

Greeneville Men Migrate to South Carolina Marts

GREENEVILLE, Tenn., July 28.—A group of men prominently identified with the tobacco interests in this city left this morning for South Carolina, where they will spend the next two months on southern markets. Included in the num- ber were Col. J. S. Bernard, Park Ber- nard, J. S. Bernard, Jr., C. B. Austin, Frank Emerson, J. J. Russell, and God- frey Vann.

Reports from the markets in South Carolina are to the effect that tobacco in that section is unusually good, and indications are that the price will be equally as good if not better than that of last year.

Growing Tobacco Seed

A writer in the Johnson City (Tenn.) *Chronicle* says:

"One can easily produce his own to- bacco seed and if he does so according to the correct method he is just a little more certain of getting the kind of seed he wants without any mixture of varie- ties. I distributed seed enough last spring for about half of the tobacco crop of the county and it was the best seed that could be obtained, at least it was from our most noted tobacco seed producers and I find evidence of mixture even in the one va- riety that could not be purchased for less than $24 per pound no matter how many pounds one was buying. Much of the rest of the seed used in the county was as good and perhaps some of it much better than the seed distributed through me. If we will only take a little time we can save better seed than we can buy and improve our tobacco from year to year, provided our tobacco has done well and we have good vigorous plants of a good variety that doesn't show too much mixture.

Method Outlined

"Go over your field carefully and select thrifty plants that are true to type, avoid- ing those that are too large as well as those that are too small. Allow the seed head to grow up and a few blossoms open, as this enables the stalk to harden and support the bag which you must use to cover it. The blossoms which have opened should be picked off as they have had opportunity to be cross-pollenated. The small leaves and branches just below the flower head should be broken off, also. Bud worms sometimes play havoc with the seed head. If signs of worms are seen, dust arsenate of lead over the seed head. To cover the head use a 12-pound manila bag. Pull the bag as far down on the stalk as it will go without crum- pling the head, then tie the mouth of the bag securely with any convenient string. At the end of the first week the bag should be pulled up slightly as the head may grow through the end of the bag. In about two weeks the bag should be removed, and all suckers pulled off and nothing left but the 'crow-feet' as the three or four limbs in the top are called. In many cases the seed head will continue to bloom an indefinite time, and the late blossoms should be pulled off in order to make the seed all mature about the same time."

LA CONFESION CIGAR

Imported Sumatra Wrapper

A Favorite

for forty years. Be- cause they are good cigars and

DRAW TRADE



Sizes and Prices

Invincible	3 for 50c
Waldorf	15c Straight
Club House	15c Straight
Perfecto Extra	2 for 25c
Epicure	2 for 25c
Regalia	10c Straight
Panetella	10c Straight
Blunts (wood)	10c Straight
Blunts (cans)	10c Straight

Benito Rovira Co., Inc.

311-321 E. 62nd St. New York

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

Mill-Factory and Main Office
NEW HAVEN, CONN.

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NEW YORK, THURSDAY, AUGUST 2, 1923

NICOTINE AS AN INSECTICIDE

The use of insecticide dusts in place of the common spray mixtures has attracted much attention among fruit growers of late due to certain advantages of dusts over sprays, chief of which are the ease and rapidity with which dusts may be applied. Specialists at the New York State agricultural experiment station at Geneva have made a special study of many phases of dusting and have just issued two reports on their work. One of these, Bulletin No. 501, entitled "Factors which Affect the Volatility of Nicotine from Insecticide Dusts" by Dr. R. W. Thatcher and L. R. Streeter, is a chemical study of the effect of different dust "carriers" on the release of nicotine from tobacco dust and from other nicotine containing materials.

The second publication, Bulletin No. 502 entitled "The Aphiscidal Properties of Tobacco Dust," by G. F. MacLeod and S. W. Harman, gives the results of experiments in which different grades of tobacco dust were available for free distribution.

From the chemical studies it was found that in the case of nicotine dusts the common carrier may be placed roughly into three groups, as "adsorbent," such as kaolin, kieselguhr and talc, which tend to check the volatilization of the nicotine; "inert," such as gypsum, sulphur, slate dust, etc., which have no effect on the nicotine; and "active," such as carbonate and hydrate of lime and similar materials, which cause the nicotine to be given off rapidly. Too much moisture was also found to reduce the value of the nicotine as an insecticide.

In general, the experiments with tobacco dust on greenhouse aphids confirmed the conclusions drawn from the chemical tests. In this connection, the station entomologists say "it seems evident that tobacco dusts undoubtedly have a field of usefulness which warrants further investigation. The possibility of growing tobacco at home for use as a dust, the perfection of efficient grinding machinery, the standardization of the commercial preparations, and extensive field tests to determine the range of effectiveness of such a dust are some of the problems which are presented for future attention."

VIRGINIA'S MAIN MONEY CROP

Tobacco has been the principal cash or money crop in Virginia since colonial times and for many years it was used as money. For more than three centuries tobacco has been the largest source of income for the farmers of that state, according to Henry M. Taylor, statistician of the U. S. Department of Agriculture.

Early records unfortunately do not show the acreage in tobacco during colonial times. The exports of tobacco from Virginia, however, show that in 1618 only 20,000 pounds were sent to England. Production increased rapidly for, in 1627, about 500,000 pounds were exported; about 1,500,000 pounds in 1639 and more than 100,000,000 pounds from Virginia and Maryland by the time of the Revolution. In 1790 the production was estimated to be 130,000,000 pounds for Virginia, which at that time included what is now Kentucky, West Virginia and Ohio, and for Maryland. The first census of agriculture, for 1830, reported a crop of 75,347,000 pounds. In 1849 the census gave only 56,805,000 pounds, but the production of 1859 was reported to be 123,968,000 pounds, which was the largest crop recorded until 1902, when the production was estimated to be 136,769,000 pounds. The largest crop ever produced in Virginia was 179,580,000 pounds in 1920.

The price that the growers have received for tobacco has varied considerably. In the money of the times, the Jamestown tobacco sent to England in 1618-20 had a price of 54¾ cents per pound, but by 1639 the price had fallen to 6.08 cents and by 1664 to 3.09 cents. A price of 1.52 cents is recorded for the crop of 1730, and this is probably the lowest price that the growers ever received. From 1735 to 1790 the price ranged from two to five cents. In 1847 the average price was about five cents per pound and in 1853 the average of 10 cents is recorded. From 1866 to 1870 the average price was 8.4 cents; from 1877-1886, 7.1 cents; 1887-96, 6.8 cents; 1897-1906, 7.0 cents; 1907-16, 10.6 cents and 1916-22, 28.6 cents. The highest average price since early colonial days was 47.4 cents for the crop of 1919.

The largest amount that a tobacco crop ever brought the growers was $57,000,000 for the crop of 1919, and the smallest amount received for a crop since 1866 was $2,868,000 in 1871. The 1922 crop was the fourth largest in value ever produced in the state, bringing the growers approximately $42,000,000, a highly satisfactory return

DIRECTION OF THE TRADE WINDS

Advertising activities of the great corporations are always a sure index of the trend of trade, and whenever these big fellows pour out their millions of dollars for publicity, it is certain that they see prosperity on the horizon and are pushing out to meet it.

The following from a prominent journal will show the trend of trade:

"The largest advertising contract of the year has just been placed by the General Motors corporation. It calls for $400,000 worth of advertising a month in newspapers alone for the remainder of this year. Nothing more significant of the general trend of business and the probability of continued prosperity for the remainder of the year has made its appearance than this contract.

"It not only indicates the condition in the automobile industry, now come to be regarded as the second greatest line of industrial endeavor in the United States, but involves a supposition on the part of keen investigators that the people of this country in general will not only have money, but have it to spend for at least six months to come.

"The campaign of the American Tobacco Co., which is one of the largest now being carried on, shows no sign of slackening, and other heavy national advertisers are spending only a slightly lesser amount than in the peak year of 1920, when advertising ran riot. Then, however, conditions in the business world were not truly represented.

"The most significant phase of the campaign of the national advertisers today, however, is the tendency to pay for smaller space frequently on pages 2, 3 and 4 rather than larger space less often on less prominent pages. Expenditure, however, is little changed."

A STUDY OF PIPES

The retail tobacconist should not neglect t study pipes. About any good pipe there a many things to discover and admire. He wh handles fine pipes is almost sure, rather soo to develop a pronounced affection for them. T become well acquainted with pipe values, to b truly appreciative of what there is in a pipe, t be able to judge quality correctly, more than pe functory application is required. It is a fasc nating task to ascertain facts concerning pipe It is desirable for retailers to know what mos influences smokers in choosing pipes. Ho many retailers really can speak authoritativel in discussing pipes? Pertaining to pipes, ther is a woeful lack of accurate information, a though pipes are used so numerously and cor stantly. Because most pipes are identified b brands or trademarks, because the reputation of the principal pipe manufacturers are strongl established, it is not possible for much deceptio to be practiced in selling pies. Nor does the self respecting retailer resort to unfair procedure i making pipe sales.

A good pipe trade means also a demand fo smoking mixtures, and in this connection w commend the example of a tobacconist in th West End of London who goes to the length o making a special mixture for each customer wh desires it. This tobacconist puts before his cus tomer a *questionnaire*,, which he likens to th question and answer passing between doctor an patient before a medical prescription is writter and among the matters which the smoker i asked to state are his objections to his "presen mixture," whether his pipe smoking affects hin in any particular way, whether he inhales whe smoking a pipe, whether his sense of smell i greater than that of taste, whether he is "mostl an outdoor or an indoor smoker," and whethe he has a difficulty in keeping a pipe alight. O receiving the answers to these and other ques tions, the blender has resort to the nest of bin and duly prepares a special numbered mixture— retained as required for the future use of th customer.—*London Tobacco Trade Review.*

FRANKLIN'S JUBILEE

As was indicated in the speeches at Frank lin, when 8,000 people of the dark tobacc district gathered to celebrate the prosperity which has come to them through co-operativ marketing, there is something more to b gained than a mere increase in the price of a farm product. Professor Colvin, looking a the situation from the educator's viewpoint deplored an economic condition which kep girls and boys in the tobacco patches whe the schools were in session. The continue success of the co-operative movement wil relieve the children of this handicap agains their education.

Then, too, the greater prosperity of th tobacco growers will retard the movement o progressive young men and women to th cities. The question of farm labor has be come acute through inability of the farmer to pay the wages that attract young people Price protection for tobacco and other things raised by the farmers will permit the farm scale of wages to be adjusted to compete with the scale of the factories and the stores of the cities.

The farmer feeds and clothes the nation and is entitled to a generous reward for his labor and time and investment. But he is realizing that he must improve his own condition. Politicians have professed love for the farmer, but they have done little for him. They have robbed the consumer to enrich the special interests and have solved none of the problems of the agricultural sections.

If tobacco had followed the price trend of wheat, there would have been no jubilee at Franklin. Tobacco is protected. Wheat sells for what the speculators are willing to pay for it.—*Louisville (Ky.) Times.*

The Shade Wrapper as an Outstanding Feature of Domestic Tobacco

The Connecticut Product Has Forged Ahead from a Condition of Doubt and Criticism to a Leading Position—Its Excellencies Generally Acclaimed—Has Enhanced Value of Valley Lands—Outline Some Routine Work That Must Be Performed.

By ERNEST G. BEINHART

OUTSTANDING as a feature of the domestic tobacco industry of the present time is the Connecticut shade wrapper. Developed within a comparatively short time, it has forged ahead and moved from a condition of doubt and criticism to a leading position in the tobacco markets, where its excellencies are generally acclaimed. Merit, business skill, and favorable conditions of culture and marketing have enabled this unique American product to rise to its present commanding position in the cigar tobacco markets. It has won friends everywhere, brought much wealth to Connecticut, given employment to many men and capital and has furnished American cigar manufacturers with an unexcelled wrapper.

The phenomenal success of this fine tobacco has, naturally, enhanced the farm values of the excellent Valley lands along the Connecticut River where it is grown. And that, in turn, has had beneficial effects in stimulating approved cultural methods and attention to the teachings of agricultural science. Much has been written about the methods employed in cultivating the shade grown crops in Connecticut. But it may be of interest to recall, or outline, some of the routine work that must be pursued in raising heavy Cuban seed shade grown tobacco.

From sowing the seed bed to packing the top leaves is approximately one year. The seed beds are sterilized either in the fall or early spring, the seed sown in April, transplanting is usually begun about the middle of May and finished by June 20. Under normal seasonal conditions the plants grow so rapidly that in 4 or 5 weeks after setting hoeing must be stopped and in six weeks the last cultivation is given.

Within 8 weeks from setting the bud or terminal flower head is picked to retard maturity of the leaves and increase their size. The first 4 or 5 leaves on the lower part of the plant (sand or ground leaves) are picked about this time. The succeeding leaves are picked in bunches, 5 to 9 days apart, depending upon the number of leaves taken at a picking. Usually four pickings of 4 to 6 leaves each are taken. The harvesting of any one field covers about 30 days. The first picking of a normal crop is usually harvested about 60 days after setting; the last picking about 90 days after setting.

If the top suckers, which are in fact secondary seed heads, develop rapidly they in turn must be cut off, as they will drop their petals on the leaves below causing fungi to develop and destroy the leaf tissue, thus making holes.

The harvested leaves are hung on string or nails attached to wooden lath and placed in specially constructed barns to cure. This requires 3 weeks or a month to complete in shade tobacco where no special curing equipment is used, and late pickings frequently hang even longer because of the low temperatures obtaining in the fall.

The "tent," as the covered field is termed, is made by stretching a specially woven cotton cloth over a wire frame. This frame is formed of wires stretched tightly on posts which are set in rows 33 feet apart. The posts are 12 feet long and set in the ground 3 feet, putting the wire frame 9 feet above the ground. The cloth, which is made in sheets 33 feet 4 inches wide is stretched and sewed to the wires. This is continued until the entire field is covered. The effect is that of one great white sheet held above the field. The ends and sides of the field are enclosed with a double curtain of cloth; this is fastened to a wire at the ground and can be rolled up to allow entrance to the tent.

The cloth is known in the trade as "tobacco tent cloth." The grade most frequently used is an 8 by 10 mesh of medium ply cord; practically a coarse, strong mosquito netting. The deterioration of the cloth under the rain and sun of summer and the moisture of winter storage is so great that it is unsafe to use it a second summer. It could not withstand the heavy winds and would be a constant menace. Occasionally a heavier cord, closer mesh cloth is used which will last a second year. Cloth used one year in the Connecticut Valley is frequently salvaged for use on the Florida slat tents or in the West Indies.

The costs of producing shade tobacco have been steadily advancing until at the present time the farm value is more than 100 per cent higher than it was two years ago. The primary item of cloth has greatly increased, fertilizer and other costs have doubled and labor is at war time wages. The industry must successfully weather the present crisis as upon it depends the economic and social existence of a very considerable group of our population.

Shading the field diminishes the sunlight, increases the soil moisture content, decreases the velocity of the winds and maintains a slightly higher humidity and air temperature. The distinguishing characteristics of the shade grown leaf are due to this environment. The direct effect of shading, as compared with the same tobacco grown in the open (sun-grown), is a lighter body, a thinner texture, finer venation, grain and finish and more desirable colors, with higher table yield.

Wind is the chief enemy of the shade grower. In a heavy wind the tobacco is frequently blown over, although the cloth may not be torn. A tall, quick growing plant, it lacks the sturdiness of the sun-grown tobacco and is unable to withstand the high winds occurring in July and August. Leaves may be broken or the stalk so badly bent that they can not be set upright. This may result at picking time in great destruction of the brittle green leaves. Should the cloth be torn greater damage may occur, as in restretching it the tobacco is likely to be trampled down. The use of the better grades of heavier corded cloth and strong careful sewing are the only insurance against such tearing. If the cloth is sewed with stout string in short stitches and the string is frequently tied around the wires the danger of torn cloth is greatly minimized.

Shade tobacco is one of the few crops to be insured against fire during its entire growing period. The inflammability of the cloth makes this crop particularly liable to damage. Burning cloth falling upon the leaves scorches them and destroys their value. Each year there are fires in the Connecticut Valley shade fields; those which may occur during the first and last parts of the season do less damage naturally than those during mid-season when all the leaves are on the plant.

The principal causes of fire are lightning before rain storms, sparks from passing locomotives or carelessly dropped cigarettes and matches. Fireproofing the cloth has been tried, but so far has been unsuccessful. The only method of fighting a fire in a tent is to cut away with sharp knives the cloth which is in the path of the flames, thus stopping their progress.

Hail is not the menace to the shade grower that it is to the planter of sun grown. Only when the cloth is torn by the wind is there danger that the shade tobacco may be hail cut, as ordinarily the hail stones are caught on the cloth. Cloth is the only preventive of hail damage.

Insect Pests

Tobacco insects give less concern to the growers in the Connecticut Valley, perhaps, than anywhere else in the United States. Cut worms and wire worms frequently do serious damage over small areas, but their depredations are local and in most cases the injured plants can be replaced or the entire field reset. Shade fields and those which are unshaded are attacked with equal severity by these pests. The cloth, however, affords protection from the grasshopper and from the moth of the tobacco horn-worm. The former sometimes threatens serious damage to the outside or sun grown tobacco, but a small flock of turkeys will do



Smoke up!—They're all doing it!



Trade Mark Registered

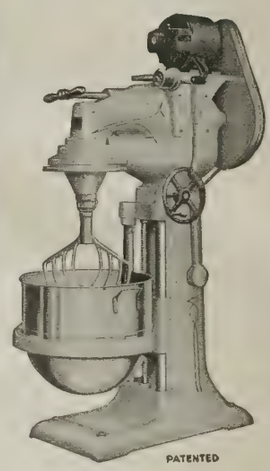
BARKING DOG NEVER BITES
"Smoking Mixture"
and
Cigarettes

NOW IN POPULAR DEMAND EVERYWHERE

THERE IS NO SUBSTITUTE

The Barkmahn Co. Inc.,
1169 Broadway **New York**

READ 3 SPEED PASTE MIXER



Gum Trag, mixed on a READ, requires no straining at all. The thorough mixing action, which the READ gives, takes all lumps out of the batch.

These machines are used by the Otto Eisenlohr & Bro. Company for mixing all their cigar makers' paste.

Write for further data

READ MACHINERY CO.
YORK, PA.
MIXING MACHINERY OF ALL KINDS

good police work and practically exterminate the hoppers and the few worms in the field.

The black flea beetle is sometimes found under the tents, but rarely in sufficient numbers to do appreciable harm. The bud worm, leaf miner or split worm, the borers and other insects which claim heavy toll in the southern fields are unknown to the Connecticut Valley growers and the warehouses are as yet uninfested by the cigaret beetle.

During recent years the tobacco fields of the country have been subject to epidemics of soil parasites which reduced the yield and quality of the crops produced, often to a great extent. New England was no exception and numerous shaded fields were found to be infected with certain parasitic fungi. Practical methods of control have been found which reduce to a minimum the possibility of a recurrence of the trouble. Seasonal influences play an important part in the development of the parasites and with wider adoption of the control methods there is good reason to expect less and less damage.

Grading of shade tobacco is based upon the almost indefinable something termed "quality." Each component part of this whole is important in itself, yet they are so interrelated that it is difficult to arrive at a balancing of their several values. Crop differences are one factor but more important is the element of seasonable influence. The sorting of the splendid 1918 crop, for instance, will demand different standards from those used on the 1915 crop. The grading of fillers by length, texture and simple colors does not serve. Fortunately the type of plant grown over the Valley is markedly uniform. The proportion of width to length varies but slightly and one can usually judge of the leafiness of a particular grade by its quoted length. Again the harvesting of the leaves in several pickings automatically classifies the grades within certain limits. Where four pickings are made the character of the first picking is always typical—being of open grain, porous texture, medium body and light color. The second picking, which yields the largest percentage of wrapper tobacco, is of smooth texture, thin body, light in color, with the favored olive overcast. The third picking is similar to the second but of thicker body and heavier texture and usually the colors have more red. The fourth picking, which includes the tops, is of heavy body although frequently thin, brown colored leaves of red shades are secured which make acceptable wrappers. When not too thick good binders are gotten in this picking. The rest of the leaves when properly handled, make a filler of fullness and aroma, which is unexcelled by any domestic filler and which compares favorably with certain grades of Cuban and Porto Rican fillers.

In sorting as many as 18 grades are sometimes made in one picking. However, these are made because of minor differences and the following four color grades are basic: Light Yellowish Brown, Light Greenish Cast, Greenish Brown, Brown. They are subdivided into thin and heavier texture. Second grades of good quality are made of thin leaves, the colors of which are not complete, the leaves being marked by spots or areas of lack the desired texture are put into the third or binder grades. The heavier leaves are usually classified with the tops.

There are important minor differences in the same grades secured from different pickings; for istance, a light wrapper from the first picking would be more porous and open grained with less lustre and smaller table yield than the same grade in the third picking.

Shade tobacco is also graded by length of leaf. Beginning at ten inches there is a grade for each inch up to 20 inches, then a twelfth grade for 22 inches. This sizing automatically unifies the grades.

Shade grown has proved its worth and the cigar industry has accepted it at its real value. Although its present costs are heavy and its handling detailed, the growers are ever striving to maintain its high quality. Continued experiment in field, barn and warehouse throughout the Valley will keep this tobacco in the front rank. Many local problems are being answered by the growers and as time passes, the present acreage, which will wrap over two billion cigars, will be greatly increased.

A Big Tobacco Crop

Reports from the various tobacco sections of the country show that there will be a large tobacco crop this year, but that it will not be nearly so large as was at first predicted, amounting to only about 10 per cent more than the crop of 1922.

That, however, will be quite large enough. The Burley co-operative, while it sold 150,000,000 pounds for more than the entire crop would have brought if the farmers had not been organized, still has 47,000,000 pounds on hand. It would not surprise the *Interior Journal* if, at the opening of the loose leaf markets this fall, the growers received such small return for their 1923 crop as to cause them to take it to the pool.

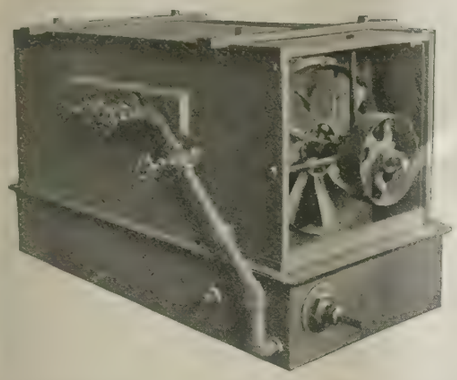
Ordinarily, the pool has had a closing date for each year. It doubtless will have a closing date this fall. It would be no more than retributive justice if these fellows caught in a dumping market slump should be refused admission to the pool and compelled to do business with the warehouse interests and the speculators whom they have kept alive for the past two years, in spite of the fact that many of them admitted that the pool had made the high prices they enjoy.

The indications are that tobacco prices this fall will not be as high as they were last fall. With more than 87,000 growers in the pool, the *Interior Journal* does not believe the loose leaf men and the speculators will find such easy picking this fall as they found in 1921 and 1922.—*Stanford (Ky.) Interior Journal.*

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Individual Machines for Separate Rooms, or One Large Machine Serving Several Rooms Using Distributing Air Ducts.



A Single Machine (This Type) Will Produce 80% Humidity in a Room of 100,000 Cubic Feet. Perfect Diffusion of Moisture Secured.

A. N. SHEPARD & SON
Growers and Packers of Connecticut Shade Primed and Broadleaf
HARTFORD, CONN.

Mr. D. P. Gosline, July 14th, 1923.
6 Northampton St., Boston, Mass.

Dear Sir:

We have your favor of the 8th inst. and in reply to same would advise that we have used your large humidifier with the Duct System during our last packing season. It has proved satisfactory in every sense of the word. Our tobacco was kept in proper shape during the process of assorting and packing.

We were also very well pleased with the temperature feature, as we were able to regulate the temprature of our rooms from this humidifier except on extra cold days when coils were naturally used in addition.

The smaller humidifier, which we used in our bulk room, gave also pleasing results, and we are sincere when we state that of all the humidifier systems we have investigated, we believe yours gives the best results.

Yours very truly,
(Signed) A. N. SHEPARD & SON,
By G. W. Stewart.

HAVE YOUR CHOICE

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It will pay you to investigate

D. P. GOSLINE, Manufacturer
BOSTON 19, MASS.

East Tennessee Burley in Fine Condition

GREENEVILLE, Tenn., July 28.—A party of Greeneville tobacco men made a three-day inspection tour of the east Tennessee Burley tobacco section this week, which proved to be most gratifying. Many interesting interviews were had with tobacco growers throughout the section visited.

The local party left Greeneville early Monday, covering sections of ten or more east Tennessee counties, visiting only sections in which Burley tobacco is being grown successfully at the present time and the territory where development is expected.

The party was composed of men who have been engaged in the tobacco industry from almost every angle, some of them practically ever since the establishment of the tobacco market at Greeneville, more than 35 years ago, and who have spent their time and means in an effort to develop this section of east Tennessee as a tobacco center and it is due to their untiring efforts largely that the development of the crop has spread throughout this section.

Farmers generally were found to be interested greatly in Burley culture, eager to get first-hand information as to how to grow, handle and market to best advantage. Particular efforts were made by every member of the party to answer all questions, and in many localities groups of planters, learning of the coming of the tobacco men, had gathered to receive instruction and advice.

Books Distributed

Books on tobacco culture were distributed in all localities and everything possible done to aid the inexperienced Burley planter with his first crop. The members of the party were treated royally by citizens of Knox and adjoining counties. Greeneville boosters feel that the instruction, or get-acquainted trip, will prove of much benefit to the city of Knoxville just now in its efforts to establish a permanent tobacco market there, and the men who have been laboring so industriously to make this possible have been assured of the earnest co-operation of the Greeneville tobacco men in their work.

The party visited Maryville and other points in Blount county, touching Sevier county at a number of points, reaching Dandridge in the early afternoon Wednesday. Some very fine crops of tobacco were seen in all sections; in fact some of the very best seen on the three days' tour, and the successful grading of Burley tobacco in these fine farming communities is no longer problematical, experts say.

Crop Seen More Advanced

The tobacco in these counties is further advanced than in many of the extreme east Tennessee counties, and much of it will be ready to cut during the next two or three weeks.

The tobacco belt of Cocke county was covered, as was also the lower Greene county district. These communities have suffered great damage from the drouth, and on this account not only will the tobacco crop be short, but the corn and hay crops on these fertile farms have been damaged seriously.

So enthusiastic are members of the booster party over their trip that it has been announced that another tour of like nature will be made and on a more extensive scale some time in October, and it is hoped to include in the personnel of the party at that time, representatives of the Johnson City, Abingdon and Knoxville districts.

Those Making Trip

The personnel of the party on the trip this week was as follows: C. B. Austin, President of the Austin Co., Inc.; John S. Bernard, Jr., warehouseman; W. A. Armitage, representing American Tobacco Co.; Wilson Britton, independent buyer; Chas. H. Bewley, postmaster and old tobacco man; James Rush, live stock dealer, farmer and experienced tobacco grower; Don Russell, special demonstration agent, and W. R. Lyon, publicity agent.

Crop in Fine Condition

Taken as a whole, the east Tennessee tobacco crop is in fine condition. The farmers are well satisfied and very much encouraged with the increased tobacco acreage in this territory. It is confidently expected that this section will sell from 18,000,000 to 20,000,000 pounds of Bur[illegible] during the coming season.

To Visit Porto Rico

Robert Gans, of Max Gans' Sons, I[illegible]., sails for Porto Rico on August 9, to supervise the stripping of the new crop at the five plants of his organization.

Manila News Notes

The Germinal Cigar & Cigarette Factory Co., Ltd., of Manila, P. I., have appointed Frank E. Childs & Bro., Inc., of 79 Front street, New York, their sole representatives for the distribution of their products in the United States for all territory east of the Rocky Mountains.

The Germinal brands are so well known to the trade generally—as a result of extensive distribution during past years—that it is hardly necessary to refer to the high quality and intrinsic merit of these cigars.

They are today one of the foremost and best Manila brands imported into the United States. The products of this company are all manufactured from the highest grade of Isabella tobacco, grown on the company's own plantations.

The factory in Manila is recognized by all who have visited the Philippine Islands as one of the landmarks of the city of Manila, and stands unique as one of the most up-to-date, sanitary and extensive factories of the cigar industry.

The exacting supervision of the merchandise produced and the outstanding fact that no shipment from this factory has ever been received in this country other than in perfect condition, guarantees perfection in every detail.

* * *

As pioneers in the Manila cigar business in the United States, Frank E. Childs & Bro., Inc., assure the trade of experienced attention to their inquiries, and guarantee complete satisfaction at all times. It is their desire to assign exclusive territorial rights and they assure positive protection where they are granted.

* * *

In a communication to the Manila Ad Agency, New York, R. J. Stadler, cigar manufacturer and jobber, of Nassau, Bahamas, declares that there is a good market for mild Manila cigars in the islands, and requests samples and prices.

* * *

C. H. Hilbert & Co., cigar importers and distributors, of 80 Wall street, New York, are preparing to open up territory for the La Solera cigar, manufactured by the Insular Cigar Factory, Manila, P. I., and will feature the same sizes and the same quality of Class A cigars under this label that have won such a large distribution on the Pacific Coast under the direction of the Marks Bros. Cigar Co.

* * *

Charles A. Bond, United States tobacco agent for the Philippine Government, visited Indianapolis and Cincinnati last week to study market conditions and the new overland freight situation.

Mr. Bond noticed a distinct improvement in the Manila trade and found that job lots had all been cleaned up, and that heavy orders are being placed for stabilized goods.

* * *

David F. Morris, United States tobacco agent for the Philippine Government, is now at San Francisco, Cal. Mr. Morris reports a very heavy increase in the Manila trade on the Pacific Coast.

Importers in that section are depending on consumer demands to stabilize their merchandise, and are placing large orders with the factories at Manila.

There are no job lots or surplus stocks in that territory. Trade is invariably normal, while the steady increase experienced during the past three months, compared with the slump in the East and the West, indicates the growing interest

(*Continued on page* 40)

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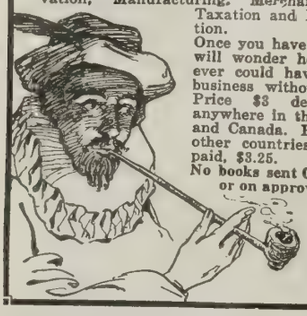
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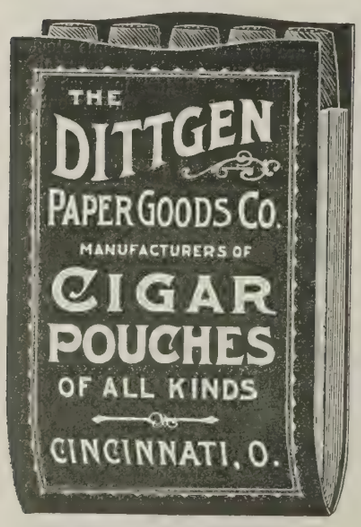
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ESTABLISHED 1881



Send for Samples and Prices

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.	76	79
American Cigar Co. Pfd.	82	86
American Mach. & Fdy.	135	..
Bayuk Bros. Com.	51	56
Bayuk Bros. 2nd Pfd.	110	115
Bayuk Bros. 1st Pfd.	95	100
British-Amer. Tob. Co.	22¼	23
Eisenlohr & Bros., Com.	65	70
Eisenlohr & Bros. Pfd.	95	99
Geo. W. Helme Com., new	48	52
Geo. W. Helme Pfd.	110	115
Imperial Tobacco Co.	15	17
International Cigar Mach.	50	60
J. S. Young Com.	100	106
J. S. Young Pfd.	100	106
Johnson Foil	80	100
MacAndrews & Forbes Com.	125	..
MacAndrews & Forbes Pfd.	96	100
Mengel Co. Com.	26	29
Metropolitan Tobacco	70	95
Patterson Bros.	12	18
Philip Morris	12¾	14
Porto Rican A. T. Co.	70	80
Porto Rican A. T. Script	70	80
R. J. Reynolds "A"	118	123
Schulte Retail Stores	96	96½
Schulte Retail Stores Pfd.	113	118
Tobacco Prod. Export	2	4
United Cigar Stores	175	195
Universal Leaf Com.	..	98
Universal Leaf Pfd.	90	93
United Profit-Sharing	5	5½
U. S. Tobacco Com.	45	48
U. S. Tobacco Pfd.	105	108

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	130	133½
American Snuff Pfd.	90	95
American Sumatra	16⅞	18¼
American Sumatra Pfd.	40¼	46
American Tobacco	141½	142
American Tobacco "B"	140½	141½
American Tobacco Pfd.	102⅜	102½
Consolidated Cigar	19½	20
Consolidated Cigar Pfd.	65	75
General Cigar	80½	82½
General Cigar Deb. Pfd.	103¼	107
General Cigar Pfd.	104¼	108½
Liggett & Myers	195	208
Liggett & Myers "B"	190	205
Liggett & Myers Pfd.	113	114
Lorillard, P.	151	153
Lorillard, P. Pfd.	113	114
Tobacco Products	47⅛	48
Tobacco Products Pfd.	109¼	109½
Tobacco Products "A"	78⅛	79
United Cigar Pfd.	104	114
United Retail Stores	70	72

Spain's Monopoly Profits Show Increase

WASHINGTON, D. C., July 31.—According to a report received from Commercial Attache Chas. N. Cunningham at Madrid, the operations of the Tobacco Monopoly of Spain (*Compania Arrendataria de Tabacos*) for the fiscal year 1922-23 have been more profitable than any previous year of its existence.

During this period, the sales of tobacco products aggregated 394,652,712 pesetas as compared with sales of 346,101,167 pesetas during 1921-22. After deducting the expenses, there remained a net income of 235,274,307 pesetas in 1922-23 as compared with 194,530,881 pesetas in 1921-22. Of these amounts, the State Treasury participated to the extent of 227,133,251 pesetas and 187,338,361 pesetas, respectively, and the Compania Arrendataria de Tobacos received 8,141,055 pesetas and 7,192,319 pesetas, respectively.

The sale of stamps produced a net income of 197,903,260 pesetas in 1922-23 as compared with 196,070,798 pesetas in 1921-22, from which the State Treasury received 196,278,527 pesetas and 193,916,281 pesetas, respectively, and the company received 1,624,733 pesetas and 2,154,517 pesetas, respectively.

A dividend of 11 per cent, free of taxes, was distributed to the stockholders of the company.—LAMM.

REAL WEICHSEL

AROMATIC WILD-CHERRY WOOD

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290 E. HOUSTON ST. NEW YORK CITY

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Bayuk Bros. Make Good Showing

Income account for the six months ended June 30, 1923, of Bayuk Bros., Inc. (name changed from Bayuk Bros., Inc., to Bayuk Cigars, Inc., effective on and after Aug. 1, 1923), as submitted to the New York Stock Exchange, shows a net profit after expenses and depreciation but before Federal taxes of $592,113, equivalent to $29.65 a share earned on the $2,000,000 outstanding 7 per cent cumulative sinking fund preferred stock.

Income account for the period shows as follow:

Six months ended June 30, 1923—Earnings from operations, $1,147,848; other income, $18,700; total income, $1,166,548; expenses and depreciation, $574,435; profit before Federal taxes, $592,113.

Balance sheet as at June 30, 1923 (subject to adjustment upon completion of physical inventory), shows as follows:

Assets—Cash, $391,124; open accounts and bills receivable, $1,422,776 sundry debtors, $81,201; inventories, $4,040,188; revenue stamps, $53,249; investments, $15,037; land and buildings, equipment and fixtures, less reserve for depreciation, $734,928; cigar making machines, $97,267; prepaid insurance, $25,706; refinancing expense, $136,334; total assets, $6,997,811.

Liabilities—Loans, $861,379; trade creditors, $130,213; sundry creditors, $27,066; accrued wage payable, $28,508; accrued taxes, $2,076; Federal taxes, 1922, $80,420, and 1923, $74,014; dividend payable July 15, 1923, $60,610; mortgage payable, $20,080; reserve for first preferred sinking fund, $15,000; capital stock, 7 per cent cumulative sinking fund preferred stock, authorized 50,000 shares par value $100—issued 20,000 shares, $2,000,000; 8 per cent second preferred stock, authorized stock 13,000 shares par $100 each, issued 12,805 shares, $1,285,000; common stock no par value, authorized 250,000 shares, issued 77,121 shares, $1,668,088; surplus, $749,856; total liabilities, $6,997,811.

General Cigar Co. Shows Increased Earnings

The General Cigar Co. for six months ended June 30, 1923, reports surplus of $1,081,711 after charges and federal taxes, equivalent after preferred and debenture preferred dividends to $4.22 a share earned on $18,104,000 common stock. This compares with $1,016,075, or $3.83 a share on the $18,104,000 common stock in first half of 1922.

Income account for six months ended June 30, 1923, compares as follows:

Gross earnings	$4,270,822	$3,861,477
Exp. tax, etc.	3,138,951	2,876,777
Net	$1,131,871	$984,700
Other income	78,885	89,061
Total income	$1,210,756	$1,073,761
Interest on loans	129,045	57,686
Surplus	$1,081,711	$1,016,075
Pfd. dividends	175,000	175,000
Deb. pfd. divds.	142,450	147,350
Com. dividends	543,120	543,120
Surplus	$221,141	$150,605

Balance sheet of General Cigar Co. as of June 30, 1923, follows:

Assets: real estate, equipment, etc., less depreciation, $2,292,600; investments in

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other companies, $277,205; good-will, trade marks, patent rights, etc., $15,000,000; company's debenture preferred stock, $180,143; company's common stock purchased or subscribed by employes, $108,100; inventories, $18,027,977; bills receivable, $457,858; accounts receivable, less reserve, $5,367,203; cash, $1,441,785; deferred charges, $298,467; total, $43,451,338.

Liabilities: Preferred stock, $5,000,000; debenture preferred, $4,200,000; common stock, $18,104,000; special capital reserve, $1,000,000; bills payable, $7,500,000; accounts payable and accrued liabilities including 1922 federal taxes unpaid, $1,963,701; debenture preferred dividends payable, $70,525; provisions for 1923 federal taxes, $160,000; insurance reserves, $426,558; surplus appropriated for redemption of debenture preferred stock, $375,000; surplus, $4,651,554; total, $43,451,338.

Lorillard 7s in Investment Class of Securities

High property values, earnings and financial strength behind P. Lorillard Co. debenture gold 7s combine to give this issue a high standing among industrial bonds.

At the close of 1922 the $9,998,150 outstanding bonds of this issue were backed by net tangible assets of $54,755,553, of which $47,992,832 or five times the amount of the bonds was in the form of net liquid assets.

Since 1915 the company has made remarkable progress as evidenced by the fact that during this period it has more than trebled its profit and loss surplus, and almost doubled its net working capital. Latter item, on December 31, 1922, was more than twice total funded debt of $20,615,000. Profit and loss surplus was $14,673,330, compared with $12,593,419 at the close of 1921.

P. Lorillard's earnings in 1922 were $8,133,398 after federal taxes, or 6½ times $1,231,163 interest on funded debt, compared with earnings of $7,616,545 to cover approximately the same charges in 1921, when interest was earned 6.06 times. For the last six years earnings have been at the average annual rate of 5.8 times interest charges.

While the debenture 7s are not secured by mortgage, the company imposes a charge in favor of the trustee upon all of its property and net earnings for the benefit, first, of these bonds, and, second, of the 5 per cent debentures, over which they constitute a prior claim.

Bonds are not callable, but the company is required to pay to the trustee, during January of each year, the sum of $100,000 for purchase of debentures at not exceeding 130. To date $1,021,000 of the issue has been so retired.

Price range for the year to date is: High, 116½; low, 111⅞. For 1922: High, 119¼; low, 112. Investment return, based on present price of 116½, is 5.58 per cent.—*Wall Street Journal.*

Listed on Stock Exchange

Bayuk Cigars, Inc., $2,000,000 7 per cent, cumulative sinking fund preferred, $1,280,500 7 per cent convertible second preferred and 99,939 shares of common stock without par value, listed for trading on the New York Stock Exchange.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign.
Demand....$4.57 Cables....$4.57¼

FRANCE—Par 19.3 cents per franc.
Demand.... 5.83½ Cables.... 5.84

ITALY—Par 19.3 cents per lire.
Demand.... 4.34¾ Cables.... 4.35¼

BELGIUM—Par 19.3 cents per franc.
Demand.... 4.79½ Cables.... 4.80

GERMANY—Par 23.8 cents per mark.
Demand.... .000105 Cables.... .000105

AUSTRIA—Par 20.3 cents per crown.
Demand... .0014⅛ Cables... .0014⅛

DENMARK—Par 26.8 cents per krone.
Demand.... 17.85 Cables.... 17.88

GREECE—Par 19.3 cents per drachma.
Demand.... 1.97 Cables.... 2.00

HOLLAND—Par 40.2 cents per florin.
Demand.... 39.31 Cables.... 39.35

SPAIN—Par 19.3 cents per peseta.
Demand....14.19 Cables....14.21

SWEDEN—Par 26.8 cents per krona.
Demand....26.59 Cables....26.62

SWITZERLAND—Par 19.3 cents per franc.
Demand....17.84 Cables....17.87

CHINA—Cents per silver dollar for Hong Kong; per tael for Shanghai and Peking.

Hongkong—
Demand....51.75 Cables....51.875

Peking—
Demand....72.25

Shanghai—
Demand....69.75 Cables....69.875

PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.
Demand....49.25 Cables....49.50

JAPAN—Par 49.8 cents per yen.
Demand....48.73 Cables....48.85

ARGENTINA—Par 42.44 cents per Argentina paper dollar.
Demand....33.70 Cables....34.00

BRAZIL—Par 32.45 cents per paper milreis.
Demand....10.25 Cables....10.30

Leaf Stocks Show Decrease

WASHINGTON, July 31.—A decrease of approximately 150,000,000 pounds of leaf tobacco on hand was reported for the second quarter of 1923 by the Bureau of Census today. On July 1, it stated that the aggregate of tobacco stocks was 1,607,844,445 pounds, as compared with 1,846,555,045 on last April 1, and 1,616,396,137 on July 1, 1922.

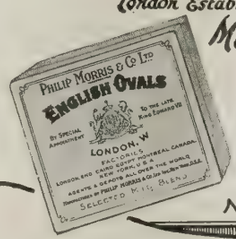
The outstanding reduction was in burley, stocks having declined from 463,000,000 pounds on April 1 to 404,988,000 on July 1. In the bright yellow district of Virginia, Georgia and the Carolinas, leaf tobacco on hand July 1 was 438,667,032 pounds, compared with 490,426,128 on April 1.

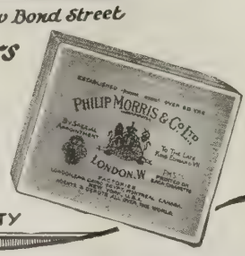
For New York, the bureau reported there were 3,981,716 pounds on hand July 1, as compared with 4,235,366 pounds on April 1.

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REMEDIOS

Havana Tobacco Market Continues To Be Active

Export Houses Still Buying Bundles Wherever Obtainable—High Prices Are Prevalent—Cigarette Strike Comes to an End—Manufacturers Reduce the Price of "Fags."

HAVANA, Cuba, July 27.—In the Remedios section the export houses continue buying bundles from the first and second hand as well as ready packed tobaccos. The owners of the piles (pilones) naturally asked and got high prices for their tobacco, and the respective buyers certainly must have resold these goods at still higher prices. All these purchases in the first place are for North American houses, but the South American firms also have already placed orders with their local representatives, buying probably much less than they expected, but paying the prices. There is no doubt about it, that in Remedios the upper grades are scarce this year, but at the same time there is likewise no doubt about it, that the exporting houses, who tried to reduce the cost of the tobacco for their customers, through buying in bundles and pack, obtained just the contrary result. There is not a single packer—engaged or not engaged in packings—who does not admit that tobaccos were entirely too high priced.

Cigarette Strike Ends

The strike of the cigarette laborers is finished. Some of the large factories agreed to the pretensions of their laborers and at the same time reduced the price for a package of cigarettes to what it was before. The rest of the factories, willing or not, had and will have to follow this movement. Probably the same thing will happen with the laborers in the packing establishments in several sections of the Santa Clara Province, where packers, who paid too much for their tobacco, are trying to squeeze a few cents out of the laborers, who, in consideration of the relatively small quantity to be selected and packed in carrots, asked higher wages. Many packers do not select the tobacco at all, but just pack it in two or three grades for stripping purposes. This method naturally takes the labor away from so and so many people. The low grade of Vuelta Abajo as well as of Remedios, at least as far as the Botes are concerned, will sell well and sell fast and the best consumer of these grades is the Island itself. The local cigarette factories, as well as the large cigar factories in the country, have bought large quantities. A factory from the southern part of the Island bought several thousand bales in Havana in one day.

The tobacco of the Remedios section cannot all be judged as being "alike," for there is a big difference from one section and one farm to another. There are really first-class packings, the 3rd Capaduras of which are just as good and as leafy as the 2nd Capaduras of other packings. All tobaccos not fit for stripping purposes will have to be sold to the cigarette factories, as Europe most probably will not be able to pay the prices for loose leaves which people are getting for the Botes at present.

Of Vuelta Abajo, that is the so-called export tobaccos, very little has been sold. The tobacco is first class, but as the packings in general only started a short time ago, these goods need storage. There are some excellent lots in the market and many American buyers, who have stayed out of the Remedios game, will find a good selection among good and heavy Vuelta Abajo and Semi Vuelta Fillers. In the Low Land Section, however, large sales took place.

Don Ramon Nava returned the other day after having secured in the San Juan and Martinez section over 3,000 bales of the finest factory Vegas for the celebrated Gener Factory. Also Don Juan de la Puente is going often to Vuelta Abajo in order to inspect the various packings his company has under way there, having secured a first-class lot of tobacco right at the start.

In the Partido section, where packings have been started and are going on, several large sales have been made, although the main Partido buyers from the north have not shown up yet.

In the far east part of the Island there is very little tobacco left, most of it being sold to exporters and cigarette factories. —GALLO.

Tobacco Consumption Shows Increase in Germany

WASHINGTON, D. C., Aug. 1.—A cable from Alfred P. Dennis, Special Representative of the Bureau of Foreign and Domestic Commerce in Europe, states that although the present economic condition in Germany has changed the buying policy of the German manufacturers from wholesale to hand-to-mouth methods, it has not reflected unfavorably on consumption. He states that German tobacco consumption has increased in a proportionate degree to the reduced scale of living, and that workmen supplement their meager lunch by increasing use of tobacco. Consumption of chewing tobacco, for which Kentucky, Ohio and Maryland leaf is used, is steadily expanding. Pipe tobacco consumption has increased 50 to 60 per cent, and the use of cigarettes fully 100 per cent. above prewar years.

Although the production of tobacco in Germany has increased since the war, the quality of the leaf is inferior and substitutes for tobacco are being used on a broad scale.

Important Suggestions

It is suggested that factors in the tobacco industry in this country might secure additional business by carrying warehouse stocks in Germany, in order to effect sales to the some thirteen hundred small tobacco manufacturers who are unable to carry large stocks of leaf but are quite capable of purchasing small quantities of spot goods.

Answers Complaint Made by Federal Commission

WASHINGTON, D. C., July 31.—William L. Hoffman of Sacramento, Cal., has filed an answer with the Federal Trade Commission in connection with the tobacco complaint issued against him in cases 1032 and 1033.

Mr. Hoffman states in his answer that the Sacramento Wholesale Tobacco Dealers' Conference which consisted of tobacco jobbers of Sacramento was only in existence for three months in 1921, and only three meetings were held, following which the organization was dissolved. Inasmuch as there is no such organization at this time, Mr. Hoffman asks that the complaint against him be withdrawn.—LAMM.

D. Dreux's Activities

D. Dreux, president of D. Dreux, Inc., has returned from a highly successful business tour of Pennsylvania. Mr. Dreux will next visit his New England clients, with whom the fancy Sumatra wrappers which he recently purchased at the Amsterdam and Rotterdam inscriptions are in great demand.

SELGAS & COMPANY
IMPORTERS & PACKERS
Havana & Porto Rico Tobacco
Warehouses:
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Porto Rico—Manati
128 Water St.
NEW YORK

Tobacco Exports from Port of New York

Custom House Figures for May, 1923

Bright Flue Cured Tobacco

Destination	Dollars	Pounds
Belgium	1,785	8,570
Denmark	4,612	37,030
Germany	395	1,486
Malta	11,120	37,962
Norway	10,360	51,830
England	178,475	256,481
Scotland	967	5,225
Costa Rica	1,194	3,317
Guatemala	195	300
Panama	795	2,400
Newfoundland	2,260	9,209
Trinidad	10,092	28,033
Chile	7,809	15,311
Colombia	519	1,167
Java	4,218	15,215
New Zealand	1,431	3,253
British West Africa	30,261	86,331
	266,488	563,120

Burley Tobacco

Destination	Dollars	Pounds
Belgium	52,825	161,915
Haiti	148	615
Brazil	2,779	4,734
Colombia	291	1,164
Australia	268	892
	56,011	169,320

Dark Fired Kentucky Tobacco

Destination	Dollars	Pounds
Azores	330	730
Belgium	201	742
Denmark	774	6,359
Germany	1,555	13,045
Italy	5,147	53,745
Malta	295	3,100
Netherlands	603	9,550
Venezuela	50	142
Spain	88,680	1,313,985
Sweden	200	1,136
Switzerland	100	180
England	12,078	54,348
Barbados	574	3,020
Other Br. West Indies	1,592	7,322
Dutch West Indies	688	3,600
French West Indies	1,411	7,670
Haiti	29,879	130,806
Colombia	5,419	11,969
British Guiana	1,142	5,190
British West Africa	183,628	556,831
Canary Isles	9,719	37,245
Algeria	793	7,960
Other French Africa	35,430	121,632
Liberia	8,154	25,766
Other Portuguese Afr.	14,522	47,703
	402,964	2,423,776

Dark Virginia Tobacco

Destination	Dollars	Pounds
Denmark	9,913	47,168
Norway	22,924	63,560
England	23,400	36,306
Scotland	922	5,290
Jamaica	57	220
Colombia	216	455
British India	10,355	20,990
Belgium Kongo	370	1,760
British West Africa	4,996	20,793
Other French Africa	8,888	38,632
Other Portuguese Afr.	5,445	17,379
	87,486	252,553

Green River Tobacco

Destination	Dollars	Pounds
Belgium	3,200	34,883
England	4,000	17,150
	7,200	52,033

Other Leaf Tobacco

Destination	Dollars	Pounds
Belgium	1,655	15,542
France	978	4,776
Germany	1,194	6,606
Norway	20,823	52,554
Poland	2,700	6,547
England	72,875	101,805
Salvador	100	400
Jamaica	80	200
Other Br. West Indies	789	15,947
Cuba	141	600
Dutch West Indies	1,235	7,750
French West Indies	1,315	8,740
Haiti	180	1,022
Virgin Islands	729	4,218
British Guiana	4,401	26,038
Dutch Guiana	3,328	11,552
French Guiana	29	100
Philippine Islands	759	882
New Zealand	286	566
British West Africa	100,856	388,281
British East Africa	3,876	11,748
Canary Islands	2,101	8,072
Algeria	3,098	43,725
Other French Africa	43,320	151,541
Liberia	1,169	3,914
Other Portuguese Afr.	1,085	3,163
Spanish Africa	56	200
	270,158	850,489

Stems, and Scrap Tobacco

Destination	Dollars	Pounds
Denmark	297	4,888
Germany	1,016	9,160
Canary Islands	127	1,495
	1,440	15,543

Smoking Tobacco

Destination	Dollars	Pounds
Denmark	3,697	6,059
Netherlands	336	303
Norway	1,065	1,542
Poland	16,255	36,783
Sweden	599	583
England	1,450	1,600
Ireland	35	36
Nicaragua	24	24
Panama	2,706	3,765
Mexico	442	551
Miquelon	55	60
Newfoundland	2,112	2,404
Bermuda	241	383
Barbados	240	500
Jamaica	155	186
Trinidad	143	122
Other Br. West Indies	480	905
Cuba	3,201	3,343
Dominican Republic	579	615
Dutch West Indies	92	168
Haiti	520	663
Argentina	160	200
Chile	20	65
Colombia	23	36
Peru	472	700
British India	676	955
Straits Settlements	402	240
China	609	754
Java	1,506	2,108
Hong Kong	308	378
Siam	283	252
Australia	80	100
Other Portuguese Afr.	79	88
	39,045	66,470

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This new departure has been made for the man who wants a FRAGRANT, VERY MILD AND FULL-FLAVORED CIGAR.

MADE IN SEVEN SIZES:

Tuxedos	10c	Perfectos	2 for 25c
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Londres	10c		
Club House	15c		
Invincibles	15c		

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Plug Tobacco

Destination	Dollars	Pounds
Denmark	246	880
Gibraltar	1,600	3,360
Malta	249	800
Netherlands	3,260	11,643
Norway	1,381	1,444
Sweden	1,885	2,596
England	5,649	7,012
Ireland	170	175
Maritime Provinces	651	1,760
Panama	4,273	15,650
Mexico	89	168
Newfoundland	1,424	3,636
Bermuda	614	1,692
Barbados	2,085	4,806
Other Br. West Indies	1,902	4,290
Cuba	4,946	15,342
Dominican Republic	210	302
Dutch West Indies	801	2,040
Haiti	22	36
Virgin Islands	37	100
Argentina	2,265	4,740
Colombia	70	100
British India	94	96
Ceylon	95	100
Straits Settlements	616	760
China	923	1,502
Hong Kong	463	1,020
Philippine Islands	3,213	7,100
Australia	11,828	23,738
New Zealand	16,298	18,844
British South Africa	357	800
	67,716	137,538

Other Manufactured Tobacco

Destination	Dollars	Pounds
Gibraltar	22	296
Panama	784	1,980
Newfoundland	19	23
Barbados	360	600
Cuba	318	700
Uruguay	26	25
Venezuela	11	70
Algeria	38	507
	1,578	4,201

Cigars and Cheroots

Destination	Dollars	Thousands
England	263	2
Panama	473	11
Bermuda	10	1
Australia	288	3
	1,034	17

Cigarettes

Destination	Dollars	Thousands
France	17,835	5,500
Greece	125	125
Malta	100	50
Netherlands	33	10
Norway	448	150
Venezuela	8,450	1,510
Sweden	100	50
England	2,126	345
Ireland	33	10
Costa Rica	2,876	1,038
Honduras	128	40
Nicaragua	2,206	1,199
Panama	33,252	12,224
Mexico	1,853	565
Miquelon	70	35
Bermuda	170	50
Barbados	185	53
Jamaica	76	10
Other Br. West Indies	498	315
Cuba	2,145	500
Dominican Republic	552	221
Dutch West Indies	1,324	500
Haiti	4,433	1,173
Virgin Islands	999	255
Argentina	1,650	500
Bolivia	420	100
Colombia	4,493	1,518
British Guiana	88	25
Dutch Guiana	890	270
Uruguay	1,382	366
British India	6,000	3,000
Straits Settlements	179	50
China	1,540	233
Hong Kong	18	5
Philippine Islands	610	100
Siam	89	25
New Zealand	1,636	523
Other Portuguese Afr.	750	240
	99,762	32,894

Re Exports

Cigar Wrapper Leaf Tobacco

Destination	Dollars	Pounds
Netherlands	2,715	1,530
Mexico	377	340
Bermuda	170	159
Barbados	220	173
Jamaica	961	664
Other Br. West Indies	250	169
	4,693	3,03

Other Tobacco Leaf

Destination	Dollars	Pounds
Belgium	3,000	6,700
Germany	184,921	319,364
Netherlands	7,950	4,930
England	9,592	10,759
Panama	169	170
Mexico	1,602	2,500
Jamaica	138	300
Other Br. West Indies	53	210
Cuba	1,683	2,390
Dominican Republic	49	115
Brazil	829	313
Colombia	857	2,178
Philippine Islands	12,775	28,223
Australia	364	780
	223,982	378,94

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PACKING HOUSES: HAVANA, CUBA; CATANO, PORTO RICO

Cigars and Cheroots

Destination	Dollars	Thousands
Argentina	505	119

Other Manufactured Tobacco

Destination	Dollars	Pounds
Germany	480	978
Mexico	114	300
Cuba	2,911	12,087
Australia	84	325
	3,589	18,690

Tampa Tidings

To Erect New Building

TAMPA, Fla., July 28.—The real estate branch of the firm of Sanchez & Haya are having plans drawn for the construction of an attractive brick building on Seventh avenue near Sixteenth street. The building will cost about $35,000 complete. Plans are being prepared by the office of Architect F. J. Kennard. The new building will have a frontage of 70 feet on Seventh avenue and will have a depth of 95 feet. It will have stores on the first floor and offices on the second. The structure will be modern throughout and will add considerably to the good appearance of that portion of Seventh avenue on which it is to be located, say the architects.

Returning from Havana this week are Manuel Corral, José M. Diaz and F. R. Diaz.

Francisco ("Pancho") Arango, has returned to Havana to select leaf from his recent purchases.

Arango & Arango are being kept *more* than busy. The demand for Don Sebastian in Buffalo, where Jos. P. Snyder operates, and who is pushing this brand all along the line of his chain of stores, together with the efforts of George W. Stocking, keeps business on the increase.

Back in Business Harness

Joe P. Perez and bride arrived in Tampa Monday. Joe is busy looking over factory affairs before going to Havana to buy leaf. He reports their business this year, up to now, as more than double the same period last year, and anticipates no let up in demand.

Eli Witt Factories Combined

The Eli Witt Co., operators of the San Luis and Hava-a-Tampa factories, have combined these two factories, in the recently enlarged building of the latter company. The San Luis factory was producing Tampa Straight and Above the Average, each five centers. By far the biggest portion of the production of the combined factories now operating as one plant will be the Hava-a-Tampa brand. Last year the Witt factories turned out about 40,000,000 Hava-a-Tampa and in the first six months of 1923 more than 35,000,000 were produced. With the fall trade to swell the totals it is anticipated that the record of last year on Hava-a-Tampa will be more than doubled. June was the best month which the Witt factories have ever enjoyed. This company, in addition to manufacturing cigars and jobbing its own and other products, operates a string of retail stores about Tampa. These stands are illuminated by large electric signs, bearing the one word, "Eli."

Don Julian Doings

Leo Gottsegen, president of Gradiaz, Annis & Co., is still vacationing in the East. It will probably be several weeks before he returns to Tampa. J. B. Annis is out hitting the high places and is keeping bunches of good orders in transit. The factory is busy.

An Interesting Engagement

Menko Rose, of Rose & Wobbe, announces the engagement of his youngest daughter, Miss Edith Rose, to Jerome Kohlberg, eldest son of Eugene L. Kohlberg, of E. L. Kohlberg & Son and Kohlberg-Gonzales Co., Inc.

The Florida-Georgia Wrappers

QUINCY, Fla., July 28.—The 1923 Florida tobacco is a normal crop. By that is meant that it is the kind of crop that it is always hoped to get. It is the second crop in succession that Florida has produced that contains a very high percentage of the finer grades of tobaccos. This is of course heartening to every one who has the industry at heart. It is indeed of more than passing interest to those manufacturers who have been forced to pay the unheard of high prices for the imported wrappers. Right here in this county wrapper tobacco is being produced surely equal to anything that has been imported from across the seas, possessing all the characteristics of what good wrapper tobacco should be.

The colors of the 1923 Florida are uniformly bright, lustrous and are coming through the first bulks with the finish that good tobacco only can acquire. The body colors are light browns and light with the delicate olive green shading uniformly spread over them. The growing season happened to be such that sufficient rains fell or heavy dews prevailed through the time the crop was in the field that there was no retarding of the growth in the field. These weather conditions continued on with the curing so that regular program of firing in the barns and the humid atmosphere of the evenings the final colors secured naturally are ideal L V shades. E. G. Beinhart, who for the past two months has been in charge of plant breeding investigations for the Florida-Georgia Tobacco Growers' Association, has this to say relative to the 1923 crop:

"The burn of the crop is right. I have had occasion during the past 60 days to see nearly all of the fields in the Florida area, and throughout the curing season watched the development of the burn in the barns. A 'normal' crop of course has a 'normal' burn—clean cut, fire line, absence from coaling, gray or white ash and fire holding capacity in the leaf. Out of the hundreds of leaves that I have tested during the curing season just closed I did not come upon a leaf that did not come up to the standard of the trade.

"It is remarkable and quite unfortunate that recent Florida crops have been questioned as to their burn. There may be occasional crops here and there which do not have all the factors of burn. This is true of tobaccos everywhere and in all seasons. But there is still the misapprehension existing in certain quarters that Florida is uniformly a slow burner. No more so than Connecticut or Wisconsin. Every apprentice used to be instructed that Florida was a poor burn. I remember one of the first lessons that was given me by my father and later by others of the cigar makers was that 'Florida did not burn.' That was something over twenty-five years ago and the science of fertilization has progressed tremendously in that time. Poor burning tobacco is nothing more than a legend now. I have been watching Florida tobaccos intimately since 1909 and the advances made in that period have been one of the finest achievements in American agriculture. There is probably no more progressive set of tobacco growers in this country than you will find in the Florida-Georgia district. During the past generation they have made wonderful advances in every branch of their art, and the greatest advance has been in the subject of fertilizers. Florida wrappers do burn.

"Another fallacy of the cigar manufacturing trade has been its reticence to universally use the prime grades on high grade cigars. Florida has been identified with the low priced cigar; it has gone on the 'cheap' cigar. No care has been exercised in selecting the binder or the filler. Most times when a poor burning binder or filler are used the wrapper gets the credit. This is, of course, wrong. The real facts in the case should be studied. Furthermore there is no wrapper that excels Florida for use on the finer blends, and the sooner the trade realizes this the sooner they will discard the higher priced wrappers and use quality Floridas. And the low priced cigar will be improved by allowing a wider use of better fillers—this, too, may help in

(Continued on page 40)

CAUTION

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Fifty Years

Our line has been the standard by which all Clear **Havana** cigars have been judged.

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E. H. GATO CIGAR COMPANY

FACTORY: KEY WEST, FLORIDA

OFFICES: 16-22 HUDSON STREET, NEW YORK

E. P. Oakes — ***Western Representative***

153 North Clark St. — **Chicago, Ill.**

For Gentlemen of Good Taste

SAN FELICE

2 for 15c

Two Good CIGARS

EL VERSO

10c — 2 for 25c — 15c

The Deisel-Wemmer Co., Mfrs. :: :: Lima, O.



Charles Denby 2 for 15c.

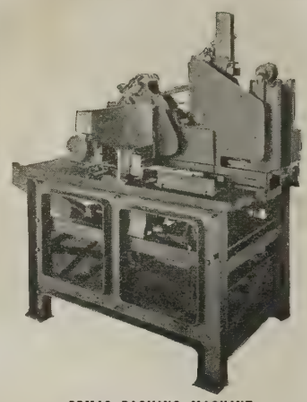
They satisfy the smoker because they are good, and the merchant because they sell.



LA FENDRICH

10c. to 3 for 50c.

H. FENDRICH, INC.
EVANSVILLE, IND.—ESTABLISHED 1850



COMAS PACKING MACHINE,
Three Models, 25,000 Packages of Cigarettes in Ten Hours. American Form Pouch Package.

MACHINES

FOR

The Cigarette Industry

The Comas Cigarette Machine Company

manufactures cigarette machinery of unsurpassed design and construction, including the following:

COMAS STANDARD CIGARETTE MACHINE, for Spanish form of cigarettes; capacity 90,000 a day.

COMAS JUNIOR CIGARETTE MACHINE, for Spanish form of cigarettes; capacity 30,000 a day.

COMAS AMERICAN CIGARETTE MACHINE, for American form of cigarettes; capacity 250,000 a day.

COMAS IMPROVED AUTOMATIC FEEDERS, adapted to any standard style of cigarette machine.

COMAS IMPROVED CIRCULAR KNIFE GRINDER.

The company furnishes also Tobacco Cutters, Tobacco Granulators, Tobacco Stem Flatteners, and other machines for the cigarette industry.

Machines in use in all parts of the world. Write for illustrated catalogue.

COMAS CIGARETTE MACHINE COMPANY, SALEM VIRGINIA, U.S.A.

San Francisco Interested in "Merger" Reports

"General Sentiment" Shows Seemingly Groundless Fear for Small Dealer—Passing of Jay D. Van Buren a Surprise and Shock to Friends—Simon Myrson Has Serious Accident

SAN FRANCISCO, Cal., July 25.—The big tobacco merger is the main item of conversation among the trade of San Francisco. While the general sentiment is that it is not a cheerful omen for the small dealer, it is generally realized that it is but a part of the process that is going on in every line of business.

A creditor's settlement is being made for A. C. Hirschfield Co. The Hirschfield Co. has been doing a general jobbing business for some time, and not long ago bought out a small factory. It is rumored that the concern will be obliged to cease the jobbing business, and confine itself to its excellent retail stand on Ellis street.

Jay D. Van Buren Passes Out

The death of Jay D. Van Buren, secretary and treasurer for S. Bachman & Co., came as a surprise and shock to all his many friends. He passed away Sunday last after spending a few days at home fighting off a threatened attack of pneumonia. It developed that he had a weak heart, and when he went to bed and to sleep, it was to never awaken again. Deceased leaves a widow, a married sister and a brother. He was 62 years of age, and had been with the Bachman Co. for 25 years, after having spent several years in the journalistic field.

Hit By Automobile

Simon Myrson, one of the old-time retailers and salesmen, was hit by an automobile last week, and had his skull and one leg fractured. He is in the French hospital doing very well, but it will take some time to recover.

George Saalburg has been appointed Pacific Coast representative of the New York-Tampa Cigar Co. and the Porto Rican American Cigar Co. J. R. Brimstin will take up the specialty work Saalsburg has been doing, while the latter visits the coast jobbing points.

Rode the William Goat

Mack Horn was a visitor from Los Angeles for a few days. He stopped to ride the Masonic goat for the third time, and has now sufficient practice so that he returned to the Angel City prepared to ride any business goats that might come along.

Mrs. Leona Potage is taking several weeks' vacation, visiting friends and relatives in Oregon. She has intrusted the books of the Golden State Leaf House to Dave Horn.

The Regal Cigar store has for a time been under a new management, which believes in making the place a good looker and using every bit of available space to display goods. That is the reason the business has been increased 100 per cent.

J. C. Wood, representative of J. C. Winter of Red Lion, Pa., who has been visiting the city, has left on his return to the factory.

Jack Loftus, who has been with Schubert Bros., is visiting in Denver with his folks.

John Berry, who has been with A. C. Hirschfield & Co., has joined the sales force of Jos. Rinaldo & Co., and is busy "drumming" up the trade.

Frank Tuchler, doing the Richmond, Mission and South Market street territory for Jos. Rinaldo & Co., reports sales keeping up admirably for this season of the year. They always do for Tuchler.

Conspicuous Successes

Arthur Bachman, of S. Bachman & Co., is still with his family in Paris. M. Peters, sales manager for S. Bachman & Co., reports the R. B. Invincibles, the New Currency and the Gato Key West-

Manufacturer and Jobber You Need

GENUINE AMBER

Our stock of ROCK and PRESSED AMBER CIGAR and CIGARETTE HOLDERS and PIPE BITS, in natural colors and black, is the largest and most complete in the U. S. A.

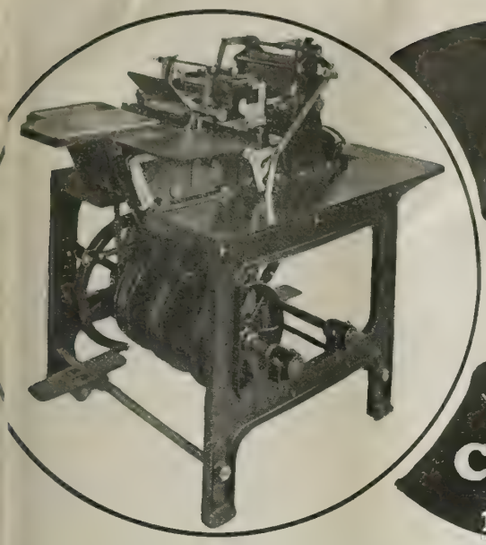
Highest Quality — Lowest Prices

Also all grades of NECKLACES and NOVELTIES.

Exclusive territory allotted jobbers of standing. Correspondence solicited

NOVELTY IMPORT & EXPORT CO.

157-161 W. 29th STREET, NEW YORK CITY



AUTOMATIC LONG FILLER
BUNCH MACHINE

Two inexperienced girls can soon learn to operate this machine. One feeds the filler, the other the binders and the machine does the rest.

Gives you uniform work with unskilled labor.
Greater production and attractive savings in cost.
Easily adjusted to make light or full bunches.
Substantial construction gives long life.
Easy and inexpensive to operate.

Catalogue and any particulars upon request.

COLWELL CIGAR MACHINE CO.
INCORPORATED
131 WASHINGTON ST. PROVIDENCE R.I.

GREATER PRODUCTION AT LESS COST

are all making exceptionally good
vings. He says that some of the
d owners who thought that high-
ed cigars were about all that were
th pushing are beginnig to learn that
e are smokers of five cent cigars in
y section, no matter how aristocratic,
that they have been overlooking some
itable bets.

m Israel, the Jackson street jobber,
rts that the Garcia y Vega, for which
s distributor, is holding up a good
Business is keeping up very good
Sam Israel.

ave Horn reports everything very
t in the leaf business. Many small
ories are scarcely running, and the
er ones running more to be prepared
the holiday trade than from any
to fill present orders.

O. Reeder, prominent cigar dealer
anta Rosa, is making a long auto
through the northwest, visiting Salt
, Yellowstone Park and other points
terest.

Effective Efforts

s. Rinaldo & Co. report that the San
e campaign appears to be bringing
h while results. The window dis-
, wherever made, are increasing the
for the San Felice cigar.

irman Bros., Horn & Co. are pleased
eport that the California cigarettes
are manufacturing are developing at
y satisfactory rate. Barney Levy, of
, is now featuring the entire Ehr-
Bros., Horn & Co. line.

Tobacco Flavorings in the Irish Free State

ASHINGTON, D. C., Aug. 1.—The De-
nent of Commerce has the following
rt in connection with the use of to-
flavorings in the Irish Free State:
nder the terms of the Excise Regu-
ns, tobacco manufacturers pay excise
on the leaf when it is withdrawn
bond. They are not permitted to
during the process of manufacture,
flavoring substances which increase
weight of the tobacco. Pure olive
up to 4 per cent of the weight of
obacco, may be used in the spinning
ess. The only flavorings which may
dded are essential oils dissolved in spirits. The use of licorice, glycerine, honey, syrups, sugars, etc., is prohibited, on account of the additional weight added to the tobacco by using these materials. These are the same restrictions which are in force in Great Britain.—LAMM.

Greece Levies Additional Tax on Tobacco Exports

WASHINGTON, D. C., July 30.—The following additional taxes have been imposed upon exports of tobacco, by a decision published in the *Official Greek Gazette*, May 30, says Clerk to Trade Commissioner Charles E. Dickerson, at Athens. The proceeds from these taxes are to be devoted to the support and shelter of refugees and improvement of local sanitary conditions:

Commencing April 27, on tobacco leaves of any quality exported from Cavalla, 20 leptas ($0.02).

Commencing with the date of the promulgation of the decree, on each package loaded on omnibus trains at the railway station of Verria, 20 leptas; on each package loaded on passenger trains at the station of Verria, and on cars fully loaded at Verria, 15 drachmas ($2.89½).

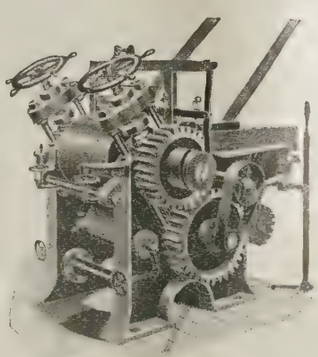
Child Labor Investigation

WASHINGTON, D. C., Aug. 1.—An investigation of the use of child labor in the tobacco fields has just been completed by experts of the Children's Bureau of the Department of Labor. The investigation was carried out in the fields of Kentucky, South Carolina, Virginia, Connecticut and Massachusetts. It is understood that it will be some time before results of the survey will be ready for publication.

Optimo Brand Progressing

Mariano Alvarez, Tampa manager for A. Santaello & Co., manufacturers of the Optimo cigar, who has been spending his vacation in New York, returned to Tampa last Monday. Mr. Alvarez found time to discover that the Optimo brand was gaining in favor in the metropolitan district, and is anticipating increased production in the near future.

"ADT" Tobacco Machinery



The "Adt" Stem Flattening Machines

will pay for themselves in a very short time. Manufacturers using these machines claim them to be one of their best paying investments.

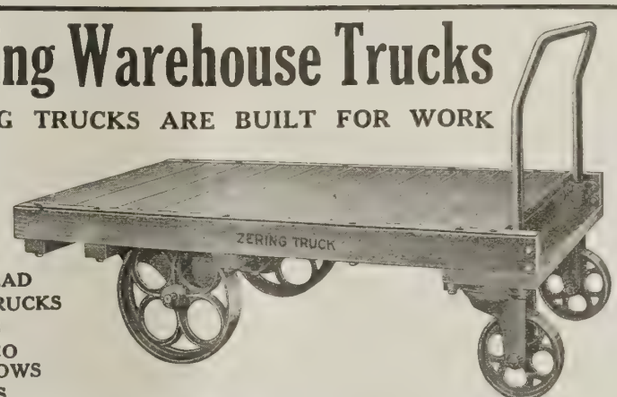
It will pay you to install one of these machines.

Our catalog No. 50 contains full details and illustrations of 88 Tobacco Machines. We will be pleased to send you a copy.

The John B. Adt Co. Baltimore, Md., U. S. A.
Established 1865

Zering Warehouse Trucks

ZERING TRUCKS ARE BUILT FOR WORK



DUCK BILL
HOGSHEAD
PUSH TRUCKS
DOLLIES
TOBACCO BARROWS
CASTERS

THE H. ZERING MANUFACTURING COMPANY
Brazee and Oak Streets -:- OAKLEY, CINCINNATI, OHIO
We Manufacture Trucks Exclusively—500 Types

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FOR PRICES WRITE
TROJAN SANITARY PIPE CLEANER CO., Inc.
ROCHESTER, N. Y.

STEFFENS, JONES and CO.
DOMESTIC LITHOGRAPHERS IMPORTED
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COMPANIA GENERAL DE TABACOS DE FILIPINAS
35 South William Street, New York
Owners of
LA FLOR DE LA ISABELA
Factory at Manila, P. I.
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Supplying the trade for eighty-three years
LICORICE
EXTRACT POWDER ROOT
Laurel leaves, Deer Tongue, Lavender Flowers, Slippery Elm Bark, Star Anise, Orange Peel, Angelica Root, etc.
PEEK & VELSOR, INC.
76 William St. New York, N. Y.

E. B. Embry, Pres. A. E. Watson, Vice-Pres.
E. M. Collins, Sec. and Treas.

Embry Tobacco Company

Incorporated

Growers and Packers of High Grade Shade Grown Leaf Tobacco

PLANTATIONS: QUINCY, FLA. OFFICE & WAREHOUSE QUINCY, FLA.

QUINCY, FLA.

I. Gardner, Pres. S. Spitz, Vice-Pres.
Jos. Wedeles, Sec.-Treas.

MAX WEDELES TOBACCO CO.

DEALERS IN

Fine Florida and Georgia Shade Tobacco

QUINCY, FLA.

F. Perry May Fountain H. May
Fred L. May

MAY TOBACCO CO.

Growers and Packers of Shade Tobacco

YORK, PA. QUINCY, FLA.

B. Ottinger Henry Weinberg

B. OTTINGER & CO.

Fine Florida and Georgia Wrappers

QUINCY, FLA.

J. & O. ALTSCHUL TOBACCO CO.

Growers, Packers and Wholesale Dealers in



Florida-Georgia Shade Grown Tobacco

QUINCY, FLA.

J. T. BUDD, JR., & CO.

Growers and Packers

Florida and Georgia Shade Grown Wrappers

QUINCY, FLA.

The FLORIDA-GEORGIA Wrapper is the Wrapper of the Hour

FLORIDA and GEORGIA TOBACCO GROWERS ASSOCIATION

QUINCY · FLORIDA

The Florida Tobacco Commission Co.

Wm. M. Corry, President

Fine Florida and Georgia Tobaccos

QUINCY, FLA.

GROWER

Arthur Corry

PACKER

Quincy, Florida

D. A. Shaw C. H. Curry J. W. Shaw

Growers Tobacco Co.

Originators of Shade Grown Wrappers in 1896

QUINCY, FLA.

C. R. Shaw J. J. Love

Shaw Tobacco Co.

Growers and Packers
Florida Shade Grown

Plantations: El Dorado, La Corona, Osceola

Quincy, Fla.

WEIL TOBACCO CO.

Growers and Packers Shade-grown

QUINCY, FLA.

G. H. Malone, Pres. D. Douglas, Vice-Pres.
D. C. Carmichael, Sec.-Treas. G. Y. Malone, Gen. Mgr.

FLORIDA SUMATRA TOBACCO CO.

Growers and Packers of Florida Shade Grown Tobacco

QUINCY, FLA.

Connecticut Crop Presents Excellent Outlook

Growers Have Been Working Hard to Good Purpose—Looking Forward with Great Enthusiasm—Rich Harvest Anticipated—Association Members Enjoy Mid-Week Picnic.

HARTFORD, July 29.—The tobacco grows all through the Connecticut Valley ive been working hard on their crops, id it can be said that it has been many ars since they have displayed such a ioyant and enthusiastic spirit over the ospects of a banner crop. The past ree weeks have made up for the backardness of the planting season, and the ants in the fields have made a most onderful growth. There are some late t fields where the tobacco is still small, t these fields show great improvement iring the past few days.

The rain of Tuesday night came at a ne when it was needed, and since then e plants have just "hopped" right along. A large portion of the crop has now en topped and the shade growers have tten the work of priming well started. iere are some crops in the Hockanum strict of East Hartford where cutting ill have to start within ten days.

The crop is one that makes the grower el satisfied that he has now in his lds a product such as he has not had r several years, and with continued vorable conditions he will harvest a op that will open the eyes of the trade.

Plants Show Good Color

Go where one may and it will be hard find any yellow and dried up spots, atures that were so prominent in the st few crops. Nothing but a healthy, rk green color is now observed. From y to day everyone notes the remarkable owth of the plants. Not only are the owers proud of their crops, but the ckers, who have been taking "fresh air des" through the tobacco belt, all agree at the 1923 crop is blocked out for a nner harvest. All agree that the plants ave got the quality in them, and that e crop should weigh much more than has the past few years. Thus far the ason for the growing of the crop has en ideal; although the nights have en unusually cool, the middle of the y has been very hot for the past three eeks.

Enthusiastic Over Outlook

Joseph Cullman of New York has been town for a few days looking over the tuation and is very enthusiastic over e prospects of the 1923 crop. He prects that the Valley will harvest the iest crop it has grown for several years.

The estate of C. W. Porter, recently ceased, is estimated at about $150,000. Mr. Porter was connected with the firm L. B. Haas & Co. for about 30 years, id was also a successful independent rower. He had a crop of 30 acres of avana stalk tobacco growing at the time f his death.

To Show Tobacco at Two Expositions

At the July meeting of the Board of Directors of the Connecticut Valley Tobacco Association it was voted to make n exhibit at the Eastern States Exposion to be held in Springfield, Mass., eptember 16 to 22, 1923; also at the nternational Tobacco Industries Exposion to be held in New York City, Janary 28 to February 2, 1924. Two spaces omprising 600 square feet of floor area ave been rented for the New York show, nd a space of 30 x 12 feet has been ssigned by the Eastern States Exposition anagement. At each of the shows much dvertising of Connecticut tobacco will be done which heretofore has been neglected.

A Big Outdoor Event

The first annual picnic of the Connecticut Valley Tobacco Association was held at Riverside Park, Agawam, Mass., last Wednesday and was a grand success. Growers with their families gathered from the different tobacco growing towns in Connecticut and Massachusetts, and all had a "grand and glorious feeling," inasmuch as on Tuesday night before, and early Wednesday morning, a "made-to-order" rain made the tobacco look 100 per cent better. The growers of East Hartford assembled at a starting point, with autos all decorated, and paraded through the tobacco growing towns to the park. At both South Windsor and East Windsor more growers "fell into line," so when they arrived at the park there were upwards of 100 autos in line.

At 11 o'clock President Alsop gave a short address, followed by the entire party singing, "Hail, Hail, the Gang's All Here." The enthusiasm was something great. From 12 to 1 was the "get-acquainted" hour; each member had a white badge, on which was printed in tobacco brown ink the wearer's name. By this means all got acquainted very easily. The amusement section of the park was well patronized and many "rare stunts" were pulled off to the merriment of the onlookers.

The luncheon hour was an important one. Reservations had been made for basket lunch; some went to the restaurtables at the park, for those who had a rant. The East Hartford members had arranged for a lunch prepared to order. Following the "eats" the band rendered a concert program in the dancing pavilion, and for two hours many of the growers had a "good time" dancing.

The Star Feature

The athletic program started at 4 o'clock, the first event being a 100 yard dash between General Manager Griffin and Secretary Whitmore, which resulted in a tie and a challenge each to the other for another opportunity next year.

The 75 yard dash for girls was won by Miss Celia Kennedy of Suffield, who received an umbrella.

The final event was the ball game between Connecticut and Massachusetts growers for the association championship. Seven innings were played, the Connecticut team winning 11 to 0.

The outing was a grand success and everyone gives L. P. M. Hickey, field service manager, great praise for the way the plans were worked out. Judge Hickey has worked hard, both day and night, first to form the association, and after its formation to keep the "ball rolling" for absolute success of the association. He is here, there and everywhere and always at the wheel and ready to give sound advice to any grower at any time.

Makes Foreign Connections

L. F. Theyskens, vice-president of Theyskens & Shaw, is due to arrive in New York next Saturday on the S. S. *Belgenland*. Mr. Theyskens has been in Europe since last February, where he has established many connections, to handle the exports of tobacco from the United States for his organization.

EVERYBODY LIKES
RED TOP SNUFF
A Universal Favorite for 35 Years.
MANUFACTURED BY
BYFIELD SNUFF CO.
BYFIELD, MASS.

HATHEWAY AND STEANE
GROWERS OF CONN. SHADE
And Packers of Leaf Tobacco
235 State Street Hartford. Conn.

Steane, Hartman & Co.
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

E. L. KOHLBERG & SON
CONNECTICUT TOBACCOS
144 WATER ST., NEW YORK
Telephone John 2821

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PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
245-247 State St. HARTFORD, CONNECTICUT

M. J. GANS
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Connecticut, Havana and Broad Leaf Tobaccos
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Headquarters: 53 Mechanic Street, Hartford, Conn.
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L. B. HAAS & CO., Inc.
Established 1853
Growers, Packers and Dealers
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HARTFORD OFFICE: 651 Windsor St.
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Established 1840
Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco
SPRINGFIELD, MASS.
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Cable Address "Nargil" Telephone 901 John

W. S. PINNEY & CO.
INCORPORATED
GROWERS PACKERS
UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S
CONNECTICUT SHADE
QUALITY TO BURN
SUFFIELD CONNECTICUT

IT PAYS TO HAVE UP-TO-DATE INFORMATION. READ TOBACCO

ILLUSTRATING A
CARDWELL
Scrap and Nail Cleaner
furnished with or without picking table



This machine will clean more floor sweepings and scrap tobacco in 10 hours than 20 hands will do in a week by old methods. Separates the Stems, Nails, Sticks, Dust, Granulated Tobacco, and blows the fluffy tobacco over on the picking table where the strings and paper can be picked out by hand.

TOBACCO MACHINERY

SEND FOR OUR NEW CATALOGUE.

It's Yours for the Asking

THE CARDWELL MACHINE CO.
RICHMOND, VA.

Dibrell Brothers, Inc.
Leaf Tobacco Dealers
Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

E. B. FICKLEN TOBACCO CO.
Incorporated
Leaf Tobacco Brokers
GREENVILLE, N. C., U. S. A.
All Grades of North Carolina and Virginia Leaf Tobacco and Strips
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
Ample for Redrying by Steam or Natural Season
Samples Furnished Cable "FICKLEN" Correspondence Solicited

H. W. COBB, President T. W. WEBB, Secretary Z. V. GWYNN, Vice Pres. and Treas.

Cobb-Gwynn Tobacco Company, Inc.
RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

THORPE & RICKS
Codes—Arnold's Nos. 5 & 15 A. B. C. 5th Edition.
Cable Address: THORPE.
Established 1886
BRIGHT LEAF TOBACCO
TRADE MARK T. R. REGISTERED
Rocky Mount, N. C., U. S. A.
We have large and improved facilities for buying and handling

G. R. GARRETT COMPANY, Inc.
Cable Address "GARRETT"
Dealers in
LEAF TOBACCO
Use Arnold's Cipher No. 5
Codes { A. B. C. 4th & 5th Edition / Lieber's
Clean, Uniform Strips a Specialty
ROCKY MOUNT, NORTH CAROLINA, U. S. A.

Danville Dealers Go to South Carolina Marts

DANVILLE, Va., July 30.—The past few days have seen the annual exodus of Danville tobacco men to the markets of South Carolina and those in North Carolina on the Carolina line where the season has opened. Reports from some of these tobacconists indicate a larger crop than usual and an exceptionally good one. One reason for the increase in acreage is the fact that the ravages of the boll weevil on cotton have resulted in the elimination of that crop on some farms and a concentration on tobacco.

Bright Crop Greatly Improved

In the bright belt, and especially in this area, the crop of tobacco has shown remarkable improvement as result of heavy local rains, and there is no longer any feeling of pessimism which came with a prolonged drouth following a late planting season. M. O. Nelson, who has gone to Whiteville, S. C., to operate a warehouse for the early season, made a tour of this section and reported that conditions were by no means as bad as they were painted three weeks ago. He estimates that the crop will be twenty per cent smaller than that of last year, this being due to the shortage of plants following the destruction of plant beds by late frosts and cold weather, and the general shortage of farm labor which is complained of bitterly by many farmers.

Higher Prices Expected

Mr. Nelson is of the opinion, however, that the reduction of the crop will be a blessing in disguise to the farmers since it will reflect a higher price average. The Danville market will open on September 25, unless the trade organization sees fit to delay it. There is an opinion that should the month of August reveal a slow maturing of the crop it would be best to delay the opening of the local market until October 1.

The Co-operative Marketing Association has not formally announced the date on which deliveries of leaf will be received here. More than likely it will be on the same date as the opening of the auction houses.

Pros and Cons "At It Again"

After months of quietude, the propaganda war has sprung up again between the forces allied with the auction system and the co-operative system. The warehousemen are trying for a knockout of the co-operative method and are reporting that the "co-ops" have made a poor start in South Carolina, where the movement is less strongly entrenched than it is in Virginia. The "co-op" leaders are meeting the issue with feasts of oratory, calling for faith in the future, and with statements purporting to show that the lot of the farmer under the co-operative regime is better than under the old system. Both organizations now have their propaganda headquarters with the marketing association offices at Raleigh, while the warehousemen are conducting their campaign largely from Wilson, N. C., whence emanate fearless attacks.—TETLEY.

Dealer Says More Tobacco Used in Summer

CHARLESTON, W. Va., July 28.—It is a very peculiar and more or less paradoxical fact that the intense heat of the Summer months causes no decrease in the amount of tobacco consumed by devotees of the great god, "Nick O'Teen." One would naturally suppose that a man would shun all manner of superfluous heat such as comes from a pipe or cigarette. The chief ambition of everyone seems to be to keep cool, but the facts indicate that many are not consistent in carrying out this aim, for there is much more tobacco used in the Summer than during the Winter months.

This is according to a local tobacco dealer who says that his sales have increased during the hot period for several years. John J. Wolfe, Wheeling, general manager of one of the largest stogie plants in the state, in writing of supply and demand, says the sales increase from last Winter to the present time amount

Cable "Wright" Codes: Western Union; A. B. C. 5th Ed.
WRIGHT-HUGHES TOBACCO CO.
INCORPORATED
LEAF TOBACCO DEALERS
ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLES UPON APPLICATION
WINSTON-SALEM, N. C., U. S. A.

Established 1857
R. C. MORTON & CO. LEAF TOBACCO DEALERS
RICHMOND, VIRGINIA
Cable address, Morton-Richmond
Bright and Dark Virginia
Burley—Western—Seed Leaf
Strips—Scraps—Stems—Cuttings

W. T. COUSINS & CO. | Buyers of All Grades of Virginia and Carolina Tobaccos "OLD BELT" SMOKING TOBACCO a Specialty | DANVILLE, VA.

ESTABLISHED 1870

RICHMOND OFFICE
100—Shockoe Slip

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

Buyers on All Important Markets in Virginia and Carolina

CABLE ADDRESS: "Penn," Danville, Virginia
CABLE ADDRESS: "Penn," Richmond, Virginia

CODES USED: Western Union, Arnold's 5 and 15, Bentley's

o about 10,000,000 stogies. Other manuacturers give similar reports.

Tobacco dealers in general advance his theory to explain the situation: During the Summer months the heat and ill its varied problems have a tendency o irritate the nervous system and to cause a state of irritability that is never present during the cool months, and, because of the soothing effect of tobacco, it s in great demand as a counter-irritant and soothing agent.

Excellent Quality Crop at Wendell

WENDELL, N. C., July 28.—The farmers in this vicinity have just commenced curing one of the largest and best quality crops of tobacco grown in several years. The crop as a whole is about two weeks ate caused by a late spring and followed by very dry weather until the first of July, but frequent showers have fallen very regularly since, barely enough to run in the fields, but just enough to give tobacco the proper growth to make a good crop, and the farmers are now enjoying the very promising prospects for a successful crop both as to quantity and quality.

Market to Open August 22

The Wendell Tobacco Market will open Wednesday, August 22, with three auction warehouses in operation. The Farmers Warehouse will be operated by Wiggins & Hobgood; the Star by Talton & Pruitt, and the Northside by Harris & Hobgood. Many improvements are being made on all three of the warehouses and all of the parties are now actively engaged in making the final arrangements for handling one of the largest crops on record for this market, and traveling among the growers discussing the crop and bright prospects for good prices, etc. When the market opens all of the soliciting will be done on the sales floors. The usual good services will be rendered and the growers will be paid the highest number of dollars for their year's toil. All of the large companies will have buyers on hand as heretofore; also many independent buyers for smaller manufacturers and others are expected to be in attendance.—J. C. COLLINS, Secretary Wendell Tobacco Board of Trade.

Quality Big Factor in Fixing Tobacco Price

KINSTON, N. C., July 28.—Quality is the biggest factor in the fixing of the price of tobacco, board of trade officials here state. For that reason, eastern Carolina growers should receive a profitable average price after the opening of the bright leaf markets next month. "The condition of the crop in this section appears to be better than in many years," it was stated by Hunter L. Fleming, a past president of the board.

"The weed in the fields is strong and healthy. The 1923 'weed' will show up to good advantage on the warehouse floors," Fleming declared. This view was shared by all other local authorities who expressed themselves.

In some districts farmers are claiming the finest crop in 10 years. Some reports are extravagant. In the Contentnea Neck section of Lenoir County growers are boasting the "best crop since culture of the weed started in this belt." Fields have been stripped of a large part of the crop, curing having been in progress nearly a month. Local pack-houses today held between 10,000,000 and 20,000,000 pounds of the golden leaf.

A word of caution was advanced by officials of the independent market, who said there was danger of "rushing the market" as a result of the early curing. The great bulk of the crop will be stored in the barns ere the market opens August 21. "Orderly marketing" will help the price situation, board of trade men declared. "The slower the better," they added.

In Europe, Now

L. Szantos, of the Chamberlayne Leaf Tobacco Co., of Richmond, Va., sailed for Europe last week on the United American liner *Reliance*.

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Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

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Leaf Diseases Cause Annual Loss of Millions

By W. D. VALLEAU

Little is known concerning the leaf-spot diseases in Kentucky other than what has been gathered from conversations with tobacco growers concerning previous outbreaks and what was learned in studying the diseases the past season.

During 1920 three distinct leaf-spot diseases of Burley and black tobacco contributed to the damage. Each is due to a different cause and represents a distinct disease. The three diseases are wildfire, angular leaf-spot, and a third disease, not so well recognized, which we will speak of as mosaic speck spot. The last is of comparatively little economic importance as a leaf-spot disease, but will be described here because it may be confused with one of the others.

Wildfire caused serious injury in the seed beds the past season, appearing first about the fifteenth of May and continuing to do serious damage for two weeks. Further trouble was not reported until the middle of July, about a week after a severe rain and wind storm. At that time wildfire and angular leaf-spot caused very serious losses in several fields in which the tobacco was making very rapid growth. Practically no injury was caused on small tobacco at this time. In August, following a rainy period, both diseases spread very rapidly and caused serious losses throughout the Burley section. In the latter part of August the diseases spread rapidly in the dark tobacco section. From this time on they continued to cause serious losses following every rain storm where wind was present.

As far as could be learned, wildfire appeared for the first time in the Burley district of Kentucky in 1920, at least as a serious disease. Conversations with many growers failed to bring forth evidence that the disease had been present before. Angular leaf-spot, on the other hand, appeared to be quite well known by many growers, who called it "rust." Serious losses have been caused in isolated localities by this disease for at least twenty years; in some cases reports were obtained of the loss of entire crops, undoubtedly due to the angular leaf-spot organism.

In the black tobacco section a little evidence was gathered which might indicate that wildfire had been present there, causing a part, at least, of the losses from the disease popularly known as "black fire."

Angular leaf-spot undoubtedly has been present in the dark tobacco section for a long time, causing part of the losses from "black fire" and the leaf-spot trouble spoken of as rusts.

Cause

Wildfire is caused by a definite plant organism spoken of technically as a bacterium (Bacterium tabacum) and is not caused by weather or soil conditions, as many growers have been led to suppose. There is, however, a very definite relationship between certain soil conditions in a field and the severity of the disease and there is also a very definite relationship between weather conditions and the spread of the disease. If the specific organism is not present, however, the disease will not appear, in spite of weather conditions favorable to the disease.

Wildfire appears first in the seed bed as very typical, small, water-soaked spots about one-eighth inch or less in diameter on the leaves. Very soon a wide, yellow border or halo appears around the dead area of the spots, giving an appearance quite similar to the well known frog-eye spot. If many spots develop on a leaf at one time, the whole leaf may take on a water soaked appearance and fall to the ground, where it very soon disappears completely. Severe infection in a seed bed may kill practically all the larger leaves, causing the plants to become gradually smaller and smaller until only the smallest leaves at the growing point remain. These small leaves generally take on a yellow or whitish appearance and the plant may die. The plants may recover if favorable growing conditions follow an attack.

If diseased plants are set in the field and favorable conditions develop for the spread of the disease, it may spread from leaf to leaf and from plant to plant and injure or destroy the entire crop.

Relation of Weather to Spread

The weather most favorable for spreading the disease is a rainy period with considerable wind, followed by a damp period of about twenty-four to forty-eight hours. The bacteria which cause the spots live in large numbers in

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old spots. When these become ed with water the bacteria swim out the drops on the leaves and are then n about by the wind. This explains the disease always spreads more ly if wind accompanies rain and why s on the windward side of a field plants protected by hedges or build- even those situated in the middle rge plantings, are always freer from than those exposed to the wind.

nd is also a factor in the spread ie disease because infection takes more readily on the under side of af than on the upper. The writer letermined this point by numerous observations in which leaves were d over, exposing a portion of the side as well as the upper, in which the spots were always more abun- on the exposed under surface than ie remainder of the leaf. He also inoculations in the green house, ig the organism of either wildfire or ar leaf-spot on the lower side of alf of a leaf and on the upper side e other half. Spots always devel- in greater numbers on the half of af inoculated on the under side, few developing from the upper surface. causes the under surface to be ex- more to the windblown bacteria if all of the leaves remain quiet, as g a gentle shower.

ion of Soil Conditions to Spread

e in the season there are often small in tobacco fields in which the grow more slowly than in the re- ler of the field. Slow growth may e to lack of moisture in the "peb- soils or to much moisture in low It has been observed many times commented on by several farmers plants in these areas are more se- spotted than the surrounding more vigorous plants. Some have ided that the soil is the cause of sease in these areas, and others that plants are more susceptible than the ones. It is obvious that the soil ions cannot be the cause of the e, and we believe that the plants se areas are not more susceptible the larger plants. The more rapid l on such plants seems to be be- mechanical conditions are more able in such areas. The disease is d from the seed bed to the field, or one outbreak to another on the leaves. If the plants make a very growth so that the upper leaves ck between the rows, there is very chance of the disease which is only e lower leaves spreading to those up, whereas if the plants are all the leaves will be whipped by the wind during a storm and so ill be exposed to infection. In the part of the season the disease is likely to be found on the largest, vigorous plants because at that hey are not protected from the in- n by the leaves interlocking and arge, tender leaves naturally are about more by the wind than the leaves of the slow-growing, less us plants.

ldfire in the field, as in the seed bed, aracterized by the large, yellow spots, often one-half to three-quar- nches in diameter, surrounding a center of dead tissue. If the at- on a leaf is very severe, the whole nay become water-soaked and dry the first dry day without showing f the halo spots. This is a common ion in very severely diseased fields. black tobacco wildfire in its early shows the broad, yellow halo, but this may disappear, making it diffi- o distinguish from angular leaf-spot.

Angular Leaf-spot

gular leaf-spot, or "rust," is similar nature to wildfire but causes slight- fferent effects on the leaves. It, is caused by a specific bacterium erium angulatum).

black tobacco the angular leafspots ften much larger than on Burley o and are generally not angular. which were determined definitely angular leaf-spots have been seen were over one inch in diameter.

remarks concerning the effect of er and soil conditions on the of wildfire also apply to the angu- f-spot. It has been observed often in seed beds but has not been, in our observations, the cause of serious seed bed troubles.

Mosaic Speck-spot

Mosaic speck-spot is a disease which appears in some cases much like the angular leaf-spot, but is not due to a specific organism which can be isolated and grown. The spots appear as small, dead, brown or white spots, generally about one-eighth inch in diameter or less, and have been found only on plants which show the characteristic mottling of the mosaic disease, or "calico," sometimes incorrectly spoken of as "frenching." These spots, as far as we know, are the result of the mosaic disease. They do not yield an organism when cultured and therefore cannot be caused experimentally as can the wildfire and angular leaf-spot.

Control of Wildfire and Angular Leaf-spot

Practically every outbreak of these diseases studied in the field could be traced to seed bed infections. These, in turn, are evidently the result of seed infections. Seed-pod infections were quite common in badly diseased fields in the fall of 1920. The infected spots appeared as water-soaked areas and later as dead, brown spots on the seed pods. Seed pods were readily infected in the greenhouse by wetting them with a pure culture of the wildfire organism.

Selection of Seed from Disease-Free Fields

In view of this fact, control, it seems, must consist in obtaining disease-free seed. It is doubtful, in view of the experiences of the past season, whether selecting seed from apparently disease-free fields will be of any value as a control measure. The tobacco crop of 1919 was very free from leaf-spot troubles and from such fields most of the seed for the 1920 plantings was obtained. Seed from the 1918 crop also produced wildfire in at least one case. In spite of the fact that the 1919 crop was very free from all leaf-spot troubles, one or the other or both of these diseases were present. It seems obvious that selection of seed from what appears to be a disease-free field cannot be considered a safe means of obtaining disease-free seed.

Protection of Seed-Heads

Protection of the seed-pods from infection in fields which appear to be free from infection gives promise as a means of control. Bagging seed heads (tying a 16-pound paper bag over the seed-head as soon as the flowers begin to open) for the purpose of keeping the seed free from crossing with other less desirable plants is widely used in some sections where care is taken in the selection of desirable strains. Seeds from such bagged heads, planted at the Experiment Station the past season, produced plants remarkably free from infections. Plantings from such seed, when grown side by side with plantings from seed which was left exposed the previous season, were free from spots, whereas those from the exposed seed were spotted badly following the first severe storm. Later in the season the diseases spread to all the plots, from the infected ones. It is recommended that all seed heads be protected with paper bags and that the bags be left on until after the seed is harvested. It may be necessary to replace the bags from time to time if grasshoppers or other insects eat holes in them. The changes should be made only when the plants are perfectly dry because accidental infection may take place if the heads are handled when wet.

Seed Treatment

A seed treatment which gives promise of being of value in the control of these diseases has been developed by the Virginia Agricultural Experiment Station. It has not been widely tried under field conditions, but as it is simple, cheap, does not injure the seed, and gives promise of complete control under field conditions, it should be widely tried as a control measure.

It consists in soaking the seed in a solution of one ounce of commercial formalin (forty per cent) to one pint of

(*Continued on page* 40)

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Louisville Tobacco Market Reports

LOUISVILLE, Ky., July 28.—The Louisville Tobacco Board of Trade makes report of the hogshead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to July 27

Warehouses	Week—Auction Sales	Week—Private Sales	Week—Total for Week	Year. Jan. 1, to Date
Turner	...	...	...	792
Kentucky	61	...	61	6,714
Main Street	31	...	31	2,686
Planters-Farmers	54	...	54	8,364
New Tenth Street	42	166	208	3,292
Louisville	...	...	...	4,102
	188	166	354	25,950
Year 1922			925	47,856
Year 1921			1,239	42,350
Year 1920			497	33,934

Classifications of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	103	...	103
Dark	251	...	251
	354	...	354

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	8,564	14,673	23,237
Dark	2,148	565	2,713
	10,712	15,238	25,950

Classification of Sales to same Date

	1922	1921	192
Burley	44,918	39,530	32,3
Dark	2,938	2,820	1,3
	47,856	42,350	33,9

Comparisons with Previous Years

SALES—	1923	1922	192
Total sales of new crop to date	19,760	14,784	34,3
Sales of new crop to date. Original inspection	16,029	12,281	28,4
REJECTIONS—			
Rejections this week:			
Burley	57	...	
Dark	64	...	
Total	121	153	
Percentage of rejections to auction sales:			
Burley	55	...	
Dark	75	...	
Total	64	22	
Rejections, Jan. 1 to date:			
Burley	5,227	...	
Dark	496	...	
Total	5,723	9,945	9,
RECEIPTS—			
Receipts this week	128	389	1
Receipts, Jan. 1 to date	18,603	28,781	34

Official Quotations at Louisville, July 27, 1923

	Burley—Dark Red	Burley—Bright Red	Burley—Colory	Dark Manufactur
Trash (green or mixed)	7 to 8	8 to 9	9 to 11	to
Trash (sound)	10 to 12	12 to 14	15 to 17	4½ to
Common Lugs	12 to 14	14 to 16	18 to 20	5½ to
Medium Lugs	15 to 16	16 to 18	20 to 22	6 to
Good Lugs	18 to 20	20 to 22	22 to 25	7 to
Common Leaf (short)	12 to 14	14 to 16	18 to 20	8 to 1
Common Leaf	15 to 17	18 to 20	22 to 25	10 to 1
Medium Leaf	22 to 24	24 to 26	27 to 30	14 to 1
Good Leaf	26 to 30	30 to 32	32 to 35	18 to 2
Fine and Selections	35 to 40	40 to 42	42 to 49½	22 to 2

N. B.—Unsound or defective in condition, length or color, or mixed packa from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

Paducah Prospects

PADUCAH, Ky., July 28.—Loose receipts during the past week have been light over the entire district, and most of the receiving stations have closed for the season. There still remains a small amount of tobacco in farmers' hands which can still be delivered, but after this week will necessitate delivering to one or two stations in the district. However stocks are practically all in and we will soon be able to make a complete report of the 1922 production in this district.

There has been considerable inquiry for lugs during the past week and a few sales of common lots have been made, but available stocks of lugs are very small. Practically all of the old stocks have been exhausted and very few h heads remain in dealers' hands. I understood that the Association has all its lugs. There have also been s inquiries for leaf and a few private s have been made, but stocks of in dealers' hands are also very light will soon be exhausted. Just what Association has sold has not been n public but I understand some sales being made regularly. We don't k the number of hogsheads or grade unsold stock in the Association at time.

The past week has been hot an most localities dry. The early gro crop is doing finely. The later smaller planting will be benefited b rain. However, taking the crop a whole it is in splendid condition

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nises a large yield and much good ity. Some of the earlier plantings were topped early in July are now g suckered and with favorable ther will come to maturity by the dle of August. Topping over the rict is progressing splendidly, which . week or ten days earlier than nor-, and with the splendid prospects that have we are hoping for a large yield good quality out of the 1923 crop.

The Dark Tobacco Grower's Co-operative Association is sending out checks for per cent. of the first payment on the 2 crop, and no doubt will begin an ve campaign for new members in the r future.—W. B. KENNEDY.

bacco Exhibit at the Kentucky State Fair

EXINGTON, Ky., July 28.—The tobacshow at the Kentucky State Fair this r will be one of the most attractive tures of the big agricultural exhibit, he expectations and plans of W. Tate d, of Shelbyville, member of the State ard of Agriculture in charge of the ibit, are realized. Mr. Bird, in anncing the premiums for tobacco this r, calls attention to the great benefit the growers from the organization of Burley Tobacco Growers' Co-operative Association and the Dark Tobacco owers' Co-operative, and predicts that tobacco exhibit will be one commenate with the importance of the industry in Kentucky.

James C. Stone, president and general nager of the Burley co-operative, will the judge of the tobacco entries and growers are urged by the fair manement to compete for the premiums. ere will be classes for 1922 as well 1923 tobacco, and classes for the dark es as well as the Burley. Besides the sses exclusively for growers there will classes in which handlers are permitl to compete.

"While the State Fair has had a tocco exhibit for the past several years," r. Bird said, "it is the belief of the ir management that the tobacco growrs have not had their attention called the attractive list or premiums offered. e feel that we are fortunate in obining the services of Mr. Stone to act Judge. He is a man having the welfare of the Burley tobacco grower at heart, a man who has worked faithfully to make Burley tobacco mean what it does to Kentucky, a man who is known to have the respect and confidence of the tobacco growers and who will be careful and just in the awarding of premiums in the tobacco classes.

"Since the advent of the Burley co-operative the grower delivers his product with a confidence that is wonderful to experience. He no longer wonders and worries as to when to deliver, but delivers at his own convenience, with full assurance of justice. The grower who has exercised skill in methods of growing and handling is rewarded in direct proportion to that skill. It is the purpose of the State Fair Tobacco Show to thoroughly impress growers and farmers that methodical practice must be followed to secure a product that will grade A-1, B-1, or C-1.

"The growing of Burley tobacco has become a business now, out of which we know we shall get as much at one period of the season as at another, for the same kind of tobacco. The more we study the business the more efficient we shall become in producing those grades of tobacco that will sell well.

"We appreciate the fact that September 10, when the Fair opens, is a little early for 1923 tobacco. We want all growers to begin thinking about exhibiting now, before the time gets short. We shall also have classes for 1922 tobacco.

"It is the desire of the State Fair management and of those having in charge the tobacco show to make it a strong feature of the Fair this year."

Sales of the Burley Surplus Real Estate

LEXINGTON, Ky., July 30.—Tabulations of sales of the surplus property of the Burley Tobacco Growers' Co-operative Association last week show that $17,475 was realized for barns and lots at Mt. Sterling, Maysville, Carlisle, Flemingsburg, Augusta and Brooksville. Purchasers of the property and the price offered, which in all cases must be confirmed by the board of directors of the Burley co-operative, were as follows:

Mt. Sterling: Thompson Fertilizer Co., 1 lot, $800; C. R. Prewitt, 1 lot, $800; C. E. Duff, barn and 3 lots, $1,255;

BRANCH HOUSES: Springfield, Tenn. Russellville, Ky. Hopkinsville, Ky.

Cable Address: "U-S-T" Codes Used: Arnolds 5th and 15th Ed. Western Union.

U. S. TOBACCO CO.,

INCORPORATED OF LOUISVILLE, KY.

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Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips

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Branch Factories on Loose Leaf Markets in Both Burley and Dark Sections. Orders and Correspondence Respectfully Solicited

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Tennessee
Chinese

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Cunard Building
25 Broadway, N. Y.

Clay & Lane, barn and 3 lots, $1,550. Maysville: John A. Breslin, 2 lots, $1,200; American Legion Post No. 163 (col.), 2 lots, $1,325. Carlisle: W. I. Dorsey, 1 barn, $1,500. Flemingsburg: Mark Hendrix, barn and 9 lots, $3,145. Augusta: Gus Gerhard, 4 lots, $3,250; L. H. Heizer, 3 lots, $1,450. Brooksville: T. W. Cummins, barn and 1 lot, $1,200.

Property to the value of $56,000 previously had been sold. Other surplus holdings of the association yet to be sold are at Williamstown, Ky.; Cynthiana, Ky.; Madison, Ind., and at Carrollton and Sanders, Ky. The final sale will be held at Vine Grove and Hodgeville August 7, except some Lexington lots, which will be re-advertised before the sale.

Tobacco Crop Prospects

LEXINGTON, Ky., July 28.—Estimates show a probable increase in tobacco acreage in Kentucky, including all types, dark tobacco as well as burley, of 8 per cent over last year. This means an addition of 42,000 acres. Early indications of an excessively large burley crop are not confirmed by later reports. Difficulty of obtaining labor has been a factor in holding down the crop.

In West Virginia and Tennessee burley sections, the crop has been considerably increased. The present outlook is for an increase of 15 per cent over 1922 production. Except for the increase in West Virginia and Tennessee the gain in production will not be more than 10 per cent.

It now seems probable that the 1923 crop will reach approximately 330,000,000 pounds. The weather has been favorable except in some sections where heavy rains have damaged the crop, but in all the States of the burley district, and particularly in central Kentucky, it is looking well. A considerable number of growers in the West Virginia and central Tennessee burley counties have joined the Burley Tobacco Growers Co-operative Association, but the eastern Tennessee section and probably half of the burley counties in West Virginia are outside the association and will sell over the loose leaf floors. A large number of burley growers are outside of the association in spite of the fact that its gains have been steady since its organization and includes the entire burley district, except eastern Tennessee. Total membership of the association is nearly 87,000.

The price of tobacco this fall will be lower than it was at the opening of the markets for the sale of the 1922 crop, according to estimates. Growers in the co-operative association say that the pooled crop will not be "dumped" but that it will be sold when the market is ready to receive it. The pool has its own re-driers and warehouses and can hold its tobacco indefinitely if market conditions are not at first favorable. About 38,000,000 pounds are at present being held unsold in the warehouses of the burley association.

Making Drive in Missouri for Burley Members

LEXINGTON, Ky., July 29.—Burley tobacco counties in Missouri are ready to join the movement to market tobacco co-operatively, according to William Collins, chief of the Field Service Division of the Burley Tobacco Growers' Co-operative Association, who returned to Lexington today from a trip to Missouri with Vice-President James N. Kehoe, of Maysville, who spoke to large and enthusiastic crowds of tobacco growers at Dearborn, Weston and Platte City.

A committee of fifteen, five from each of the towns mentioned, will start a sign-up campaign tomorrow, aided by ten of the best contract solicitors in the association from Kentucky, Ohio and Indiana. After a week's drive a clean-up squad of two or three men will remain in Missouri for another week signing up the growers. Mr. Collins said he was hopeful of signing up practically all the growers in the territory.

Mr. Kehoe was given a rousing reception at all three points at which he spoke, and particularly at Weston, where a loose leaf warehouse has been in operation for several years. The business men and bankers, Mr. Collins said, are backing the farmers who want to join the co-operative and a number of co-operative members, who recently moved into the Burley district of Missouri, are already on the ground and aiding in the work of signing up the Missouri growers.

Mr. Collins said that the growers seemed enthusiastic over the opportunity for better marketing conditions and that, especially at Weston, they cheered Mr. Kehoe frequently and manifested the keenest interest in the new marketing plan wherever he spoke.

Mr. Kehoe returned to his home at Maysville. He also was enthusiastic over the outlook for a big gain in membership of the association through taking in the Missouri growers.

Hopkinsville Auction Houses to Continue in Business

HOPKINSVILLE, Ky., July 30.—At a meeting last week of the Hopkinsville Tobacco Board of Trade, it was definitely decided and announced that the five loose floor houses would continue in business for the handling of the 1923 crop by the auction method, as has been done for many years past. The five houses which were in business last season, and which will continue next season, are: Thompson's Loose Floor, Hancock Warehouse Co., M. H. Tandy & Co., Butler & Perkins and the Hopkinsville Loose Floor.

During the past season these sold a little over 14,000,000 pounds, with which they are well pleased. They say they expect an increased business next fall and winter. The exact date for opening the market was not determined, but it will be about December 1. And after being started the sales will be held daily so long as the offerings warrant.

The double selling plan will again be adopted, two auctioneers being used, each buying interest being represented by two men and two sales being held simultaneously. This greatly expedites the sales, prevents congestion and is approved by both the buyers and the sellers. It has now been in vogue for several seasons.

Crop Looks Well

The growing crop through this region is in good shape and despite the reported scarcity of labor, it has been well cultivated. The acreage is variously reported, but conservative estimates give it as perhaps slightly less than last year, but fully up to what is considered a normal crop.—M. E. BACON.

Owensboro Outlook

OWENSBORO, Ky., July 28. — The weather during the week has been such as to render further improvement in the tobacco crop. Cultivation is fairly well up and there seems a general improvement in all tobaccos that had timely cultivation. Thus, I can report the crop in nearly normal condition.—J. S. PHELON.

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All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf. We respectfully request your inquiries and Orders.
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Pay for Themselves. They Produce Results

MOST GOOD MILD CIGARS

Contain Porto Rican Tobacco

At last Porto Rican Tobacco is being accorded its proper position by Cigar Makers and Smokers alike. No longer is it necessary for the Manufacturer of a good, mild Cigar to deceive the public by advertising it as a "Mild Havana."

Numerous publicity campaigns are helping to acquaint the Smoker with the fact that an all Porto Rican Cigar or one in which the Tobacco from that Island is blended with other tobacco, makes the ideal smoke—mild yet fragrant; free-burning and rich in body but not heavy. In fact, it is claimed that a Porto Rican Cigar can be partially smoked, relighted and finished the following day with practically the same satisfaction.

The Porto Rican Government

Has established in this country a Tobacco Guarantee Agency which is conducting an intensive educational campaign to both Manufacturer and Consumer.

Cigar Manufacturers can now tell the origin of Leaf or Scraps sold as Porto Rican by examining the Guarantee Stamp affixed to every barrel or bale.

WHITE: Guarantees it to be pure Porto Rican Tobacco.
BLUE: That it is only part Porto Rican Tobacco.
PINK: That it contains no Porto Rican Tobacco.

Send for the illustrated booklet, "The Story of a Porto Rican Cigar"

GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

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136 Water Street, New York — **Telephone: John 1379**

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Siboney —*July 24*

	Cases
Grosvenor Nicholas & Co	16
Park & Tilford	12
Central Union Trust Co	28
United Cigar Stores Co	11
D. A. Schulte, Inc	10
Faber, Coe & Gregg	8
B. Wasserman Co	4
Alfred Dunhill	3
C. Lopez & Co	2
W. J. Thingalan & Co	1
F. Larosa & Co	1
A. J. Billin & Co	1
N. Y. & Cuba Mail S. S. Co	16
To Order	1

S. S. Toloa —*July 30*
Park & Tilford....4 cases

Tobacco from Cuba

S. S. Siboney —*July 24*

	Bales
J. Bernheim & Son	200
I. Kaffenburgh & Son (Boston)	200
J. Negreira	21
B. A. Kaiser & Co	10
Max Schwarz	231

	Barrels
Greenhall Bros.	20
Wengler & Mendell	6
American Cigar Co	68
Garcia & Alvarez	13
Waitt & Bond (Newark)	186
Selgas & Co	98
R. Corsa	5
J. Negreira	5
E. P. Cordero & Co	14
S. Rossin & Son	52
W. K. Gresh & Sons (Norristown, Pa.)	10
E. Ellinger & Co	30
Hinsdale, Smith & Co	138

	Packs
J. Bernheim & Son	268
Waitt & Bond (Newark)	5
Bayuk Bros. (Philadelphia)	21
N. Y. & Cuba Mail S. S. Co	198

Cigars from Porto Rico

S. S. San Lorenzo —*July 24*

	Cases
M. A. Andre	1
E. Fernandez & Co	2
Royal Bank of Canada	2

S. S. San Juan —*July 24*

	Cases
Porto Rican American Tob. Co	60
United Cigar Stores Co	15
Infanzon & Rodriguez	11

S. S. Maracaibo —*July 30*
Infanzon & Rodriguez....5 cases

Tobacco from Porto Rico

S. S. San Lorenzo —*July 24*

	Bales
Porto Rican American Tob. Co	275
Industrial Leaf Tobacco Co	221
M. A. Andre	3
J. Cohn & Co	3
A. J. Herrara	118
M. Winter & Co	10
A. W. T. Castee & Co	10
J. Marqusee & Son	50
G. H. P. Cigar Co. (Philadelphia)	50
Leo Hirsch	20
I. Lewis Cigar Mfg. Co. (Newark)	92
Max Gans' Sons	35
A. Riera & Co	70

	Barrels
American Sumatra Tobacco Co	300
Durlach Bros.	36
Heinrich Neuberger	20
Industrial Leaf Tobacco Co	270
M. A. Andre	67
E. Ellinger & Co	17
J. Cohn & Co	42
G. H. P. Cigar Co. (Philadelphia)	108
M. Winter & Co	81
J. Marqusee & Son	50
Leo Hirsch	112
I. Lewis Cigar Mfg. Co. (Newark)	12
Pedro Costa	53
Max Gans' Sons	96
G. H. P. Cigar Co. (Philadelphia)	335

S. S. San Juan —*July 24*
J. B. Lichtenstein....60 bales

S. S. Maracaibo —*July 30*
Pedro Costa....28 bales

Tobacco from Belfast

S. S. Balsam —*July 25*
G. A. Henshaw & Sons....980 bags

Tobacco from Glasgow

S. S. Tarantia —*July 27*
Alfred Dunhill, Inc....3 cases

Tobacco from Rotterdam

S. S. Ala —*July 28*
Max Maier....2 cases

Tobacco from Hamburg

S. S. Manchuria —*July 25*
Standard Commercial Tob. Co..50 bales

Tobacco from Trieste

S. S. Clara —*July 25*
Liggett & Myers Tobacco Co..2,600 bales

Tobacco from Manila

S. S. Takaoka Maru —*July 27*
International Banking Corp....50 bales

Cigars from Jamaica

S. S. Sama —*July 25*
British American Tobbacco Co...6 cases

Cigarette Paper from Genoa

S. S. Giuseppe Verdi —*July 26*
Max Spiegel & Sons Co....26 bales

Pipes from Havre

S. S. Suffern —*July 28*

	Cases
New York Merchandise Co	13
F. Murray Hill & Co	17
Bank of U. S	3

Pipes from Southampton

S. S. Homeric —*July 25*
A. Oppenheimer....2 cases

Smokers' Articles from Southampton

S. S. Homeric —*July 25*
F. Murray Hill & Co....4 cases

Briarwood from Genoa

S. S. City of Eureka —*July 25*
W. Demuth & Co....102 bales

Briarwood from Leghorn

S. S. City of Eureka —*July 25*
Fidelity International Trust Co.280 bags

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Imports and Exports at New Orleans

The following are the Imports and Exports through the Port of New Orleans for the week ending July 26:

Havana Filler from Cuba

By *S. S. Momus,* Nathan Elson, 11 barrels.

Cigars from Cuba

By *S. S. Chalmette,* U. Koen & Co., 2 cases.

Cigars from the Philippines

By Southern Pacific R. R. via San Francisco, U. Koen & Co., 4 cases.

Exports

For Amsterdam, by *S. S. Leerdam,* 7 hhds. tobacco.

For Rotterdam, by *S. S. Leerdam,* 266 hhds. tobacco.

For Liverpool, by *S. S. Kamesit,* 169 hhds. tobacco.

For Manchester, by *S. S. Kamesit,* 405 tierces and 33 hhds. tobacco.

For Glasgow and Greenock, by *S. S. Janeta,* 122 tierces tobacco.

For Antwerp, by *S. S. Carplakt,* 466 hhds. tobacco.

For Leghorn, by *S. S. Fert,* 2,005 hhds. tobacco.

For Genoa, by *S. S. Fert,* 3 hhds. tobacco.

For Bremen and Hamburg, by *S. S. Sapinero,* 168 tons tobacco.

For Amsterdam and Rotterdam, by *S. S. West Ira,* 74 tons tobacco.

For London, Eng., by *S. S. Aquarius,* 301 tons tobacco.

For West African Ports, by *S. S. West Irmo,* 10 hhds. tobacco.

For Bordeaux, by *S. S. Cardigan,* 403 hhds. tobacco.

For Copenhagen, by *S. S. Gorm,* 406 hhds. tobacco.

For Antwerp, by *S. S. Carpeaka,* 166 hhds. tobacco.

For Havre, by *S. S. Warkworth,* 62 hhds. tobacco.

New Orleans News

NEW ORLEANS, La., July 28.—Charles A. Dreux, of Valloft & Dreux, has returned to the city after an absence of several weeks during part of which time he was in attendance as a delegate from Louisiana and Mississippi, at the Supreme Council of America, in Columbus, Ohio, of the Bagman of Bagdad. The meeting was well attended and the greatest enthusiasm prevailed. The order now numbers 114,000 members. From there, Mr. Dreux journeyed to French Lick Springs, Ind., where he made a brief stay. Returning homewards, Mr. Dreux visited Cincinnati, Chicago and other points en route, and while his survey of the situation from a tobacco and cigar distributor's standpoint was purely cursory, he saw enough to satisfy himself that the industry was holding its own. The Ruy Lopez, a Tampa product, which his firm distributes in this territory, is making great strides in popular favor as shown by the increased sales. The new sizes of the Dolce Far Niente, the product of Carl Upmann, Inc., of New York, retailing at 10 cents and two for a quarter, seem to have struck a popular chord.

Frank A. Gonzales' son, a pioneer in the cigar business here, has leased one of the stores in the Albin building because the Balter building, in which his stand was formerly located, is now being remodelled.

Two Favorites

H. A. Maddox, of 411 Bienville street, representing W. Duke & Sons Co.'s cigarette sales department, reports that Chesterfield and Coupons are both making great headway in this territory and that July sales will exceed that of any previous month this year.

Working Full Capacity

Manuel Trelles, leaf buyer and in charge of the manufacturing end of M. Trelles & Co., has gone to Cuba to make a survey of the leaf tobacco situation and to make purchases for his factory's Fall needs. He will be absent a couple of weeks. The factory is working at full capacity.

Making Long Swing

August Kuttnaur, broker in Connecticut leaf, has reached New Orleans on a periodical visit, after having journeyed along both the Atlantic and Pacific coasts and the Panama Canal Zone. He will go hence to Florida and from there return to his home in the Nutmeg State.

Schulte Store in Beaumont

George C. Feely, southern district sales manager of the Schulte stores, has just opened a new cigar establishment in Beaumont, Texas, the first there of these chain stores.

The Pan American Cigar Co. is now expending considerable money in billboard advertising in this city, featuring Galdos, the product of their factory.

Warehouse Gets Federal License

Federal license has been finally issued to the St. James Perique Tobacco Federal Bonded Warehouse. The Association will now begin to store the unsold balance of the 1922 Perique tobacco crop, obtaining therefor receipts to be issued under authority of the United States Warehouse Act. These receipts, in turn, may be tendered and will be accepted by the New Orleans Federal Intermediate Bank as collateral for loans to be made to the association under the Farm Credit Act. The funds thus obtained will enable the members of the association to market their crop in an orderly manner, since the term of the loans cover a period of nine months.

Carried the News Far and Wide

The announcement, which first appeared in the columns of TOBACCO, making public the fact that the Perique tobacco growers of St. James Parish had formed a co-operative association for the marketing of the Perique tobacco crop, followed by display advertisements announcing the creation of a new sales department, domiciled in New Orleans, with Sigur Martin as its executive head, has been productive of very satisfactory results, as is attested by the inquiries which have come here from all over the country and Europe, making requests for samples of the crop and such other particulars as

(*Continued on page* 40)

HERMANN J. ROSE
Packer of Porto Rican Cigar Leaf Tobacco
Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.
Quality, Not Price SANTURCE, PORTO RICO

RAMON MORAN & COMPANY
Growers, Packers & Strippers of
Porto Rican Leaf Tobacco—Exclusively Inland
MANATI, PORTO RICO

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Dealers in Porto Rican Tobacco
ALSO PACKERS AND DEALERS OF HAVANA TOBACCO
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The oldest tobacco house in Porto Rico

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Samples cheerfully submitted upon request

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All Lancaster County Grown
The Cream of the Rich Northwest Section
MT. JOY FARM PRODUCTS CO., Inc.
Co-operative Packers and Jobbers
MT. JOY, PENNSYLVANIA

CIGAR FACTORY EQUIPMENT
CIGAR MOLDS
CIGAR MACHINERY
SUCTION TABLES
BUNCHING MACHINES
SCRAP CUTTERS
TOOLS AND SUPPLIES
THE MILLER, DUBRUL & PETERS MFG. CO.
CINCINNATI, OHIO.

Read Tobacco and Keep Up-to-Date

Pennsylvania Market Practically Bare of Leaf

Only Small Quantities of Independent Tobacco Available—Co-operatives Sell Some Holdings—Prices Not Made Public—Timely Rains Help Growing Crop.

LANCASTER, Pa., July 30.—Operations on the Lancaster market are rapidly approaching a point where they must come to a standstill through actual lack of goods for the buyers to purchase. Steady sales, though in no large quantities, are draining the supply of seedleaf still in the hands of the packers, and every week sees an appreciable decrease in both 1921 and 1922 tobacco. The stock of 1921 is reduced to a small supply of low grade, and the 1922 still on hand consists of practically the same.

Among a number of small sales of low grade Pennsylvania of both the 1921 and 1922 crops the sale of a considerable quantity of cigar leaf by the Mt. Joy Farm Products Co. is prominent. This is the first of the co-operative tobacco packing concerns to have sold a portion of their holdings which were reputed to be of very good quality. The sale consisted of several thousand cases and forms a considerable part of this company's 1922 packing.

Co-ops Had Handicaps

It would be very interesting to know the price paid for this co-operatively handled tobacco, since therein lies another chapter in the history of the Lancaster County grower's efforts to market his crop through his own agency. Last year, under the impetus of low prices and general dissatisfaction with existing conditions, a comparatively large number of growers availed themselves of the co-operative plan of packing, and the four companies handling the 1921 goods packed a considerable quantity. High prices at the start of the buying season last fall, however, made the operation of the co-operative concerns more difficult. One of them, situated at Ephrata, was forced to close for the season, due to the lack of a sufficient number of signers. The warehouses located at Mt. Joy and Lititz handled some cigar leaf, but less than the year before, and the Mountville "co-ops" packed an increase over their 1921 operations.

Put Faith in Co-operatives

With tobacco selling at from 16 to 22 cents a pound, it was a much-debated question among the farmers of the county as to whether the co-operative houses would work to the good or to the ill of the grower. Most of them put their faith in the buyers' contract, which carried with it the immediate assurance of realizing a fairly good return on their crop, rather than risk a season's work on the fluctuations of the market. It was confidently predicted by the growers who held their tobacco with the co-operatives that their venture would prove as successful as it was the year before.

The price received by the Mt. Joy Farm Products Co. for their tobacco last week is, of course, the answer to the question of whether the co-operatives can work to the growers' advantage through prosperous seasons as in the lean years. The terms of the transaction have not been made public, but they will undoubtedly have a great influence on the success of the co-operatives in handling the 1923 crop. It was openly stated last year that one of the indirect, but very compelling, causes for the high prices paid to grocers was the desire to keep the Lancaster market open, and to prevent the co-operative movement from gaining firm hold among the county growers. If this was actually the case, the palm must go to the clique of buyers who planned this strategy, for it is a fact that it was only by strenuous efforts on the part of the leaders in the co-operative movement that these warehouses kept their heads above water and were able to do business.

Bayuk Was the Buyer

The owners of the tobacco which was sold through the Mt. Joy house were Elmert Strickler, Gabriel Moyer and Harry Garber. Bayuk Cigars, Inc., was the purchaser, and it is reported that its activities will not stop with these transactions, but that more cigar leaf will be bought by this concern in the near future.

Weather Becomes More Favorable

The dry spell which has persisted for some time in Lancaster County came to an end last week just in the nick of time. There was considerable moisture in the ground when the plants were set, a fortunate circumstance which alleviated to a great extent the following period of dryness. The drouth condition did not last long enough nor was of serious enough proportion to harm the crop or to give the "woody" constituency to the leaf which marks "dry weather" tobacco. Since the three-day period of soaking rains the seed leaf has improved 100 per cent., and is on the way to a bumper crop of good quality Pennsylvania which will, barring further impediments such as cold weather or hail, surpass the excellent cigar leaf of the 1922 crop. August is the tobacco month, and the deciding factors occur then. If favorable conditions prevail during this period, growers may expect a good crop regardless of previous or following circumstances.—KEYSTONE.

York County Expects Good Tobacco Crop

YORK, Pa., Aug. 29.—With good weather conditions the next 30 days, according to a number of crop experts, York county will this year produce a bumper crop of tobacco. In some of the tobacco districts of Pennsylvania, because of drouth the crop is growing slowly, but the dry spell has not had any serious effect on the York county crop. The rain which came Saturday and continued all day was timely and will prove beneficial. The plants are all "well set" and are in a thriving condition.

There will probably be a big demand for tobacco this year, as all of last year's crop is cleaned up, it is claimed.

Becomes Salesman

Charles F. Spielman, a foreman for many years for Clarence F. Gable, who recently discontinued his factory here, has taken a position with Samuel L. Etter & Son, 129 North George street, as the sales representative for York and Adams counties. Spielman, who has been connected with the cigar business in one capacity or another for the past 31 years, is one of the best known men connected with the industry. With the Etters, he will specialize in the sale of the Aristocrat, manufactured by C. E. Bair & Sons at their factories in Goldsboro, Strinestown, Craley, Wrightsville, East Prospect, and Yorkana. In addition, he will handle the El Poderso, the El Verso, and other popular brands.

The employes of the Beltz cigar factory, Yorkana, held an outing Friday at Schwenksville, the home of their employer. They made the trip by automobiles.

The employes of the Super Five cigar factory, Red Lion, held an outing on July 25, along the Susquehanna river, near Long Level. A luncheon was

D. DREUX, Inc.
Successors to Wm. Quanjer, Inc.
Importers of Sumatra and Java Tobacco
Telephone John 2709 136 Water Street, New York

Lord Northcliff



5c Straight

TWO GOOD ONES

Brands that know no competition

FOR JOBBERS WHO WANT BRANDS THAT DUPLICATE

"Not an experiment"

Get in touch with us. Samples sent on request to reliable houses.

D. C. Kaltreider & Sons

Cigar Manufacturers

Red Lion, Pa. Established 1898

Western Representative: Max S. Austrian, 5132 Drexel Ave., Chicago, Ill.



5c Straight

served on the banks of the river and the outing was a most enjoyable one.

Stoner Creditors to Meet

A meeting of the creditors of Edward B. Stoner, the brankrupt Hallam tobacco manufacturer, who disappeared last December but is now reported to be in California, has been called by the referee in bankruptcy for York county to authorize the trustee, Charles M. Strickler, to sell the real estate at public sale. The meeting will be held August 7. The date of the sale has already been fixed for August 16 and 17, at 1 p. m., on each day. The auction will be conducted on the premises to be sold. The value of the real estate of the bankrupt is appraised at $62,600.

Prices Are Problematical

With the approach of the tobacco marketing season, interest now centers on just what price will be obtained and this is always an unknown factor, with only a few things available to base any price figures on. Unlike cotton which has a year-round market and exact price figures on each of the few grades, the price to be paid for tobacco is only known after the markets open and the few big firms which take the crop have made known their figures by the bidding of their buyers.

Conservative estimates place the crop of the bright belt slightly lower than last year and predict only an average production while the government figures for the entire tobacco crop for the nation overtop any previous crop figures, but the fact is that the tobacco grown in the bright belt is a distinctive type and a glutted market of the other types has comparatively little influence on the bright tobacco market.

The prices now being paid for tobacco in the Middle West and other places, where buying of last year's crop is going on, are holding firm at about the same figures of six months ago. Tobacco consumption all over the world is on the increase and our export business is good and there is nothing to warrant any big drop in prices of bright tobacco from the closing figures of last season, which were good. Auction markets in this section will open August 23.—*LaGrange (N. C.) Lenorean.*

May Try Growing in New Section

WADESBORO, N. C., July 28.—The success gained by several years' experimental growing of bright leaf tobacco on the numerous soil types prevalent in Anson County, have determined the Wadesboro Chamber of Commerce to encourage the coming of experienced tobacco growers, either as tenants or by purchase of suitable farm lands.

Already between eighty and one hundred prominent land owners of this county have signified their readiness to co-operate with the chamber of commerce in remiting or selling parcels of land for tobacco growing on advantageous terms. Heretofore the farmers of Anson County have striven only for high-grade cotton, the excellence of the breed of which has gained a nationwide reputation. And now since it has been conclusively proven by experiments that tobacco of the highest quality can be grown here, the chamber of commerce has undertaken to place experienced tobacco growers on suitable farms throughout the county to foster crop diversification.

Secretary C. H. Van Herine, who has the matter in charge, states that farm homes, tobacco barns and other adjuncts to successful tobacco growing will be provided and farms may be purchased on the building and loan plan on long-time credits. In fact, the organization is ready to assist in the financing of the sale of farm lands in order to locate a sufficient number of tobacco growers in the county.

In the West

Henry Nathan, of E. Rosenwald & Bro., is looking up his clients in the Western territory.

DEPENDO

The Havana Cigar—Par Excellence



QUALITY SUPREME

IN THREE SHAPES

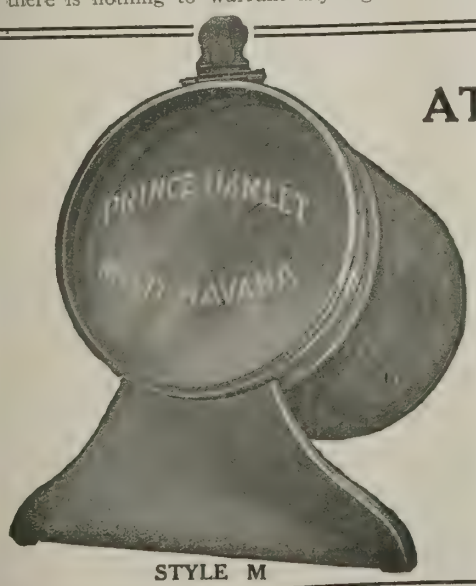
BROKERS .....10c STRAIGHT
BANKERS .....2 for 25c
FINANCIERS .....15c STRAIGHT

Made of the very finest Vuelta Havana filler—Imported Sumatra Wrapper

Manufactured for Jobbers and Dealers who cater to discriminating smokers by

SMITH CIGAR MFG. CO.

Green and Cedar Streets, READING, PA.



STYLE M

ATTRACTIVE DISPLAY STANDS

Engraved Glass Nickeled
Plated Finish on Solid Brass.
Advertising Printed on Stand.
Glass Covers for Wood Boxes.

Quality—Service

CAREY-MCFALL CO.

2154-58 E. DAUPHIN ST.
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STYLE O

MARSHALL FIELD

NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets ***Philadelphia, Pa.***

CIGAR LABELS



CIGAR BANDS

HIGHEST QUALITY **SPECIAL PROCESS**

Sole Distributors for

New Model Cigar Banding Machines for Ungummed Bands

WM. STEINER, SONS & CO.

257 West 17th Street **New York**

Philadelphia Business Making Usual Progress

Cigar Manufacturers Keeping Up Production to Meet Future Contingencies—Live Retailers Getting Fair Amount of Trade—Leaf Traffic Compares Well With Year Ago.

PHILADELPHIA, July 31.—As July closes and the last of the mid-summer months is about to open, conditions in the manufacturing trade generally show a slight improvement over the previous weeks, although in the retail trade the fall-off in both counter and box trade is very decided. During the week there came to some of the medium size and smaller manufacturers the first inquiries experienced in a fortnight or more. Orders still are decidedly shy but there is confidence that they will come along in due course. The big producers are not easing off on their sales campaigns despite the fact that they are sold well ahead, for the reason that good business policy suggests to them that they constantly keep extending the area of their sales in order to have a foundation of security even under adverse circumstances. There are none now, however, who look forward with any concern to the near future.

Typical Summer Leaf Trade

Almost typical mid-summer conditions continue to prevail in the leaf trade, and the record of this year compared quite favorably with the corresponding period of last year.

Box makers are much more active at this ending of July than they were when the month began, the increase being divided between the requirements of the manufacturers for their staple business and through anticipation of an exceedingly active fall business.

Retailers enterprising enough to make appealing presentation of their wares to prospective tourists are reaping a good return on their expenditures. The conservative dealers with a standby patronage also are doing fairly well, but among the class which simply waits for customers to stroll in, there is much complaint over small transient buying and over limited or entirely absent box business. However, among even the latter confidence in complete recovery with Labor Day, is general.

The last of the obstacles which delayed removal of the executive offices of the Congress Cigar Co., from the old headquarters, to the newly constructed and massive reinforced concrete and brick home at 3rd and Spruce streets, disappeared and now the executives are comfortably installed in most luxurious offices—probably the costliest in any cigar factory in the United States. Factory forces were ensconced in the new home several weeks ago.

Old Concern Going Into New Home

Perhaps the oldest cigar and smoking tobacco business in continuous existence in this city, that of John Middleton, shortly is to remove to a new home. The store occupied by this concern, at 219 Walnut street is a landmark in Philadelphia. Here business was conducted by the present owner and his father from 1856 on. It is, therefore, almost as old as the Consolidated Philadelphia, the present municipality having been established in 1854, by the union of a score of townships, boroughs and districts. Business was conducted in what many look upon as an old fashioned way; a large patronage having been developed among financiers and brokers in this neighborhood which, for decades, was the financial center of the city. The new home to be occupied in a short time is at 1211 Walnut street, in the very heart of the city's most fashionable and exclusive shopping center and only a stone's throw away from the new home of the stock exchange.

Through the activities of the Philadelphia Association of Credit Men, in which there is rapidly growing representation of the cigar industry, a worthless check given to the ..... Cigar Co. was made good by the man who issued it, but only after an arrest. While the amount involved was but $40, the principle is regarded as important and the case may be a warning as well as a safeguard to others. The association secured a warrant for the arrest of a small dealer who disappeared. He was traced to Coatsville and then back again to this city where the warrant was served. Taken before magistrate Scott, that official discharged the man after he produced payment in full.

The cut rate establishment opened only a few weeks ago at 105 S. 8th street was closed last week and the premises are now for rent.

A first born, during the week, entered the family of Ralph Dietz, manager of the A. Schulte Store at the Southeast corner of 13th and Chestnut streets. Mr., Mrs. and Miss Dietz are receiving congratulations.

Going Full Force

The new size, the Invincible, of the 44 brand, is being featured by the 44 Sales Corporation, of this city, an affiliated organization of the Consolidated Cigar Corp., 11th and Washington avenue, under the personal supervision of the sales manager, Louis Levinson. A particularly effective placard—a full size smoker enjoying the Invincible size and fragrance is being shown at the head of the main stairway in the Reading Terminal, on the Reading R. R. ferry boats and elsewhere. The new shape is a long filler made of high grade tobacco. Headquarters in the city during the week enjoyed a visit from Eugene Klein, general manager. Particularly large orders for Dutch Master, Henry George, as well as 44, are coming from the far West. All the local factories are running full time.

K. Straus & Co., Third and Vine streets, are receiving shipments of extra fancy, light Sumatra leaf and they are going out almost as fast as received, because of attractive prices. George Cauffman, vice-president of the firm, has just returned from a leaf selling trip to New York City and state, and instead of going to Atlantic City will this week leave for an extended trip to Connecticut where he expects to buy shade grown tobacco and will visit the factory patronage in the territory. Herbert Rheinstrom, just returned from the South, leaves again shortly for a trip through New York State.

Prepared to Make More Cigar Boxes

With recently installed equipment, among others a Francis X. Hooper Co. press, made by the Hooper Co., of Glenarm, Md., and other units for box making and label pasting, the Monroe Jarrett Sons' Co., Randolph and Jefferson streets, is prepared for fall activities with double capacity as against the year's beginning. Many manufacturers are taking the firm's advice to place orders at once in order to avoid possible delay from congestion in the rush times of early fall.

A Visit to Dixie

Benjamin L. Grabosky, of the G. H. P. Cigar Co., Third and Brown streets, accompanied by sales manager Frank P. Will, spent the week in Richmond, Va., looking after the interest in the Southern field for El Producto.

Pleased with Big Business

Benjamin Lichty, president of Otto Eisenlohr & Bros., 932 Market street, has returned from the Middle West. They have a big business throughout all the territory for Cincos and Henriettas. All the factories of the Eisenlohr string are working full capacity.

Leo S. Weiss, of the Roig & Langsdorf Co., makers of Girards, 15 N. Seventh street, is expected to return this week from his Western trip of two weeks.

Because of large business in Lancaster leaf, the capacity of the warehouse at 134 N. Christian street, Lancaster, Pa., of S. Weinberg, 121 N. Third street, Philadelphia, is being taxed. From the

Lititz packing house more than 1,000 cases have been shipped. Louis Weinberg and Frank J. Rubinstein are in charge of the Lancaster plant, and kept busy meeting the demands for the Pennsylvania leaf. Maurice Craine is representing the firm among the up-state factories.

Charles M. Hipple, of Hipple Bros., Inc., is on an auto tour with his family, taking in the New England states.

Visitors to the local leaf market included Herbert J. Curtis, of Arthur Bornholdt Co., New York; Ray S. Clark and D. Dreux, of D. Dreux, Inc.; John F. Nissly, of Lancaster, and S. Levine, of Lancaster.

A Million Dollars a Week for Chewing Gum

The people of the United States pay more than a million dollars a week for their chewing gum. And the "habit" is apparently a growing one, for the value turned out by the factories of the United States in the latest census year, 1921, is more than double that of the pre-war year, 1914, the first year in which the government dignified the industry by official statements of the amount turned out by the factories of the country.

This assertion that the people of the United States now pay more than a million dollars a week for their chewing gum is based upon statements of the factory outturn of this particular industry compiled for the *Trade Record* of the National City Bank of New York. It shows that the value at the factory of the chewing gum produced in the United States in 1921, the latest census year, was 38½ million dollars, to which may be added about 2½ million dollars as a by-product of certain other factories, making the factory value of the total outturn in 1921 about 41 million dollars, while of course the additional sums paid by the final purchaser would bring the total sum paid by the consumers considerably above an average of one million dollars a week.

It seems that the "habit" has proved contagious as relates to other countries, for our exports of chewing gum show as large a percentage of increase as do those of factory production. Whether it was the example set by the American soldiers who found it a convenient companion in their long marches, it is at least a fact that the world demand began shortly after the opening of the war and grew very rapidly, since official statistics of exports, which only began with the year 1916, show an advance from less than 1 million dollars in 1916 to 2½ millions in 1920, while the value of the exports in 1923, though materially less than in 1920, are 40% greater than in 1922.

Where does it go—these millions of dollars' worth of this product now being sent out of the country? To practically every country of the world. Figures prepared for the *Trade Record* show that the exports of chewing gum in 1920 went to no less than 75 countries and colonies scattered the world over. To dignified England the total exports of 1920 were approximately a million dollars, measured at the wholesale price at the port from which exported, and in 1918 the exports to Great Britain were $1,120,000. France took in 1920 $383,000 worth. and other European countries in proportionate quantities, though to Germany the exports was comparatively small, only $260 worth. That it is equally popular in the other side of the globe is evidenced by the fact that our total exports to Asia and Oceania amounted to nearly a half million dollars in value, including $288,000 worth to the Philippines, $75,000 to Japan, $42,000 to Australia, and $14,000 to India. South America also developed the habit and the total to that continent in 1920 was $275,000, while the sales in Africa were also large.

That the habit has "come to stay" seems to be an accepted view by that very high authority—capital, for nothing is so wary as capital in forecasting the future demand of a manufacturing industry. And when we find, says the *Trade Record,* that the amount of capital invested in the chewing gum industry as stated by the census reports was in 1919 $23,000,000 against only $10,000,000 in 1914, it would appear that those studying the manufacturing industries from the standpoint of the investor have confidence in the future world demand for this article of which the United States is apparently the chief producer, since official records of the government fail to show any importations of this class of merchandise.

Baltimore Market

BALTIMORE, Md., July 26.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND.—With receipts totaling 1,101 hogsheads, and sales of 999 hogsheads, our market ruled very active. Price for the top grade also advanced to 53c.

The offerings now contain a good proportion of fine tobacco, and indicate what may be expected for the next 3 months.

OHIO.—Receipts 49 hogsheads and sales 75 hogsheads. Prices for the new crop are now fairly well established.

Crop Prospects

MARYLAND.—Had good rain this week, prospects are for an excellent crop.

Association Data

The Leaf Tobacco Association of Baltimore City, issues these statistics for the week ending July 25:

Receipts, Including Reinspection

	This Week	Previously	Total	Net to Date	Same 1922
Maryland .	1,127	7,010	8,137	6,670	10,767
Ohio	49	535	584	506	413
Total ...	1,176	7,545	8,721	7,176	11,180

Reinspections this week: Maryland, 26; to date, Maryland, 1,467; Ohio, 78.

Deliveries

	Maryland: Coastwise and Domestic	Maryland: Foreign	Maryland: Total	Ohio	Total
This week..	216	48	264	61	325
Previously..	2,764	9,059	11,823	1,085	12,908
	2,980	9,107	12,087	1,146	13,233

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1.....	9,590	3,025	12,615
Receipts since.....	6,670	506	7,176
	16,260	3,531	19,791
Delivered since.....	12,087	1,146	13.233
Stocks today.....	4,173	2,385	6,558

Sales

	Maryland	Ohio	Total
This week.....	999	75	1,074
Previously	6,023	901	6.924
Totals	7,022	976	7,998

Mazer a Heavy Buyer

Jacob Mazer, head of the Mazer Cigar Mfg. Co., Detroit, is in New York again this week. Mr. Mazer has recently been one of the largest buyers in the local leaf market, and will doubtless add to his large stocks of highest-grade leaf.

Visits Quaker City

Dick Bythener, of E. Rosenwald & Bro., spent a few days in the City of Brotherly Love, last week.



Bouquet
10c straight

Puritano Fino
13c or 2 for 25c

mild!
and Distinctive

El Producto is mild, yet with a character all its own — a character that grows on you. Once an El Producto smoker, you are likely to remain one.

And this is only one reason why El Producto is the fastest selling high grade cigar in America.

G. H. P. CIGAR CO., Inc.
Philadelphia

New York Branch, 131-135 Prince St.
Indianapolis Branch, 235 E. Ohio Ave.
Detroit Branch, 2130 Grand River Ave.

for real enjoyment

EL PRODUCTO

Protect that Delicate Aroma

Safeguard your cigars, cigarettes and tobacco by packing them with Diamond F Protective Papers. Good both as an inside or an outside wrapping.

Diamond-F
PROTECTIVE PAPERS

GLASSINE—is noted for its fine transparency and grease proof qualities. This paper is free from wax and is particularly adapted for the tobacco trade. It can be had in either plain or beautiful embossed sheets of various designs. Write today for samples and a quotation on an attractive protective paper that will safeguard your goods and save you spoilage losses.

Diamond-F

Diamond State Fibre Company
Bridgeport (Near Philadelphia) Pa.
In Canada: Diamond State Fibre Co. of Canada, Limited
245 Carlaw Ave., Toronto, Ont.

AMERICA'S FINEST LABELS
GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request.
H. J. FLEISCHHAUER
68 No. Fourth St., Phila., Pa.
Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N. Y.



Five in Foil 25c.

Ten in Tin 50c.

Tins of 25 and 50 as well. Four inches of a 25c. cigar

ALSO MANUFACTURERS OF
FLOR DE MOSS LA TERESA SAY-SO

KRAUS & CO., Inc.
BALTIMORE, MD.

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

TOBACCO MERCHANTS ASSOCIATION OF THE U.S. TMA

OFFICERS AND EXECUTIVE COMMITTEE

Jesse A. Bloch, Wheeling, W. Va., president.
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Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

Manila News Notes

(*Continued from page* 15)

of Pacific Coast smokers in stabilized Manila brands.

* * *

The B. Wasserman Co., importers, of 77 Chambers street, New York, are making satisfactory progress in the distribution of the Alhambra cigar, well known as one of the finest products of the Philippine Islands.

Prices of this popular brand are quoted to the trade as follows: Alhambra Excellentes, retailing at two for 25 cents, in boxes of 25, $95 per thousand; Alhambra Superbs, retailing at two for 25 cents, in boxes of 25, $95 per thousand; Alhambra Especiales, retailing at 10 cents straight, in boxes of 50, $75 per thousand; Alhambra Presidente, retailing at two for 15 cents, in boxes of 50, $58 per thousand; Alhambra Vegueros, retailing at five cents, in boxes of 50, $35 per thousand, and Alhambra Royales, retailing at five cents, in boxes of 50, $35 per thousand.

Going to Sunny Spain

Celestino Ejusquiza, Havana partner of Selgas & Co., arrived in New York from Havana yesterday on the S. S. *Orizaba*. He plans to sail for Spain on August 7.

Leaf Tobacco Held by Manufacturers and Dealers

July, 1923 and 1922, April 1, and January 1, 1923

WASHINGTON, D. C., 10 A. M., July 31.—These statistics represent for dealers in and manufacturers of tobacco other than the original growers: (1) The quantity of leaf tobacco reported as held by manufacturers who, according to the returns of the Commissioner of Internal Revenue, manufactured during the preceding calendar year more than 50,000 pounds of tobacco, 250,000 cigars, or 1,000,000 cigarettes, and by dealers in or manufacturers of leaf tobacco who, on an average, had more than 50,000 pounds of leaf tobacco in stock at the end of the four quarters of the preceding calendar year; (2) all imported leaf tobacco in United States bonded warehouses and bonded manufacturing warehouses. Report by Department of Commerce, Bureau of the Census:

	Pounds of Leaf Tobacco on Hand			
	July 1			
Types	1923	1922	Apr. 1, 1923	Jan. 1, 1923
Aggregate*	1,697,844,445	1,616,396,137	1,846,555,045	1,491,300,988
Chewing, smoking, snuff, and export types: Total	1,196,445,884	1,119,605,484	1,327,731,051	1,068,041,784
Burley	404,988,799	341,424,965	463,013,543	282,731,014
Dark Dist. of Ky. and Tenn. Total	300,091,910	278,528,865	308,260,061	194,171,022
Dark fired of Clarksville, Hopkinsville, and Paducah Dists.	185,348,597	179,415,157	168,571,392	100,148,167
Henderson	8,567,236	7,370,445	13,236,305	5,340,230
Green River	64,041,484	45,805,528	70,226,677	45,098,886
One Sucker	42,134,593	45,937,735	56,225,687	43,583,739
Virginia Sun Cured	9,298,367	9,843,666	10,370,511	8,426,134
Virginia Dark	34,523,238	31,429,161	44,805,577	23,257,698
Bright Yellow Dist. of Va., N. C., S. C., and Ga.	438,667,032	440,697,437	490,426,128	544,404,848
Maryland	5,019,408	11,371,431	6,080,027	10,673,098
Eastern Ohio Export	3,576,521	6,077,628	4,505,917	4,206,177
All other domestic, including Perique-Louisiana	280,609	232,331	269,287	171,793
Cigar types: Total	425,000,271	413,539,580	441,590,228	346,603,961
New England, including Connecticut: Total	89,951,973	80,274,034	90,910,984	75,821,662
Broad leaf	38,504,085	33,559,677	36,839,890	30,997,303
Havana seed	43,804,228	39,007,857	44,816,577	35,337,465
Shade grown	7,643,660	7,706,500	9,254,517	9,486,894
New York	3,981,716	4,984,541	4,235,366	3,627,919
Pennsylvania	110,386,790	101,276,241	119,620,827	81,374,523
Ohio	81,719,044	79,181,720	85,023,749	64,025,509
Wisconsin	126,918,502	132,009,240	125,741,787	102,653,168
Georgia and Florida	5,198,671	6,696,835	6,383,550	7,586,286
Porto Rico	6,519,163	8,857,577	9,446,351	11,330,786
All other domestic	324,412	259,392	227,614	184,108
Imported types	76,398,290	83,251,073	77,233,766	76,655,243

*Leaf tobacco on hand July 1, 1923, includes 1,271,068,249 pounds, for which the "Marked Weight" was reported (i. e., weight at time it was packed or baled), and 426,776,196 pounds for which the "Actual Weight" was reported. The corresponding amounts included for 1922, were 1,241,318,927 and 375,077,210 pounds, respectively; for April 1, 1923, 1,401,994,826 and 444,560,219 pounds, respectively, and for Jan. 1, 1923, 1,119,322,365 and 371,978,623 pounds, respectively. Allowance should be made for shrinkage on the amounts for which "Marked Weight" was reported, in order to ascertain the actual weight. The total for July 1, 1923, includes 1,547,994,559 pounds of unstemmed and 149,849,886 pounds of stemmed leaf tobacco.

Wisconsin

(*Continued from page* 3)

sold their tobacco in the recent buying spell. It is impossible to state anything concerning the authenticity of these reports but things point to more litigation for the co-op again next Winter.

"In the Spot Light"

The national scope of the co-operative movement is well exemplified in the political news of the month. Harding's placing of a co-operative plank in the Republican platform is perhaps the most striking single instance. The election of the roaring Magnus in Minnesota is also taken by the mob to mean another co-operative fan has stepped into the political spotlight. To the keen analyst, however, there is a puzzling complex to the situation at present. Co-operation is not boomed out as raucously and boldly by the leaders of the farm bloc as an economic cure-all as formerly. In their angling for farmer votes, freight rates, guaranteed prices, flexible credits and appropriate storehouses are now also being stressed. Perhaps the word pool is not as welcome a word to many of their constituents as formerly. If so, no one is more aware of it than those keen politicians. It might be possible that the collapse of the Non-Partisan league, of several wheat pools, of the enormous and top heavy milk pool, and others might have made the word pool anathema to many former enthusiasts and made the "loud and common" talkers more cautious. It might be that they see an approaching schism concerning the pool within their farmer ranks. Others point out the factor of personal equation that almost wrecked the most powerful of all pools—the raisin growers' pool. When prices got so high, it seems the growers all had a most remarkable and a most sagacious idea. They secretly made up their minds, each and every one, that they would raise more raisins, with the result their market had an immediate and acute attack of indigestion. One trouble with the pool ideal, like so many other ideals, is that it takes the discipline of a German army to keep it effective. American farmers are not exactly the easiest crowd in the world, at least inherently, to discipline.

Take Your Choice

Perhaps these reasons may explain a lot. Perhaps they are excellent. Perhaps they are the bunk. Let the reader place his own estimate upon them. But surely, in no section, or in any commodity, are the co-operatives having exactly the smoothest kind of sailing.

There is no gainsaying the fact that the farmer's burdens are almost intolerable. He makes one turnover a year, only. He is perched, high and dry, on deflated, but still high-priced land. To live he must produce a national surplus. To market that surplus he has only a war-wracked and bankrupt universe to sell it to, with impossible mediums of exchange. What to do? No one knows, he perhaps the least of all. But he is sick and tired of old-line politicians, and their promises, and has washed his hands of them. That much he knows, and hence the "dirt farmer" statesman is evidently here to stay. The universe has been rocked a good deal of late, he has made up his mind to rock it once or twice himself, if he can. It might do some good. It certainly would not do it any more harm, as far as his own lot is concerned.—BADGER.

New Orleans

(*Continued from page* 35)

the association is more than gladly disposed to give all enquirers. Five large bags of Perique tobacco were shipped during the current week to Montreal, Canada, for enquirers in the Canadian territory, where a growing demand appears to exist for the product of the St. James Parish Perique tobacco belt.—CRESCENT.

Leaf Diseases

(*Continued from page* 29)

water, or in the proportion of one to sixteen. The seed should be stirred constantly in this solution for fifteen minutes, washed thoroughly in several changes of clean water and dried in a place entirely free from tobacco dust and litter. As formalin sometimes causes injury to seeds, washing should be thorough, especially when the seed is not to be planted immediately.

Bichloride of mercury or corrosive sublimate may be substituted for the formalin, using one part of bichloride to 1,000 parts of water. The seed should be soaked in this solution for fifteen minutes and washed thoroughly. The seed may be dried quickly if they are put into a small cheesecloth bag and swung around at arm's length several times to remove surplus water and then spread in a thin layer.

It is important that seed be treated even though it has been obtained from a field which seemed to be free from disease the previous year.

Other Precautions

Care should be taken to prevent infection from other sources. It is necessary that new canvas or canvas which has been boiled in water or soaked in formaldehyde solution be used because there is a possibility of infection being carried from one season to another on dirty canvas. It is desirable that steaming be substituted for burning beds, because it kills weeds more thoroughly than burning. If a small, infected area is present in a bed and weeding is done the disease may be spread over the entire bed on the hands of the weeder. If weeding is not necessary the infected area may remain small and be avoided entirely at planting time.

Fla.-Ga. Wrappers

(*Continued from page* 21)

selling more cigars than are now being sold.

"The cigar trade can profitably study the evolution of the cigarette business. It was not so many years ago that the Turkish cigarette was THE cigarette. A few clever men put their heads together with the result that the bright tobaccos of the Atlantic seaboard and burley tobacco now dominate the cigarette field. Moreover, the cigarette smoker is better satisfied. There is food for thought in this for the manufacturer of the seed cigar. It can be done just as easily as it was done in the cigarette industry, and the evolution will be just as natural. Florida wrappers blend perfectly with any carefully selected bunch combination. The wise manufacturer is experimenting with Floridas, and many successful manufacturers are using Floridas.

"The taste of the Florida crop is pleasant, sweet and oily in the heavier grades. Bitterness is absent in the thinner leaves, which are neutral.

"The Florida crop has body, texture and grain. It works well on the table because it possesses all of the desirable characteristics that a good wrapper should have. There is some thin tobacco, but it has the body to spread. Its table yield has long been recognized as one of the very best yielding wrapper tobaccos, and it is not uncommon for manufacturers to wrap a thousand cigars at a cost of four to five dollars a thousand. Compare this with a wrapper cost of two or three times that and it behooves all manufacturers to pay more attention to this American industry."

Chicago

(*Continued from page* 9)

Grant of the Wm. J. Seidenberg Corp., Chicago sales force, opened 178 new accounts on Pancho-Arango and Virginia Lee cigars. Although in business only a year next month, the Chicago branch of the Wm. J. Seidenberg Corp. of New York, has on its ledgers 3,246 accounts. They cover seven states in this territory. The branch is becoming a big factor in the cigar business in Chicago and the middle west. The Cooper-Carleton Hotel, one of the finest on the South Side, has stocked several sizes of Pancho-Arango made in Bond cigars.—H. L. H.

To Cover Keystone State

Leopold Holzman, of Strouse & Holzman, is scheduled to cover the Pennsylvania territory next week in the interest of his organization.

TOBACCO

A WEEKLY TRADE REVIEW

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Wisconsin Growing Conditions Continue Good

Northern Prospects Excellent and Southern Outlook Bright—Some Areas Need Rain Badly—Pool Starts Another Membership Drive—Poor Response at Inaugural Meeting.

EDGERTON, Wis., Aug. 4.—Trade activity is dull and seasonal. The warehouses have finished their season's run, with the exception of E. M. Hubbell & Sons, and the lull before sampling time is only too apparent. There is nothing much to do now but wait till the weed is ready in the field, or ready to sample in the case.

There are practically no unsold old binders on the market. Six hundred cases would be ample to cover every case of unsold binders of old tobacco left in the case, in the state. There are persistent inquiries for this, but their ideas of price, and of terms are too widely divergent to date.

Buyers Selecting Localities

Much riding is being done in all the growing sections. Buyers are out picking their localities, and giving crops that catch their eyes a once over. There has been no buying done the past week, but it looks as though it might break in the North any minute.

In the South, there are rumors of offers in the scattered patches where there was hail. Offers of ten cents were unanimously turned down by the growers for stormed tobacco. It looks like a bargain at that price, at that.

Growing conditions continue to be excellent in the north. There are a few areas that need rain, but the northern crop will be a good one this year. Last year the month of August saw hundreds of acres hailed there badly. It is to be hoped that this will not happen to the binder crops this year.

Spotted Condition of Crop

In the south, good growing weather continues. The often discussed spotted condition of the crop this year continues also. There are areas in the south, also, where rain is badly needed today. Our well advertised friend, Wildfire, remains conspicuous by its absence. There are complaints of root rot, and of wire worms already voiced by many growers.

Position of the Pool

The pool is nearing the end on their assorting, and their warehouses will be closed as they get through. Just what per cent of carry over the pool has, it is hard to determine. But it looks as though they might have to borrow on their '23 to make the final payment on the '22. The farmers' pools working prior to the formation of the big one, have a few scattered hundred cases of '18, '19 and '20 still unsold.

Should these carryovers remain unsold, it seems the pool will have to Ponzi-ize along between the War Finance Corporation and the local banks much the same manner that some of the southern pools are. Only the Wisconsin pool is not zooming down the path of destruction like some others are. It is still solvent.

Olaf Jenson, assistant office manager of the pool, has resigned his position. He will go into other lines of business.

Northern Buying Movement Quiet

The buying movement in the north has seemingly stayed quiet for still another week. There were rumors of Bekkedal offering a price on one or two lots, but nothing authoritative.

The pool has started still another membership drive. At the big rally meeting that inaugurated this last particular "drive" held at Cottage Grove, there was a big attendance, but not a solitary signer. And so it goes, try as they do, it seems that the pool is destined to swing into the '23 selling season with only about half of the '23 crop pledged, with a carryover of unsold southern, and the recipient of many a '22 grower's, "Well, I will gif de pool one more chance."—BADGER.

Fall Inscription Schedule

AMSTERDAM, Holland, Aug. 1.—According to an official statement, the importers still have on hand of the running crop: 22,684 bales of Sumatra. The dates of the autumn Sumatra inscriptions have been fixed as follows:

Amsterdam, Oct. 5 and 12.

Rotterdam, Sept. 28.

The Java concluding inscriptions will be held on the following dates:

Amsterdam, Sept. 21, Oct. 19, Nov. 16, Dec. 14.

Rotterdam, Sept. 28, Oct. 26, Dec. 7.

Tobacco at Florida Fairs

PENSACOLA, Fla., Aug. 4.—Gadsen county has a chance to send an exhibit to the South Florida Fair to be held at Tampa January 31 to February 8. P. T. Streider, general manager of the fair, was here last week and urged the citizens to have an exhibit. Gadsden county will send an exhibit to the Jacksonville fair and this will probably be sent from that city to Tampa.

Fifteen members of the Florida and Georgia Tobacco Growers' Association met here recently to discuss problems of the industry in this county. The main topic was the control of diseases of tobacco and Dr. W. B. Tisdale stated that he has conducted experiments that will be practicable in combating diseases.

Harvesting at Kinston

KINSTON, N. C., Aug. 4.—Tobacco is "buttoning" everywhere in this part of the "new belt." Final harvesting on some farms will be in progress during the next ten days. Already millions of pounds of the current crop, graded and cured, are stored in pack houses awaiting the market's opening three weeks hence. By Aug. 15 the great bulk of the 1923 production, 25,000,000 pounds in the Kinston market's territory, will have been cured and made ready for the sales. Growers throughout the district are benefiting from the early harvesting.

The local "factories," a number of large redrying and packing plants included, will give employment to hundreds of laborers during the six months after the market's opening. A reported heavy demand abroad for bright leaf tobacco will result in a large part of the local crop being exported to London, Hamburg and other foreign centers, it is expected.

Georgia Tobacco Prices High

VALDOSTA, Ga., Aug. 2.—Tobacco markets at Nashville and Hahira, Ga., opened today with better prices than have been known in past seasons. Reports from Hahira stated there were 150,000 pounds of tobacco on the floor and 150,000 pounds in adjoining warehouses. At Nashville it was said there were 175,000 on the two warehouses. Prices ranged from 45 cents down to 15 cents a pound.

P. & T. Incorporate

DOVER, Del., Aug. 4.—Park & Tilford, Wilmington, has been incorporated, to conduct a chain of stores with a capital stock of $20,000,000.

Connecticut Buying Rules High

EAST HARTFORD, Conn., Aug. 6.—General rains throughout the New England tobacco belt have gladdened the hearts of the growers. The storm of July 24 added a couple of million dollars to the value of the crop and brought a broad smile across the countenances of the thousands of tobacco growers who thronged Riverside Park for the first annual field day of the association—the largest gathering of its kind ever held in New England. The dry spell had begun to pinch the tobacco, but today the crop has improved so much as to give promise of being the best crop in years.

General Buying Movement

During the past week there has been a general buying movement of the non-pool tobacco both in Massachusetts and Connecticut. Recognizing the fact that the 1923 crop has every indication of being a banner one, the leaf dealers have invaded the tobacco belt and purchased practically all the Havana seed of the non-pool growers in Massachusetts at prices ranging from 43 cents to 50 cents in the bundle, and in the Connecticut Valley section of Connecticut for 46 cents to 50 cents. A large part of the Broadleaf raised by independent growers in Connecticut has also changed hands, ranging in price from 50 cents to 60 cents in the bundle.

In the Housatonic Valley section of Connecticut dealers have been busy engaging the crops of non-poolers, but to date no actual price contracts have been made. The prices made are especially high, even above the war level and spell prosperity for New England tobacco growers, provided the crop turns out in accordance with expectations. Members of the association are pleased with the good market for non-pooled tobacco, as they realize that it spells a good price for them later on.

Open Account Loans Effected

President J. W. Alsop is meeting with his usual success in negotiating the large open account loans with banks in the tobacco belt. Each institution visited so



An East Hartford Field of Broadleaf Raised by Paul Kasche, the Harvesting of Which Began July 26



Manufacturers buying

Sumatra or Java Tobacco

without looking over our line, do themselves an injustice.

Our stock comprises such enormous quantities and of such varied selections, that we are bound to suit the most fastidious buyer.

Our purchases of the 1922 crop of Sumatra are upward of 10,000 bales.

H. DUYS & CO., Inc.

142 WATER STREET NEW YORK

American Headquarters for Sumatra and Java Tobaccos

far has agreed to extend credits varying according to lending ability all the way from five thousand to four hundred and fifty thousand dollars. With ample funds at the disposal of the association, without the necessity of actually pledging warehouse receipts for each case of tobacco, the pool will be in a position to make the first payment on the 1923 crop just as soon as the tobacco is packed and classified. A check will be mailed the member for his first payment along with the packing report. This is possible only because of the splendid way in which the pool established its credit as a result of the first year's operations.

Hail Insurance Popular

In addition to placing nearly $5,000,000 of hail insurance on the members' crops, at less than 50 per cent of the previous rate for such protection, the association has now made arrangements with the syndicate of insurance companies carrying the fire insurance on association tobacco to extend the terms of this policy to furnish full coverage on members' tobacco from the time it is hung in the curing barns to the delivery of the crop to the pool. In case of loss, payment will be made through the association for full value as determined by the association and insurance adjusters. Premiums will be paid by the association and made part of the general overhead charges on the 1923 crop.

Figured on the estimated average value of the crop, the cost to the members will be approximately $1 per acre for each three months' period the tobacco remains in the members' possession. The coverage is automatically effective as soon as the crop is harvested. The placing of fire insurance in this way will mean a tremendous saving to the growers.—L. P. M. HICKEY.

Young Cal Coolidge a Chip of the Old Block

The family of our new President has ever been noted for the assiduous manner in which they perform the duties allotted to them. Upon the tobacco farm of Dickinson & Day, at Hatfield, Mass., Calvin Coolidge, Jr., 14-year-old son of the President of the United States, is daily sweating away under the heat of the broiling summer sun as he bundles up tobacco leaves and places them on laths to dry in the sheds. Khaki trousers, worn shoes and a collarless shirt are the clothes worn by the Coolidge heir, who is taciturn and silent like his father, and shuns the idea of publicity.

He is a slender, blue eyed youth of a very athletic and active disposition. A few days ago he and his chum Edward



International Newsreel Photo

Calvin Coolidge, Jr., at Work on Dickinson & Day's Tobacco Farm

Baker, of Northampton, went to the big tobacco farm and asked the manager for a job, saying that they wanted to work for the rest of the school vacation to earn some pocket money and also to develop their muscles.

The manager gave them work in the fields and sheds at the rate of $3.50 a day for nine hours' work. Mr. Day and Mr. Dickinson were unaware that they had hired a son of Calvin Coolidge, as they did not ask the boy's first name and Mr. Day was astounded to learn that the son of the President was on his payroll.

Both young Coolidge and young Baker live in Northampton and get up at daybreak each morning, partake of a hasty breakfast at their homes, meet at a specially designated point and then ride together on their bicycles eight miles to the farm. They carry their luncheon with them in tin dinner pails and return home at 7 o'clock in the evening.

Tobacco Shed Fire

SIMSBURY, Conn., Aug. 4.—About fifty neighbors and nearby residents fought a fire in the 300-foot tobacco shed of A. T. Pattison in the Terry Plain district, but were unable to check the flames and the tobacco stored in the shed was destroyed with the building. The loss, which was covered by insurance, amounted to $30,000.

The burned crop was second primed Cuban shade grown tobacco. The cause of the fire has not been established. Two watchmen were in the building at the time.

Banner Simsbury Crop

SIMSBURY, Conn., Aug. 4.—Harvesting the shade-grown tobacco is now in full swing. This gives employment to hundreds of women and girls and to all boys who are old enough to work. The different plantations of shade-grown are sending trucks to carry help, not only from this village but from Tariffville, Bloomfield, Avon and Collinsville.

Although the labor situation early in the season caused some uneasiness, there seems to be no scarcity of ordinary labor at the present time. Contractors are paying $5 a day, but other laborers are being paid $4. Boys who are old enough to pick the shade-grown tobacco are receiving $2.50 and $3, although one plantation adjoining Simsbury is reported to have been transporting boys from Hartford and paying them only $1 per day.

Growers are very optimistic concerning the crop which at the present time gives indications of being one of the best of recent years, and if curing conditions are favorable the crop should be a banner one. One and a half million dollars is a conservative estimate of the value of the shade-grown crop in this section.

Schulte Stores Policy

It long has been known that in the larger cities, at least, some department stores rent out single departments, protecting the firm name by exercising supervision over the character of merchandise sold by the concessionnaire. This apparently has provided the basis for the new policy inaugurated by the Schulte Stores in taking over the cigar department of a Chicago store and announcing that similar acquisitions are planned for each of the large cities. This would seem to indicate that negotiations with United Cigar Stores are off definitely. Some of the stock bought around 60 by firms with southern connections has been sold above 95, but trade interests here have not disposed of their holdings.—*Financial America.*

P. & T. Changes Quarters

The office of the wholesale cigar department of Park & Tilford, Inc., under the management of Irvin Studwell, has been removed from 524 W. 42nd street to 225 Fifth avenue. Telephone, Madison Square 7800.

Wasserman Co. Appoints Agent for Chicago

The B. Wasserman Co. has appointed a Chicago agent to take care of their interests in the Windy City.

EMANELO

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Conn. Shade Wrapped

Havana Filled

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Domestic Exports of Leaf Tobacco, Cigarettes and Smoking Tobacco During May, 1923

WASHINGTON, D. C., Aug. 4.—The following tables show the domestic exports of leaf tobacco, cigarettes and smoking tobacco during May, 1923, from the United States, by countries. The figures are subject to revision. They are as follows:

	Bright flue-cured	Burley	Dark-fired & Kentucky Tennessee	Dark Virginia	Maryland & Ohio Export	Green River (Pryor)
	Pounds	*Pounds*	*Pounds*	*Pounds*	*Pounds*	*Pounds*
Azores & Madeira Is.	....	....	730	....	....	....
Belgium	85,061	394,085	753,222	69,735	41,970	142,633
Denmark	188,812	....	41,129	162,006	32,895	....
France	99,319	566,206	1,700,426	....	....	....
Germany	1,329,520	....	341,182	190,180	174,702	43,898
Italy	....	....	1,133,870	....	60,605	....
Malta, Gozo, etc., Is.	56,450	....	3,100	....	....	....
Netherlands	120,886	....	283,397	101,499	2,113,229	48,435
Norway	51,830	....	....	63,560	....	....
Poland & Danzig	....	....	12,512	....	....	....
Portugal	73,570	44,010	93,170	....	....	....
Spain	....	....	1,313,985	....	....	....
Sweden	....	....	32,576	....	....	....
Switzerland	....	....	210,125	....	58,695	....
England	2,377,477	33,520	1,463,299	400,799	....	335,512
Scotland	79,989	....	547,993	5,290	....	64,782
Ireland	287,422	....	....	18,115	....	....
Quebec & Ontario.	499,498	....	9,925	1,768	3,765	....
Canada, Prairie Pro.	1,695	....	8	....	....	....
Brit. Col. & Yukon.	429	....	....	....	....	....
Brit. Honduras	....	1,350	6,288	....	....	....
Costa Rica	3,317	....	....	....	....	....
Guatemala	300	....	....	....	....	....
Honduras	....	....	50	....	....	....
Nicaragua	....	....	5,625	....	....	....
Panama	2,400	6,885	1,440	....	....	....
Mexico	500	5	4,250	600	....	....
Newf'd'ld & Lab'dor	9,209	....	....	....	....	....
Barbados	....	....	3,020	....	....	....
Jamaica	....	....	....	220	....	....
Trinidad & Tabago	28,033	....	....	....	....	....
Other Br. W. Ind. Il.	....	....	7,322	....	....	....
Dutch West Indies	....	....	3,600	....	....	....
French West Indies	....	....	7,670	....	....	....
Haiti	....	615	130,806	....	....	....
Virgin Is., of U. S.	....	....	1,162	....	....	....
Brazil	....	4,734	....	....	....	....
Chile	15,311	....	....	....	....	....
Colombia	1,167	1,164	11,969	455	....	....
French Guiana	....	....	5,190	....	....	....
British India	180,920	....	....	20,990	....	....
China	3,323,662	....	....	165,594	....	35,918
Java & Madura	15,215	....	....	....	....	....
Philippine	15,895	....	....	....	....	....
Australia	1,568,205	892	....	623,182	....	....
New Zealand	3,253	....	....	....	....	....
Belgian Kongo	....	....	....	1,760	....	....
Brit. W. Africa	86,331	....	556,831	20,793	....	....
Canary Islands	....	....	48,825	4,134	....	....
Algeria and Tunis.	....	....	7,960	....	....	....
Other French Africa	....	....	125,122	38,632	....	....
Liberia	....	....	25,766	....	....	....
Other Portuguese Africa	....	....	47,703	17,379	....	....
Total quantity	10,505,676	1,053,466	8,943,248	1,901,681	2,485,861	671,178
Total value	$3,466,731	$260,125	$1,622,357	$739,198	$174,041	$96,393

* * *

Other Tobacco Exports

	Leaf Tobacco			Manufacturers of Tobacco	
Countries	Cigar Leaf	Other Leaf Tobacco	Stems, Trimmings and Scrap Tobacco	Cigarettes	Smoking Tobacco
	Pounds	*Pounds*	*Pounds*	*M*	*Pounds*
Belgium	....	238,960	....	....	....
Denmark	....	....	4,888	....	6,059
France	....	152,636	....	5,500	....
Germany	....	185,851	385,413	....	5
Greece	....	....	....	125	....
Malta, Gozo, etc., Is.	....	....	....	50	....
Netherlands	....	157,689	47,980	10	303
Norway	....	52,554	86,210	150	1,542
Poland & Danzig	....	6,547	....	1,510	36,783
Portugal	....	13,659	....	....	....
Sweden	....	....	....	50	582
England	....	269,122	....	345	4,369
Scotland	....	53,329	....	....	....
Ireland	....	....	....	10	36
Can., Maritime Pro.	....	....	....	....	1,005
Quebec and Ontario	92,993	97,373	....	71	4,681
Prairie Provinces	....	4,000	....	13,510	2,866
British Col. and Yukon	....	259	....	40	1,980
British Honduras	....	200	....	....	10

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BUILT BY HAND CIGAR
Best and Biggest
8 cents each
2 for 15¢

Five winning cards for any dealer to hold

COBS
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THE ROUGH LOOKING CIGAR
WITH THE SMOOTH TASTE

FLOR DE MELBA
The Cigar Supreme
12 Sizes
10¢ and up

METROPOLITAN
10¢
1 Size
1 Quality
1 Price
Sumatra Wrapper
Mild Havana

S. SEIDENBERG & CO'S
After Dinner Cigar
now 5¢

With these five winners up his sleeve, any dealer can assure himself of a full house—morning—noon—and night.
Made by
I. LEWIS CIGAR MFG. CO.
Largest Independent Cigar Factory in the World
NEWARK NEW JERSEY

Costa Rica	....	....	....	1,038	....
Honduras	....	....	....	46	....
Nicaragua	....	108	....	1,508	851
Panama	....	....	....	12,224	3,765
Salvador	....	400	....	....	....
Mexico	....	27,200	....	997	1,291
Miquelon, St. Pierre Is.	....	....	....	35	60
Newfoundl'd and Labrador	....	....	....	....	2,512
Bermuda	....	....	....	50	383
Barbados	....	....	....	53	500
Jamaica	....	200	....	10	186
Trinidad and Tobago	....	....	....	....	122
Other Brit. West Indies	....	15,947	....	349	905
Cuba	....	600	....	500	3,809
Dominican Republic	....	....	....	221	615
Dutch West Indies	....	7,750	....	509	168
French West Indies	....	19,015	....	....	....
Haiti	....	1,022	....	1,173	663
Virgin Is. of U. S.	....	5,672	....	518	60
Argentina	....	....	....	500	200
Bolivia	....	....	....	100	....
Chile	....	....	....	....	65
Columbia	....	....	....	1,518	36
British Guiana	....	26,038	....	25	....
Dutch Guiana	....	11,552	....	270	....
French Guiana	....	100	....	....	....
Peru	....	....	....	....	700
Uruguay	....	....	....	360	....
British India	....	....	....	3,000	955
Straits Settlements	....	....	....	42,050	2,240
China	....	768,151	....	924,885	892
Java and Madura	....	....	....	....	2,108
Far Eastern Republic	....	40,000	....	....	444
Hongkong	....	....	....	15,255	378
Japan	....	....	....	....	5
Kwangtung, leased terr.	....	....	....	60,000	....
Philippine Islands	....	1,736	....	14,200	2,565
Siam	....	....	....	21,025	252
Australia	....	....	....	....	100
French Oceania	....	....	....	24	146
New Zealand	....	566	....	675	360
British West Africa	....	386,417	....	....	....
British East Africa	....	11,748	....	....	....
Canary Islands	....	8,072	1,495	....	....
Algeria and Tunis	....	43,725	....	....	....
Other French Africa	....	151,541	....	....	....
Liberia	....	3,914	....	....	....
Other Portuguese Africa	....	3,163	....	246	88
Spanish Africa	....	200	....	....	....
Total quantity	92,993	2,767,016	525,986	1,124,735	87,646
Total value	$125,613	$703,074	$24,696	$2,090,059	$56,457

THE WORLD'S BEST

MACHINERY

FOR THE

Cigarette and Tobacco Industry

Over 5000 Machines sold

Cigarette Making Machines

"Excelsior Record"
capacity up to 36,000 cigarettes per hour

"Excelsior"
capacity up to 20,000 cigarettes per hour

Cigarette Tube Making Machines
of every description

Tobacco Cutting Machines
finest workmanship, highest capacity

Automatic Knife Grinding Machines
of clocklike precision

Cigarette Stripping Machines
of high capacity

Stalk Crushing Machines
solid construction

Tobacco Roasters
Ingenious design

Mixing, Sifting and Cooling Machines
indispensable for every factory

Supplies for Cigarette Manufacturers
cork bobbins, cigarette paper, endless tapes, circular knives, etc.

N. V. Export Maatschappy v/h

J. C. MULLER
Rotterdam 1

Telegrams: Tobaco *Stationsweg 85/87*

Lord Gloster

Made in Three Sizes

CLUB PERFECTOS 10c
CABINETS 2 for 25c
CLUB 15c



Open Territory for Jobbers

JOHN H. WITTER
Established 1887
NEWMANSTOWN, PA.

Bright Outlook for Cleveland Tobacco Industry

Transportation Factors Improving and Shipments Reaching Their Destinations Promptly—Cigar Manufacturers Not Handicapped by Labor Shortage.

CLEVELAND, Ohio, Aug. 4.—From the way the month of August has begun it bids fair to outdo its predecessor in point of success for the tobacco and allied products industry in this section. A wave of extremely hot weather did not help things to any great extent toward the end of last month. Although business generally thrives on good weather, which includes warm weather of a sort, oppressively hot temperature has a retroactive effect.

Resort Stands Cleaning Up

Resort stands are cleaning up, and will continue to do so while the good weather continues, good weather in their case, being the hottest they can get. The City Park stands are selling lots of cigars and cigarettes, as also are the stands at Euclid Beach, Mentor Headlands, Willoughbeach and others of the same class.

Conditions are all that can be desired, or expected. There is no scarcity of help, apparently, which would tend to handicap manufacturing activities. Transportation factors are also coming along in fair shape, and shipments are practically sure of reaching their destination in a fairly reasonable time.

Collections have long since ceased to be a bugbear to cigar men. All in all, things look decidedly rosy, and the horizon of hope for the cigarist looks not the least bit cloudy.

From Indianapolis

M. Gale, head of the well-known Indiana Cigar Co., of Indianapolis, drove into town this week for a short visit. Mr. Gale was received by Van B. Winters, of the La Palina force here, as he features the La Palina through his territory. His stay in town will surely be a most pleasant one, with so entertaining and thoughtful a host as Mr. Winters in charge.

Opens New Store

The United Systems Co. has opened a new store at the corner of Euclid avenue and East 17th street, in the heart of Playhouse Square. This is a fine location, with unlimited possibilities as to growth.

Selling Manilas

One of the pioneers of the Manila cigar field was a visitor in the city this week, in the person of Horace Kelly. Kelly's Manila smokes are featured all over the city and sell in quantities large enough to bring big, everlasting smiles to the faces of the dealers and also to the man behind the gun, Horace Kelly.

Jimmy Gets Back

Jimmy Rowen, hustling sales manager of the A. D. Goodman Co., large local distributors, returned the other day from a very enjoyable vacation trip. To make Websters, Farraguts, Caremes and Portuandos go any better than they have been going of late is a man sized task, but if we can judge by past performances, the Goodman brands should hit the trail at even higher speed, now that Jimmy is back in harness.

Rameses Cigarettes Popular

Harry "Kosher" Kozier showed up in town this past week with his customary line of Rameses cigarettes. Harry is a real hustler and no bet is overlooked whereupon this cigarette's sale can be bettered. Harry sees to it that every worthwhile location in town is fixed up with all the Rameses they can use, and this comes to quite a sum.

Waldorf Cigar Stand

The Waldorf Restaurant, to be operated in conjunction with the Clark Restaurant System, has opened its doors at the busy corners of East Ninth and Chester avenue. One of the finest restaurants in the city, or anywhere else for that matter, was shown to us by the Waldorf management. In conjunction with the restaurant will be operated one of the best equipped cigar stands in the country. The stand will be patterned after the ones now in successful operation at all the Clark restaurants and will be managed by C. E. Ecclestone, the man who made the Clark stands the big success that they are at the present time.

Sol Korn, the well-known representative of the Martinez Havana Co., favored the Fifth City trade with a call last week. Sol sells an increased number of Martinez cigars every time he comes to town and he has been coming here for some little time now.

Sam Gates Coming

The boys down at the office of A. D. Goodman, local distributor of Webster cigars, were expecting Sam Gates to drop in on them some time early this week. Sam is expected to bring back the good news that the factory will let A. D. Goodman have more cigars shortly, in order to fill some of those back orders that have been on file so long.—HERB.

Supervises Packing

Joseph J. Day, of the Industrial Leaf Tobacco Co., is spending several weeks in Porto Rico, where he is supervising the packing of the new crop.

New Cigar Emporium

STOUGHTON, Wis., Aug. 4.—N. L. Lindley and Hal Broughton have leased part of the O. K. Store building and will open a cigar store here.

CLASSIFIED ADVERTISING

PORTER WANTED

WANTED—A First Class Porter who understands the handling of Sumatra Tobacco. Apply at once to Chas. J. Waxelbaum & Co., 173 Water St., New York.

Arthur Bornholdt & Co.

Importers of

SUMATRA

139 Front Street New York

Amsterdam

Frascati-Nes

Alfred W. Penner
Western Representative
Room 416, 186 North La Salle St.
CHICAGO . . . . ILL.

Class "A" Cigars

Anyone Can Sell "Gold Dollars" for Ninety Cents. A Real Salesman Turns Ninety Cents Into a Gold Dollar!

In Which Class Do You Belong?

CIGAR SMOKERS

Are demanding a high grade five cent cigar. Are you prepared to meet this demand at a profit to yourself?

PROGRESSIVE MANUFACTURERS

Are meeting the problem by using automatic machinery. Low production costs mean returning prosperity for the cigar manufacturer.

BE UP WITH THE LEADERS

Are you keeping abreast of the times? "Machine Made" means "Clean Made." Your cigars will look better, smoke better and cost less than your competitor's.

INSTALL CIGAR MACHINES NOW

Make a "real smoke" for five cents and show a profit for your company.

INTERNATIONAL CIGAR MACHINERY CO.
5520 2nd Avenue, Brooklyn, N. Y.

Experts on all Types of Tobacco Machinery, "Fresh Work" Cigar Machines, "Mold Rolling" Machines

Chicago Interested in Department Store Move

Schulte's Taking Over of The Fair's Cigar Department Thought To Be First of Many Such Transactions to Follow—Announcement Made to That Effect.

CHICAGO, Aug. 4.—It long has been known that, in the larger cities at least, some department stores rent out single departments, protecting the firm name by exercising supervision over the character of merchandise sold by the concessionnaire. This, apparently, has provided the basis for a new policy inaugurated by Schulte Stores in taking over the cigar department of Fair department store here, and announcement that similar acquisitions are planned for each of the large cities. The cigar department of The Fair is one of the largest in Chicago, if not the largest in the middle west. Its yearly sales have been over a half million dollars. The news of the purchase greatly surprised the Chicago trade. The turnover will greatly effect many eastern and Tampa factories which for years have sold thousands of dollars' worth of cigars to The Fair.

Much in Evidence

The Blue Boar man is around, handing the boys $2. Everybody got busy and Blue Boars are now on the tops of all the cases.

Nina E. Baker, the Webster building cigar store owner, leaves shortly for a trip to California, where she will enjoy a well-earned vacation.

Sol M. Bernstein, head of Sol M. Bernstein & Co., accompanied by his family, is off to Atlantic City, where he will spend several weeks with Louis Cohen, president of the El Predomino Cigar Co. of Philadelphia.

Corina covers the billboards all over the city. "Puffs of smoke to ponder over—the last puff is not enough." This is how José Escalante & Co., of Tampa, who manufacture Corina cigars, talk to the consumers.

The R. & S. Smoke Shop at 55 East 18th St. shows a large and attractive El Javana cigar display.

Showing on all the store windows are signs featuring Camel, Chesterfield, Murad and Herbert Tareyton cigarettes.

Busy Somewhere

Have been asked to place Robert Brunton in the "lost, strayed or stolen" list. Where are you, Bobbie? Bob is general sales manager out here for the Falk Tobacco Co.

A Merchant's Affair

The Chicago Merchandise Fair is now on at the Coliseum. It will close August 11. It is strictly a merchants' show and only retailers and jobbers are admitted.

"Original"

The Ruhstrat-Christian Co. is going big with The Original Garcia 5 cent cigar. Large signs now appear in many of the store windows. R.-C. Co's Original Garcia is one of the leading 5 cent cigars here.

A new cigar store has opened at 4638 Cottage Grove Ave.

New Wholesale House

Hynes-McCarthy Co., 2100 Third Ave., Rock Island, Ill., is a new wholesale grocery house that has started business. It will feature in cigars six sizes of Virginia Lee, mild Havanas and the 5 cent Frat, both from the Wm. J. Seidenberg Corp. It will cover Moline, Davenport, Rock Island and surrounding territory.

Glowing Reports

Reports arrive telling how big Gonzalez Tales of Smoke are selling in the Rothenberg & Schloss retail stores in Kansas City. This long, slender Cuban smoker comes from the factory of Eduardo Gonzalez & Co., Tampa. It is also widely placed in the Chicago market.

Announcements say "45 cigarettes to a tin and that's why Velvet tobacco sells." At present Velvet is featured in the Chicago newspapers.

At the Sign of "United"

The United Stores all feature Pancho Arango, clear Havana; Recollection, mild Havana, and Ricoro, a Porto Rican blend. Large signs on all their windows call the smoker's attention to these three featured cigars.

The Buxbaum Co. of Milwaukee is having quite a run on the Gonzalez cigar, which is made in Tampa.

Jacob P. Brill of the Wm. J. Seidenberg Corp. is in Ohio this week, booking early Christmas orders for Pancho Arango and Virginia Lee cigars.

Featuring Van Dycks

The General Cigar Co., Inc., has started its newspaper campaign on the Van Dyck brand. The first ad was shown in last Sunday's paper. A quarter page featured Van Dyck, the "very choice." Van Dyck is very popular locally and the 10 cent, two for 25 cents and 15 cents straight sizes, are the big sellers.

Popper's Ace, in neat tin cans, with a glass cover, are seen on many counters. This brand, from E. Popper Co. of New York, is placed with the Chicago trade by Many-Blanc & Co.

Max Maier, the well-known New York leaf merchant, visited the Chicago factories this week.

In Good Demand

E. P. Oakes is around the Loop and he finds an increased call for Cressida, the E. H. Gato Cigar Co's Key West, clear Havana. Ryan & Raphael Cigar Co. is the local jobbers of the Cressida brand.

Doc Rosobro of the New York-Tampa Cigar Co. arrived and has left for Buffalo. While here he reported heavy sales all over his territory on Personality and Jenny Lind cigars.—H. L. H.

Army Orders Alhambras

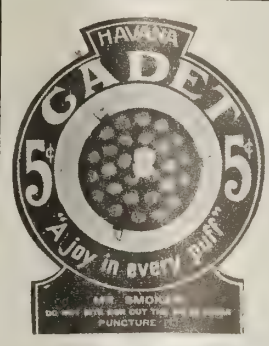
SAN FRANCISCO, Cal., Aug. 4.—H. L. Judell & Co. have secured the Southwest Cigar Co., of Dallas, Texas, as distributors for the Alhambra Manila brand. Incidentally the Judell firm received an order the other day for 100,000 Alhambras for the United States Army.

Florida and Georgia Growers Discuss Problems

About fifteen members of the Florida and Georgia Tobacco Growers' Association met at Quincy last Tuesday to discuss problems pertaining to the tobacco industry in the county with Dr. Wilmon Newell, director of the Agricultural Experiment Station at Gainesville; Dr. O. F. Burger, pathologist at the station, and Dr. W. B. Tisdale, in charge of the local tobacco experiment station.

The principal topic of discussion was the control of diseases peculiar to tobacco and the progress that has been made in the matter of seed selection to produce disease resistant plants. Dr. Tisdale has conducted som interesting experiments along this line that give promise of solving some of the problems confronting growers in this district.

The question of retaining permanently E. G. Beinhart, expert plant breeder, who has been working under direction of the association for the past two months was discussed, resulting in the passage of a resolution that the president and secretary endeavor to secure twenty men to underwrite a sum of money necessary to meet the salary. It is proposed to hold another meeting shortly to decide this matter.—*Gadsden Times.*





"A Joy in Every Puff"

HAVANA
Cadet
CORONA
5 CENTS



Havana Cadet as seen in the Sky and on Earth



GUARANTEED HAVANA FILLED. *IT HAS NO EQUAL*

Manufactured by

MANCHESTER CIGAR CO.

YORK, PA.

R N. PARIS
Sales Manager

"Made As Clean As the Bread You Eat"

Printers' ink and the sign man's paint are combining to make the Central Cigar Manufacturing Company's Manhattan Cigars one of the best-known brands in the Brooklyn division of the metropolitan market, says Willard Stanton, sales director of the Central Cigar Manufacturing Company's jobbing department.

Despite the fact that Manhattan cigars have only been locally distributed for a little more than two months, the Central Cigar Manufacturing Company has already secured better than a 50 per cent placement in the Brooklyn retail stores, and shortly after Labor Day the company expects to extend its jobbing efforts to include additional metropolitan territory in Harlem, the Bronx and Westchester county.

Much novel advertising material has been used to help to acquaint the cigar smokers of Brooklyn with the virtues of this really excellent brand of Sumatra wrapped, Havana filled cigar. In addition to some excellent billboard display work and car card advertising, the Central Cigar Manufacturing Company has been carrying on a direct-by-mail to the smoker campaign.



One of the Effective Advertising Signs of the Central Cigar Mfg. Co.

Modern Manufacturing Methods

An attractive folder describing and illustrating some of the manufacturing methods used in producing the excellent smoking qualities of Manhattan cigars has been mailed to more than 25,000 smokers and, judging from the repeat orders being received at the company's Canal street plant, the manufacturing slogan, "Made as clean as the bread you eat," has appealed to the taste of the veteran smoker.

In their letter to the smokers, the Central Cigar Manufacturing Company has extended a cordial invitation to visit their large modern factory at 505-511 Canal street, New York, where hundreds of thousands of cigars are being made daily under ideal factory conditions. Many smokers have already accepted the company's invitation and it is safe to say that every man who goes through the company's plant comes away a confirmed Manhattan enthusiast.

Manhattan cigars are referred to in the company's advertising as "The Smoke of New York," and no label perhaps better deserves the slogan. Made by one of New York's oldest and largest cigar manufacturers and named after Father Knickerbocker's favorite island, the Manhattan well deserves its title, and from present indications it won't be many months before Manhattan cigars are the "Smoke of New York" in name as well as in fact.

Perry Loewenthal

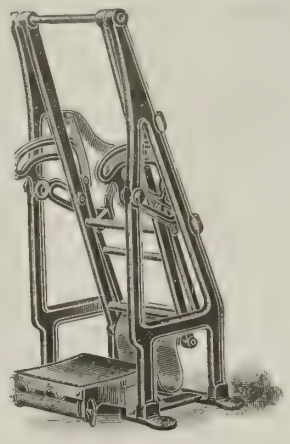
Perry Loewenthal, of P. Loewenthal & Co., passed away last week, a few days after being injured in an automobile accident.

Mr. Loewenthal had been in the leaf tobacco business thirty-five years with his father and brother previous to starting his own firm. Perry Loewenthal and his brother, Samuel L. Loewenthal, conducted the firm of P. & S. Loewenthal for more than thirty years at 138 Water street. They dissolved in 1910, Perry forming the firm of P. Loewenthal & Co., and his brother the firm of S. Loewenthal & Son.

Mr. Loewenthal leaves a wife, Bessie, a daughter, Minnie L. Sachs, of Philadelphia, now in Europe, and two sons, Harry P. and Adolph Loewenthal. Mr. Loewenthal was a member of Shakespere Lodge No. 750, F. & A. M., Congregation Rodeph Sholem and several charitable institutions. His home was at 349 Central Park West.

THE STANDARD BUNCH MACHINE

Will Cut Your Cost and Make Better Cigars



Patented

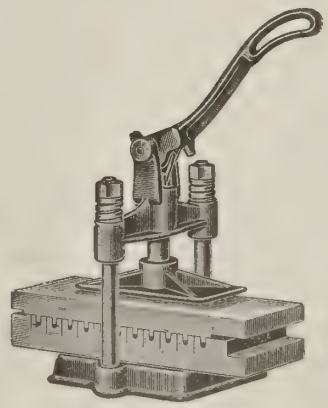
6,000,000 Cigars Daily

are made in the United States on the **Standard Bunch Machine.** Why not make yours on the machine that is used by the makers of the best and largest selling brands in the country. Put your cigars in the same class by using the **Standard Bunch Machine** which produces workmanship superior to hand work and makes a saving of 40% on Binders and 10% on Fillers.

Price $35.00 F. O. B. Detroit

Write us for particulars and free trial offer

THE STANDARD SHORT MOLD LEVER PRESS



Patented

Features No Other Press Has

When pressure is released, the handle will remain up and can be operated with one hand. With our specially hardened springs, this Press will give all molds a positively uniform pressing, taking care of variations of thickness of the molds, and pressing the entire length of the mold, insuring an even pressure to all the bunches. Our Press weighs but fifteen pounds and occupies less space than any other press on the market.

One Mold Size, Price $5.00 each
Two Mold Size, Price $6.50 each
Net F. O. B. Detroit.

Worthy of its name—STANDARD. Almost indestructible. Different in construction. The most pressing power with the least effort. Adjustable in a few seconds.

STANDARD BUNCH MACHINE CO.
3960 Chene Street
Detroit, Mich.

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

Mill-Factory and Main Office
NEW HAVEN, CONN.

-Salesrooms-

NEW YORK
25 W. 43rd St.

PHILADELPHIA
1215 Filbert St.

BOSTON
99 Chauncy St.

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NEW YORK, THURSDAY, AUGUST 9, 1923

AMERICA'S GRIEF AND HOPE

The nation mourns the death of its President, who by his character and quality of human sympathy had won for himself an intimate place in the lives of the people. His death, coming as the result of unceasing devotion to the great duty to which with modesty and solemn devotion he had given himself, leaves the country another heritage which will help it to carry on the fine spirit of American manhood on which the future must rest.

Some of the many splendid attributes of Warren G. Harding are set forth in the following proclamation issued by President Calvin Coolidge:

"By the President of the United States of America, a proclamation:

"To the people of the United States:

"In the inscrutable wisdom of divine providence, Warren Gamaliel Harding, 29th President of the United States, has been taken from us. The nation has lost a wise and enlightened statesman, and the American people a true friend and counsellor whose whole public life was inspired with the desire to promote the best interests of the United States and the welfare of all its citizens. His private life was marked by gentleness and brotherly sympathy, and by the charm of his personality he made friends of all who came in contact with him.

"It is meet that the deep grief which fills the hearts of the American people should find fitting expression.

"Now, therefore, I, Calvin Coolidge, President of the United States of America, do appoint Friday, next, August 10, the day on which the body of the dead President will be laid in its last earthly resting place as a day of mourning and prayer throughout the United States. I earnestly recommend the people to assemble on that day in their respective places of divine worship, there to bow down in submission to the will of Almighty God, and to pay out of full heart the homage and love and reverence to the memory of the great and good President whose death has sorely smitten the nation.

"In witness whereof, I have hereunto set my hand and caused the seal of the United States to be affixed.

"Done at the city of Washington, the fourth day of August, in the year of our Lord, one thousand nine hundred and twenty-three, and of the independence of the United States the one hundred and forty-eighth.

"CALVIN COOLIDGE.

"By the President,
"Charles E. Hughes,
"The White House,
"Washington, August 4, 1923."

While America's head is bowed with grief, its hope is centered in a new Chief Executive who has given many evidences of being safe and sane.

At his inauguration as President of the Massachusetts State Senate nine years ago, Calvin Coolidge couched his inaugural address in an even hundred words, which was a classic for brevity and clarity—a veritable *multum in parvo,* as follows:

"Do the day's work if it be to protect the rights of the weak; whoever objects, do it. If it be to help a powerful corporation better to serve the people, whatever the opposition, do that. Expect to be called a standpatter, but don't be a standpatter. Expect to be called a demagogue, but don't be a demagogue. Don't hesitate to be as revolutionary as science, don't hesitate to be as reactionary as the multiplication table. Don't expect to build up the weak by pulling down the strong. Don't hurry to legislate. Give administration a chance to catch up with legislation."

TOLD BY A TRAVELER

Usually in the smoking compartment of a Pullman car, there is an atmosphere of friendliness. Though haughtiness, testiness, diffidence and reluctance to make acquaintance may have been evident elsewhere on the train, the brotherhood of man soon is acknowledged at close quarters under the soothing influence of tobacco. Even the grouchy passenger hardly will consume a good cigar in frigid silence. Almost any excuse will serve to break the ice. Perfect strangers speak to each other. A conversation, commencing casually, may develop into an earnest discussion or an exchange of confidences as the train speeds on. To a chance companion in a smoking car, to a person he never saw before, a traveler freely may tell more than he would reveal to his brother-in-law. Such is human nature.

Experience warns the knowing smoker, when he goes on a railway journey, to obtain a good supply of smokes. At what stops he makes, he may not be able always to get his favorite brand. He remembers, too, that it is wise to be well provided. For, while traveling, a man generally smokes more than he does at home. Smoking relieves fatigue. It makes a long trip less tiresome. Cheerfulness is associated with tobacco smoke.

The nonchalant traveler squats on a cushioned seat in the smoking compartment and stays there, perhaps for hours. Solaced by cigar, cigarette or pipe, he may fume but he doesn't fret or show the irritation that nonsmokers often exhibit on a train. Enjoyment extracted from tobacco is an antidote to the poison of weariness.

As the hours pass, the click and whirr of hard driven wheels become monotonous. The motion of the rushing train is displeasing. The flitting view from the car window has less interest. In the main part of the Pullman, bored and disgusted men are grumbling to themselves or complaining to the porter. Tired, dejected, disinclined to read, unable to rest, dissatisfied, distressed, unwilling to ignore discomfort, they squirm and mutter. Inwardly they curse the wretched ride. Nervously they look at watches. They will continue to be peeved and worried until the journey is done.

In the smoking compartment, however, things are different. The place may be crowded but no one growls. Though the air is thick with smoke, ease is observed, contentment is seen. Good fellowship is disclosed. Each smoker is showing the sunshine side of his disposition. All desire to seem agreeable. Information is given. News of the day is discussed. Stories are told. Jokes are cracked. Ideas are expounded. Business is described. Opinions are compared. Personal history is related. Half a dozen conversations may go on at once. Or one person may have the floor. On occasion, the smoking compartment may be a forum in miniature. Absorbed in tobacco and talk, travelers are less likely to be irked by a railway journey. They are not so watchful of the flight of time. To many, the smoking compartment minimizes the discomfort of travel by rail.

The Pullman Company, which is not accused of overlooking opportunities to secure ample revenue, intended originally that the popular compartment should be, primarily, a place in which to "clean up." Combining the functions of lavatory and dressing room for male passengers and providing a spot where the porter could repose after midnight, the inclosure at one end of the car is only allotted incidentally to smokers. They can have the space when it is not requisioned for other uses.

In recent years, not many improvements have been made to the so-called standard sleeping cars. Despite the greatly increased number of travelers addicted to tobacco, the Pullman Company has not enlarged the accommodations it provides for those who smoke.

By people who may not be wild prophets, predictions are made, rather constantly, to the effect that most passenger travel will be by aeroplane, ten years from now. To those who live and thrive through railroad operation, the threat of prospective aerial competition is intimidating, especially when additional expenditures are suggested. Who could foresee, twenty-five years ago, the immensity of automobile business today? In less than twenty years, the "flivver" caused its manufacturer to become the richest man in the world. Between the tremendous use of the auto and the anticipated utilization of the aeroplane the railroads of the country are caught.

All over the land auto trucks have taken, and are taking, local freight traffic away from the railways.

Because of the number, speed, comfort, convenience, availability, utility and comparative cheapness of automobiles, the highways now are arteries of travel greater than the railroads. People motor everywhere.

Some little invention, tomorrow, may enable traffic to take air routes. Already it is conceded that the journey by aeroplane from New York to San Francisco can be made in a day.

If, in a few years, the Pullman car will be as obsolete as the horse-drawn buggy is at present, one can understand the disinclination of the Pullman Company to lengthen and improve its hotels on wheels.

But until the standard sleeping car is discarded, the smoking compartment in the Pullman will be occupied by travelers, although its furnishings and arrangements may remain unchanged.

A smoking compartment in a Pullman car is a temporary container generally filled with excellent samples of American citizenry. A shrewd politician declares that the quickest and surest way to ascertain or gauge public opinion in the United States is to take a railway trip across the country. "Remain in the smoker most of the time and listen attentively to what is said there." People who travel are representative and important. In off-hand or free and easy conversation, such as occurs in a smoking car, they are likely to say exactly what they think. They wouldn't be so definite or informative, if interviewed for publication.

In the smoking compartment, a manufacturer or merchant at times will find it advantageous to have good ears. Frequently he hears things that set him to thinking. By a chance remark, his attention might be attracted to a business opening of which he did not know previously.

A salesman, journeying from St. Paul to Seattle recently, happened to give a cigar to an entire stranger. The cigar, handed out unwittingly, started a talk that led up to a sale on which the salesman made a legitimate commission amounting to $1,650.

Another salesman, traveling between Portland and San Francisco, was not so fortunate. In the smoker, one morning, he unwisely explained, boastingly, that he had everything fixed to unload on a certain firm. Unknown to the salesman, a son of the head of that firm heard what was said. Son informed father, without

delay. Consequently, instead of "unloading" as he might have done, the only order the boastful salesman got was a gruff, firm order to get out and stay away.

Just how are hit upon or chosen the cigars that the Pullman Company sells to travelers on trains, an outsider might not dare to say. Often the brands offered undeniably are good. But sometimes the choice seems to be as odd as the names of coaches. The assortment is varied. Each time a different dining car is attached to a train, the buyer's opportunity to choose cigars appears to be confined to another selection.

Throughout the country cigarette smokers are supposed to outnumber by far the smokers of cigars. Yet the observer in the smoking compartment of a Pullman car almost anywhere would infer that cigar smokers were in the majority. Apparently men who smoke cigarettes chiefly and cigars occasionally prefer cigars on trains.

Incidentally, cigar manufacturers receive some advertising from travelers. In the smoking compartment, frequently, a man tells what his favorite smoke is. And he may be convincingly enthusiastic in describing the merits of the brand. Such word of mouth advertising is indeed good for the cigar manufacturer.

But the cigar industry doesn't get enough advertising. Either cigar manufacturers can't or don't avail themselves of opportunities that others use to seeming advantage. For instance, take the bill of fare. In the dining car and in numerous other places where meals are served, cigars and cigarettes may be sold yet no one says so, in print. On menu cards of hotels, restaurants and clubs, mineral waters are not mentioned indefinitely or collectively. The trade name, the brand of the beverage is set forth, often in fancy type. The bottler of the mineral water or the manufacturer of the other beverage gets advertising. He has his particular product brought prominently to the attention of habitues of clubs and patrons of swell hotels and restaurants. Possibly he isn't put to much, if any, expense for such publicity.

In the clubs, hotels and restaurants, cigar and cigarette sales may amount to much more than the receipts for mineral water and other kickless drinks. Yet, does the bill-of-fare enumerate and particularize the smokes one can buy in that dining room? Where do menu cards assist to advertise cigars and cigarettes?

IT'S A SMALL WORLD

What has happened to the American farmer in the matter of his wheat, corn, hay and hogs, is quite likely to happen to him in the matter of tobacco. For a great many years America had practically a monopoly on the production of this crop. Today nearly every country on earth grows it. A list of the producing countries would show tobacco to be cultivated as far north as Quebec and Stockholm and as far south as the Cape of Good Hope and Victoria. It is grown in countries widely differing in soil and climate, such as Sumatra and France and Cuba and Germany.

The tobacco plant is native to this continent, but its adaptability is such that it flourishes when introduced almost everywhere in the temperate zones. More of the crop can be produced than consumed, even with constant increases in consumption. The tobacco growers of this country discovered this when they produced 200,000,000 pounds more in 1920 than in 1919 and received $200,000,000 less for their crop. The result of this was that the 1922 crop was almost 500,000,000 pounds less and brought a much better price.

The Ohio, Wisconsin, Connecticut, Kentucky and Virginia grower is working in a market which is diminishing as more and more states and countries undertake cultivation of the plant. The tobacco price war which has been brought on in the British market by the importation of Virginia tobacco grown in British Africa probably is the forerunner of sharp competition in other markets of the world between tobacco producing countries. If tobacco responds in the degree indicated by the first efforts at cultivation in other countries, that day of keen competition evidently is not far distant.—*Dayton (O.) Journal.*

WHY RETAIL CLERKS MAKE GOOD

"I've had several salesmen in my employ for periods ranging from two to seven years," said a successful middle western tobacco dealer, "and these salesmen have all made good at my store in a big way. Recently, while noticing some statistics telling why tobacco clerks fail to make good, I decided to analyze these leading clerks of mine to see why they are successful.

"This is the result of my analysis:

"Forty per cent of their success I feel sure is due to their constant industry in waiting on customers, in arranging stock, etc.

"Twenty per cent of their success is due to the fact that they follow the instructions I give them and don't try to make me think they know more about running the store than I do.

"Fifteen per cent of their success, I feel certain, is due to constant tact and courtesy.

"Ten per cent of their success is due to the fact that they have confidence in themselves and in this establishment.

"Seven per cent of their success is due to the fact that they thoroughly know the goods they are handling.

"Four per cent of their success is due to the fact that they have kept alive and alert on the job.

"Four per cent of their success is due to the fact that they are enthusiastic about their work."

In Memoriam

Of Our Departed President

Warren Gamaliel Harding

Stern-Mendelsohn Co., Inc.

JEFFERSON LEAF TOBACCO Co
SPARTA, WIS.
Packers of
WISCONSIN TOBACCOS

Industrial Leaf Tobacco Co
INCORPORATED
Cigar Leaf Tobaccos
151 WATER STREET, NEW YORK

LA PLATA TOBACCO Co
SAN JUAN, PORTO RICO
Packers of
PORTO RICAN TOBACCOS

Tobacco Stocks

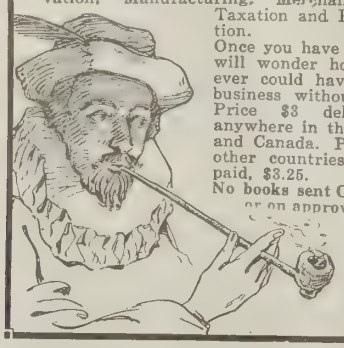
American Cigar
Amer. Machine & Foundry
Amer. Tob. Div. Scrip
Geo. W. Helme
MacAndrews & Forbes
Mengel Company
Porto Rican Am. Tob.
R. J. Reynolds "A"
Schulte Retail Stores
United Cigar Stores
U. S. Tobacco
Universal Leaf Tob.
J. S. Young

We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

Stone, Prosser & Doty
Specialists in Tobacco Stocks
52 William Street, N. Y.
Tel. Hanover 7728

TOBACCOLAND
By
CARL AVERY WERNER

EVERYTHING you need to know about tobacco and the tobacco business, is in this remarkable book. It covers the entire subject—History, Literature, Cultivation, Manufacturing, Merchandising, Taxation and Regulation.



Once you have it, you will wonder how you ever could have done business without it.
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THE TOBACCO LEAF PUB. CO., 140 Front St., New York

The Connecticut Valley Tobacco Ass'n, Inc
JOSEPH W. ALSOP, *Pres.*
FRED B. GRIFFIN, *Gen'l. Mgr.*
Headquarters:
225 State Street
Hartford, Conn.

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.	76	79
American Cigar Co. Pfd.	82	86
American Mach. & Fdy.	135	..
Bayuk Bros. Com.	51	53
Bayuk Bros. 2nd Pfd.	110	115
Bayuk Bros. 1st Pfd.	96	98
British-Amer. Tob. Co.	22½	22⅞
Eisenlohr & Bros., Com.	65	70
Eisenlohr & Bros. Pfd.	95	99
Geo. W. Helme Com., new	48	57
Geo. W. Helme Pfd.	111	114
Imperial Tobacco Co.	16½	17
International Cigar Mach.	50	60
J. S. Young Com.	100	106
J. S. Young Pfd.	100	106
Johnson Foil	80	90
MacAndrews & Forbes Com.	126	130
MacAndrews & Forbes Pfd.	94	98
Mengel Co. Com.	27	30
Metropolitan Tobacco	70	95
Patterson Bros.	7½	
Philip Morris	13	14⅛
Porto Rican A. T. Co.	70	85
Porto Rican A. T. Script	70	85
R. J. Reynolds "A"	120	123
Schulte Retail Stores	95	96
Schulte Retail Stores Pfd.	114½	118
Tobacco Prod. Export	3⅛	3¼
United Cigar Stores	175	195
Universal Leaf Com.	90	100
Universal Leaf Pfd.	90	93
United Profit-Sharing	5½	5⅞
U. S. Tobacco Com.	50	54
U. S. Tobacco Pfd.	105¼	108

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	133	136
American Snuff Pfd.	90	98
American Sumatra	18	20
American Sumatra Pfd.	40¼	49
American Tobacco	144½	146
American Tobacco "B"	144¼	145
American Tobacco Pfd.	102	102½
Consolidated Cigar	21½	22
Consolidated Cigar Pfd.	65	72
General Cigar	83	83½
General Cigar Deb. Pfd.	104	107
General Cigar Pfd.	106	108½
Liggett & Myers	192½	202
Liggett & Myers "B"	185	201
Liggett & Myers Pfd.	113	115
Lorillard, P.	154	158
Lorillard, P. Pfd.	113¾	114½
Tobacco Products	48⅝	49½
Tobacco Products Pfd.	109⅝	110
Tobacco Products "A"	79½	80⅜
United Cigar Pfd.	104	114
United Retail Stores	71½	74

Park & Tilford Control Passes to Schulte

Control of Park & Tilford, one of the oldest grocery distributing houses in New York, which had been held by Frank Tilford, president of the company, since 1906, was transferred last Thursday to David A. Schulte, president of Schulte Cigar Stores Co.

The Schulte organization already operates nearly 300 stores and now adds to its activities the big grocery business of Park & Tilford. The latter concern operates five large stores in New York and one at West End, N. J. It also manufactures candy and cigars, its business extending to all parts of the United States and to some extent in Europe.

Park & Tilford have an outstanding capital stock of $2,250,000 and an issue of $2,360,000 debenture sinking fund 6 per cent bonds, due June 1, 1936.

Company's New Officers

The new officers of the company are: David A. Schulte, president and chairman of the board; John A. Badenoch, vice-president and general manager; Gordon Stewart, vice-president; Edwin H. Koehler, vice-president and treasurer, and Udo M. Reinach, secretary. Mr. Reinach, at the Park & Tilford offices, issued the following statement from Mr. Tilford:

"I wish to announce that the control and management of Park & Tilford, which I have held since 1906, have been transferred to Mr. David A. Schulte, president of the Schulte Cigar Stores Co. I have long contemplated some such transfer in order that new energy and capital might be obtained, but I have consistently declined to act until it was my good fortune to receive a proposal from Mr. Schulte which resulted in the present arrangement.

"Mr. Schulte's success as a merchant and his extraordinary organizing ability—which I have learned to value through my relations with him extending over many years—assure me that I have found in him a worthy successor.

"The house of Park & Tilford was founded in 1840, and for more than eighty years has meant quality of merchandise and efficiency of service. It is now its good fortune to have found in Mr. Schulte a sponsor who promises not only to continue Park & Tilford's established policies, but greatly to extend the scope of the business.

"I shall continue to be identified with the company, and shall co-operate with the new management in its plans for the future."

Holding Company to List Stock

All stock of the Park & Tilford Co. will be held by a holding company, to be called Park & Tilford, Inc., and this new concern will issue 200,000 shares of common stock with no par value. Mr. Schulte has announced that this stock had been over-subscribed already by his friends and associates. Application will be made for listing it on the New York Stock Exchange within a few months.

Frank Tilford, president of Park & Tilford, will be chairman of the advisory board of the holding company. Other members of the board will be David A. Schulte, John A. Badenoch, Gordon Stewart, Charles E. Hotchkiss and Edwin H. Koehler. With the exception of Mr. Hotchkiss all these men hold executive positions in the Park & Tilford Co. This advisory board will consult with the board of directors on matters of policy.

Under the management of Mr. Schulte, who has developed a chain of 260 retail stores, doing an annual business of $30,000,000, Park & Tilford will open special shops where will be sold cigars, candy, perfume and toilet articles, basket fruits, tea, coffee and Park & Tilford package groceries. It is planned to establish three of these shops in New York City and about one hundred in the principal cities of the United States.

Besides these shops, which will be run under the direct supervision of Park & Tilford, agencies for their products will be given to high class retailers in cities of over 20,000 population. These agencies are to have special departments in their stores for the exclusive display of Park & Tilford goods.

Schulte Retail Stores Dividend

A stock dividend of $2 per share has been declared payable in preferred stock on September 1, 1923, to the common stockholders of record at the close of business August 15, 1923.

Griffin Co. Dividend

HARTFORD, Conn., July 30.—The board of directors of the Griffin Tobacco Co. has declared a dividend of 1¾ per cent on the preferred stock, payable Aug. 1, 1923, to stockholders of record at the close of business July 28, 1923.

Cigarette Paper "EL PINO"
In Reels, Reams or Books
MIQUEL y COSTAS & MIQUEL
BARCELONA, SPAIN
United States Branch, 59 Pearl Street, New York City

COMPANIA GENERAL DE TABACOS DE FILIPINAS
35 South William Street, New York
Owners of
LA FLOR DE LA ISABELA
Factory at Manila, P. I.
San Francisco Office, J. B. Havre & Co., 916 Kohl Building

CIGARETTE PAPERS
IN BOBBINS, REAMS AND BOOKLETS
ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS
MAX SPIEGEL & SONS CO., Inc., 54 Lispenard St., New York

Cable "Boasel," Buffalo
KEISER & BOASBERG
Packers of Leaf Tobacco
and
Importers of Havana
Offices: 173-175 Elm St., Buffalo, N. Y.

CEDAR CAN LININGS
PRESERVE THE AROMA OF FINE CIGARS
We Specialize in Cedar Linings for Cigar Cans
THE CEDAR PRODUCTS COMPANY
Philip L. Hans & Son Proprietors
76 MAIN STREET LONG ISLAND CITY, N. Y.
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Broome Street Pipe Works
Manufacturers and Repairers of
Meerschaum & Briar Pipes and Smokers' Articles
Repairing Our Specialty

346 BROOME ST. NEW YORK

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign.
Demand....$4.56 Cables....$4.56¼

FRANCE—Par 19.3 cents per franc.
Demand.... 5.69 Cables.... 5.69½

ITALY—Par 19.3 cents per lire.
Demand.... 4.30½ Cables.... 4.31

BELGIUM—Par 19.3 cents per franc.
Demand.... 4.52½ Cables.... 4.53

GERMANY—Par 23.8 cents per mark.
Demand.... .000020 Cables.... .000020

AUSTRIA—Par 20.3 cents per crown.
Demand... .0014⅛ Cables... .0014⅛

CZECHOSLOVAKIA—Par 20.3 cents per crown.
Demand.... 2.94 Cables.... 2.94

DENMARK—Par 26.8 cents per krone.
Demand....18.24 Cables....18.27

FINLAND—Par 19.3 cents per finmark.
Demand.... 2.76½ Cables.... 2.76½

GREECE—Par 19.3 cents per drachma.
Demand.... 1.79 Cables.... 1.82

HOLLAND—Par 40.2 cents per florin.
Demand....39.33 Cables....39.37

HUNGARY—Par 20.3 cents per crown.
Demand... .0060 Cables... .0060

NORWAY—Par 26.8 cents per krone.
Demand....16.24 Cables....16.27

POLAND—Par 23.8 cents per mark.
Demand... .00045 Cables... .00045

RUMANIA—Par 19.3 cents per leu.
Demand.... .50 Cables.... .50

SPAIN—Par 19.3 cents per peseta.
Demand....14.00 Cables....14.02

SWEDEN—Par 26.8 cents per krona.
Demand....26.65 Cables....26.68

SWITZERLAND—Par 19.3 cents per franc.
Demand....17.75 Cables....17.78

YUGOSLAVIA—Par 19.3 cents per dinar.
Demand.... 1.07 Cables.... 1.07

CHINA—Cents per silver dollar for Hong Kong; per tael for Shanghai and Peking.

Hongkong—
Demand....52.00 Cables....52.125

Peking—
Demand....72.625

Shanghai—
Demand....69.75 Cables....69.875

INDIA—Calcutta: Cents per rupee, nominally stabilized at one-tenth of a pound sterling.
Demand....30.48 Cables....30.60

PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.
Demand....49.25 Cables....49.50

JAVA—Par 40.2 cents per florin.
Demand....38.625

JAPAN—Par 49.8 cents per yen.
Demand....48.78 Cables....48.90

ARGENTINA—Par 42.44 cents per Argentina paper dollar.
Demand....38.50 Cables....38.60

BRAZIL—Par 32.45 cents per paper milreis.
Demand....10.15 Cables....10.20

CHILE—Par 36.5 cents per paper peso.
Demand....12.30 Cables....12.35

PERU—Par $4.8665 per pound.
Checks.... 4.20 Cables.... 4.21

URUGUAY—Par $1.0342 per gold peso.
Demand....75.72 Cables....76.07

MONTREAL—Par 100 cents per Canadian dollar.
Demand....97.75

New Wisconsin Corporations

INDEPENDENCE, Wis., Aug. 4.—The Independence Tobacco Warehouse Co. has been incorporated here by J. A. Markham, Joe Wolf and John Ruslegard, with a capital stock of $15,000.

* * *

GENOA, Wis., Aug. 4.—The Genoa Warehouse Corporation has been incorporated here by George Fleck, Joe Malin and Lawrence Woodhouse, with a capital stock of $15,000.

To Be Dissolved

INDIANAPOLIS, Ind., Aug. 4.—The Indianapolis Cigar Co. has filed a notice of dissolution.



In Perfect Condition
BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.
MADE BY
RACINE PAPER GOODS CO., Racine, Wis.

For Gentlemen of Good Taste
SAN FELICE
2 for 15c

Two Good CIGARS
EL VERSO
10c — 2 for 25c — 15c
The Deisel-Wemmer Co., Mfrs. :: :: Lima, O.

HEYWOOD, STRASSER & VOIGT LITHO. CO.
Manufacturers of High Grade
CIGAR BOX LABELS, BANDS and TRIMMINGS
Selling Representatives
ADOLPH FRANKAU & CO., INC. 129 Fifth Avenue, New York | B. B. B. CO. (CANADA), LTD. Montreal, Canada
Western Representatives
PAUL PIERSON 139 North Clark St., Chicago | ALBERT ABENHEIMER Windsor Hotel, Denver, Colo.

L. SCHMID & CO., Inc.
Importers of Sumatra Tobacco
138 WATER STREET NEW YORK

GUM TRAGACANTH
Special Grades for Cigar Manufacturers
PERFECT CIGAR GUM (Powder)
RICHO POWDERED GUM (3 Grades)
GENUINE SPANISH LICORICE (Powder & Extract)
RICHO LABEL PASTE (Powdered)
F.E.RICHARDSON & CO., 114 JOHN ST., NEW YORK, N.Y.

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SUMATRA and HAVANA TOBACCO
124 Maiden Lane (Nr. Water St.), N. Y. Phone John 3147

MANUS, MULLER & CO., Inc. Importers of SUMATRA and JAVA TOBACCO
152 WATER ST. (cor. Maiden Lane) NEW YORK

AN actual saving is always made where modern and efficient equipment is used.

The JOHNSON TOBACCO CURING FURNACE is guaranteed for five years. It makes better cures and saves in fuel cost as well as labor.

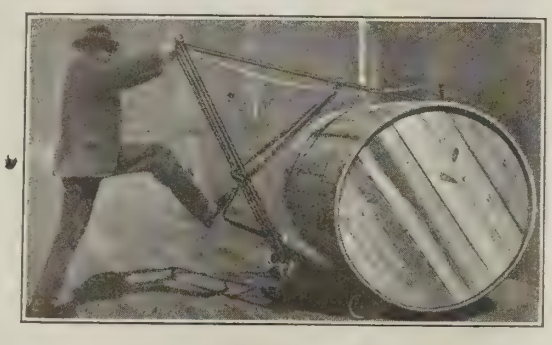
Southern Iron & Steel Corporation
Winston-Salem North Carolina

We will send a catalog on request.



"You pay for a furnace, whether you get it or not"

ONE-MAN TRUCK



Saves
Labor
Tobacco
Hogsheads
Floors

Users Throughout the World.

Sold Only by
WATKINS & HARVEY DANVILLE, VIRGINIA



To Cigar and Cigarro Manufacturers—
The only
SCRAP CUTTER
built for economical results and service

WHAT IT DOES
Cuts damp tobacco. Cuts 2500-3500 lbs. per day. Cuts uniform. Is adjustable to different sizes. Consumes little space and power.

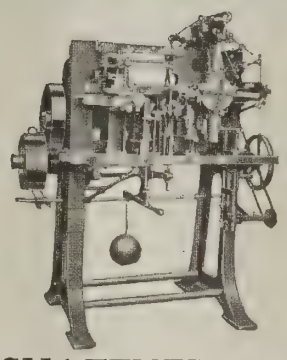
WHAT IT DOES NOT DO
Does not choke up.
Does not tear or drag the leaf.
Does not make over 1-10% dust.

Made in two sizes.

Himoff Tobacco Machine Co.
13th Street
LONG ISLAND CITY, N. Y.

CIGARETTE CUP MACHINE

USED BY ALL THE LARGE CIGARETTE FACTORIES



PLAIN CUPS

CUPS WITH PASTEBOARD BOTTOMS FOR SNUFF, &c.

BRIGGS-SHAFFNER COMPANY
Founders and Machinists *Machine Work of All Kinds*
WINSTON-SALEM, N. C.
Write for Prices

Up-State Trade Brisk and Collections Excellent

Each and Every One Busy, Up-State, Even the Hot Chair Club! —Help, Help, Help, Cry the Cigar Factory Folk! and the Dealers Shout for Goods!—Even Dun Admits Albany Trade Is Well-Done!—From Vermont Comes a President and a Salesman!—Johnny Ryan Introduces His Friend Marshall Field!—Natural Blooms Via Dearstyne's!—August O. K. for Cap'n Doylie!—Gen. Wood Has Trouble Enough!—Did Schulte Win Over the United?—Anyway, Schulte's Got P. & T. to Boss Now!

New York State
Capitol District
Rush-Week, 1923.

"Wait a minnit, wait a minnit!" implored Sam Ash, trying to wait on three customers with two hands, as the crowd surged into the wholesale and retail emporium o' Stubb & Ash, Inc. "Yuh should all mebbe think it I ain't even a centipede, understan' me, an' how should I 'tend to everyone right away, hey?"

"Take it easy, Sam, take it easy," admonished Jim Stubb, rolling up his sleeves to meet all comers—Firpo excepted. "You'll live longer with less temper and less money! Make 'em wait their turn—we got goods enough for everyone, I guess!"

"Mebbe we have, then again mebbe we haven't," worried Sam Ash, hurriedly glancing over the depleted stock room, "Never in all my life, y'understan', have I seen it such a rush for stuff as in this last week! What's the matter—is every smoker under contract to use more goods than these here factories can turn out, hey?"

Dun Says It's Being Done!

"All the shops are short handed, Sam," put in Jim Stubb, wandering back to the Hot Chair Club during a little lull. "Factories thruout the Capitol District want more help. And they can't get it! So the supply situation will very shortly be in war-day class, unless the boom busts!

"Why, this week, speaking of Albany business in general, the R. G. Dun Commercial Agency says the jobbing trade is excellent. Salesmen report the best business roundabout in months. Even collections are good—one traveler reporting $4,100 for the past week, which was a record for him."

Eddie Almost Knows Him!

"Yes, yest, trade is fine!" smiled Eddie Quebec, joy-jammer for the D. G. Quebec Cigar Company, Rutland and all points north, east, south and west, as he sauntered into the meeting of the Committee on Commerce. "Had a bang-up week on El Versos and San Felice. Never better!

"And let me tell you something. We're going to discontinue, in this territory anyway, the 1/10th packing of San Felice. Those big boxes don't fit into retailers' cases these days, while the display is bad—very bad. So it's 1/20ths hereafter, with the packets of ten going nicely during this vacation period.

"Speaking of vacations reminds me that our new President, Coolidge, belongs up in our Vermont country. His old home town, Plymouth, is only a few miles from our place. Big times for Vermont, as it is the very first President our State has had, notwithstanding his present allegiance is to Massachusetts."

See What Johnny Has Now!

"Well, my new allegiance is to the Marshall Field cigars," announced Johnny Ryan, spreading 'em out on the nearest case to the wholesale buyer. "Here in this vicinity we are distributing thru the Dearstyne Brothers Tobacco Company.

"And, so far, my sales have been wonderful, really wonderful. This is all brand new business, of course, but there is no doubt the cigar will duplicate like a sheet o' carbon! One of our many emplacements this week is at the Myron J. Canaday stands, in the Hotel Ten Eyck."

Blooming a la Nature!

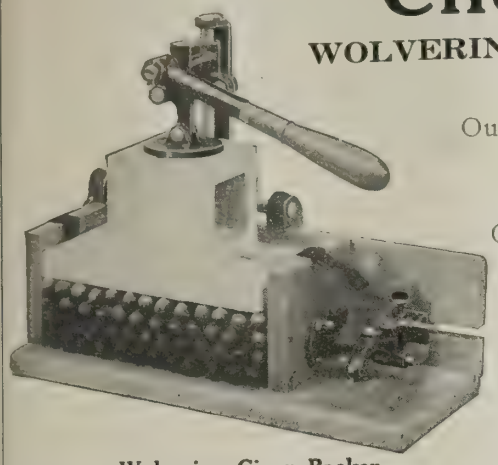
"Practically, we've covered the town," admitted Earl Goodrich, special-agent (not secret-service) o' the Dearstyne Brothers Tobacco Co., as he followed Ryan into the outskirts o' the Hot Chair Club. "Every dealer has now enjoyed the opportunity to buy the Marshall Field brand.

"So, in a quiet way, we are also selling the Natural Bloom. This is a recent line

RED EDGE WOVEN STANDARD WOVEN CABLE CORD VULCANIZED
CIGARETTE BELTS
Manufactured by
SOUTHERN ENDLESS BELT CO.
PETERSBURG, VA.

Chosen for their Merits

WOLVERINE CIGAR MACHINES have been selected by successful cigar manufacturers for obvious reasons



Wolverine Cigar Packer

Our Bunch Breakers Save Binders.
They increase production. They occupy little space.
They are well liked by operators.

Our Cigar Packers insure uniform packages.
They won't crack wrappers.
They are quicker and easier to operate.

INVESTIGATE! We Ship On Trial.

PULTE KORRECK MACHINE CO.
Grand Rapids, Mich.



Wolverine Bunch Breaker

for our cigar department, and we've made a big retail window display on our Broadway front this last week. There is quite a demand for this cigar in the downtown section, no doubt of that."

Busy? Very, Admits Cap'n Doylie!

"But the demand for our goods covers all sections," claimed Cap'n P. V. Doylie, king-pin o' the Liggett & Myers Tobacco Company's Capitol District cigaret rovers. "Especially is this true in the good ole summer time!

"For now, with the vacation resorts all rushed, the sale of Fatima and Chesterfield cigarets in all parts of this New York and Vermont territory is almost beyond belief. Our local sales and advertising department is doing the very best it can, but it is almost impossible to reach all parts of this vast vacation land during the lively month of August."

Does General Wood Know This?

"Busy times, no exceptions," nodded Edmund Kelly, the man who puts Manila cigars across the counters for Horace R. Kelly, importer and jobber. "Right now I've really got more territory to cover than six salesmen. Thirty-five cities, strung half-way across the continent, I've simply got to make this trip.

"And here is my stock sheet. Look at all these items of Filipino cigars! Some thousands, some millions! And they'll be quite cleaned out before I return, I bet you that! People want Manilas, and they're buying them in quantities large enough to make the domestic producers quite envious.

"Cheap Manilas are still numerous. But the demand is showing better every day for the nice sizes. In time to come I believe Manila will supply some of the best goods smoked in this country!"

Who Opened First—Schulte or United?

"Temporarily, though, Schulte and the United are supplying the demand," remarked Jim Stubb, getting up again to help Sam Ash with the one o'clock jam. "They appear to sell more Manila cigars than any other retailer, collectively and individually.

"And, now that they have just opened their two new Albany stores they're ready to dispose of even more Manilas—and others. But it's a peculiar question as to who deserves the credit for the first opening. Sure, Schulte is pretty well settled. But the United is doing business, too, except that their Columbia street corner window was not quite finished this week.

"In the Schulte store, at the Dearstyne former location, South Pearl and Division streets, the trade hasn't opened with the old time Dearstyne scramble, but it may develop a little later. Both stores are good shots, but secondary, of course, to the original Pearl street locations of the two corporations."

So Schulte Takes Over P. & T., Eh?

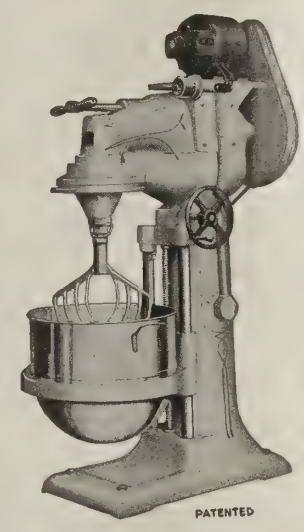
"Yeh, mebbe what yuh say is so—I don't know," admitted Sam Ash, still checking over shy items on the shelves o' stock. "But I do know that this here Schulte feller put over a classy deal, y'unnerstan', when he grabbed off Park & Tilford this week.

"And, in that connection, does that make the Albany Park & Tilford store of the Banfil Grocery Company, a Schulte branch? Ask Myron Higgins, the President o' Banfils, an' he laughs kinda funny. Does he think it's a joke or a loaded cigar—which?"—*The Smoker.*

No Tax Dodging

"H. E. Dunhill has been appointed managing director of Alfred Dunhill, Ltd., pipe manufacturer, etc., for five years at £4,000 per annum, plus 5 per cent upon net profits in excess of £30,000 in any one year" read an announcement of the admission to trading on the London Stock Exchange of the Dunhill shares. Not only is this an unusual corporate matter to make public, but it emphasizes the English frankness in business matters and undoubtedly the government revenue collectors will have little trouble "checking" Dunhill's tax return—*Wall Street Journal.*

READ 3 SPEED PASTE MIXER



Gum Trag, mixed on a READ, requires no straining at all. The thorough mixing action, which the READ gives, takes all lumps out of the batch.

These machines are used by the Otto Eisenlohr & Bro. Company for mixing all their cigar makers' paste.

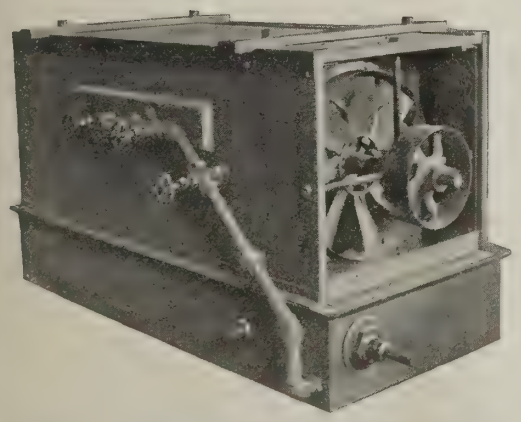
Write for further data

READ MACHINERY CO.
YORK, PA.

MIXING MACHINERY OF ALL KINDS

THE "EBULATOR SYSTEM" of AIR CONDITIONING HAS NO EQUAL

LET ME PROVE IT ON YOUR PREMISES



A Single Machine (This Type) Will Produce 80% Humidity in a Room of 100,000 Cubic Feet. Perfect Diffusion of Moisture Secured.

Individual Machines for Separate Rooms, or One Large Machine Serving Several Rooms Using Distributing Air Ducts.

THE CONNECTICUT VALLEY TOBACCO ASSN., INC.
225 STATE STREET, HARTFORD, CONN.

D. P. Gosline, June 13th, 1923.
6 Northampton St., Boston, Mass.

Dear Sir:
We have used your Ebulator System this past year, and in several of our warehouses, and we are highly pleased with them. I know of nothing at the present time in the moistening systems that can be compared with yours.
We probably will have to have something more in this line this season.
Yours very truly,
(Signed) THE CONNECTICUT VALLEY TOBACCO ASS'N., Inc.,
By Fred B. Griffin, Gen. Manager.

HAVE YOUR CHOICE

Every Installation Guaranteed

WATCH THIS AD

It will pay you to investigate

D. P. GOSLINE, Manufacturer
BOSTON 19, MASS.

ROHLIN'S PATENT PIPE CASE

An Imported Novelty — Also Most Practical

"A Clean Pipe in a Clean Pocket"

A case made of the finest rubber and lined at the bowl with an incombustible material—very handy and takes hardly any room in the pocket.

Sold extensively abroad and selling readily in this country.

Popular priced article affording excellent profit for retail trade and also in quantities for large distributers.

Sole Agents for the United States and Canada.

GROSVENOR NICHOLAS & CO.
Incorporated
60 Broad Street New York

HAVANA CIGARS

The Leader in All the World's Markets

ROMEO y JULIETA

U. S. REPRESENTATIVE
WM. T. TAYLOR, 50 E. 42nd St.

ROBERT E. LANE

Representing CIFUENTES, PEGO & CO., of Havana, Cuba

"PARTAGAS"

107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

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The Aristocrat of

Imported Cigars

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351 West 121st Street New York

Joseph F. Cullman, Jr., President Milton Samuels, Joseph Mendelsohn, Vice-Pres.
Chas. W. Duignan, Treas. Harry S. Rothschild, Sec'y

STERN-MENDELSOHN CO., Inc.

HAVANA & PORTO RICO TOBACCO

165 Front Street, New York
PACKING HOUSES: HAVANA, CUBA; CATANO, PORTO RICO

ERNEST ELLINGER & CO.

IMPORTERS OF
HAVANA LEAF

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Telephone M. 2368.
Cable "Fegrau."

Manuel Fernandez Grau.
Antonio R. Fernandez Grau.

FERNANDEZ GRAU Y HERMANO

Leaf Tobacco Dealers

Monte 116, Havana, Cuba

Large Stripping Plant, 199 Manrique St. Telephone M. 7643. General Offices, 199 Manrique St.

Cable Toranoco

TORAÑO & CO.

HAVANA LEAF TOBACCO PACKERS AND DEALERS

SPECIALISTS IN PARTIDO

Cable: Toranoco 53 Estrella Street Habana

IT PAYS TO HAVE UP-TO-DATE INFORMATION. READ TOBACCO

Havana Tobacco and Cigar Exports for Two Years

Figures showing the exportation and value of Havana tobacco and Havana cigars during the fiscal years 1921-1922 and 1922-1923, as compiled by *El Tobaco*, of Havana, Cuba:

	Bales	Value	Cigars	Value
1921				
July	26,789	$2,598,869	4,531,809	$565,901
August	20,116	1,824,633	4,636,329	545,466
September	25,056	2,331,648	4,521,122	537,513
October	32,060	2,397,692	7,188,045	867,534
November	26,736	1,783,693	6,406,560	796,340
December	21,148	1,531,616	4,357,965	544,304
1922				
January	32,543	2,343,658	4,115,800	515,049
February	28,849	1,686,889	5,961,371	672,989
March	38,691	2,746,499	9,209,587	1,037,096
April	27,252	1,810,928	7,794,939	889,934
May	25,151	1,652,264	6,487,469	737,641
June	25,375	1,645,182	7,235,137	828,424
Total	329,766	$24,353,571	72,446,133	$8,538,191
1922				
July	32,374	$2,059,619	8,451,545	$954,920
August	25,098	1,711,949	6,986,855	807,027
September	28,329	1,860,979	9,609,379	1,080,692
October	29,456	1,593,000	8,741,921	991,441
November	35,642	2,135.885	9,704,229	1,101,544
December	64,491	3,395,121	7,533,517	866,871
1923				
January	43,162	2,959,954	5,716,692	635,356
February	36,592	2,635,526	7,309,594	793,973
March	32,568	2,416,138	8,391,182	926,432
April	25,818	1,947,267	5,810,847	634,801
May	24,739	1,791,482	6,612,150	755,361
June	21,684	1,662,636	8,876,507	1,016,351
Total	391,953	$26,169,556	93,744,418	$10,564,769

From the above table, as compiled by *El Tabaco*, it will be seen that 62,187 more bales of tobacco were exported during the year ending July 30, 1923, than in 1922, with an increased value of $1,815,985 and 21,298,275 more cigars, with an increased value of $2,026,578. This exportation includes all foreign countries, as well as the United States.

Henry H. Abrams

Henry H. Abrams, widely known in cigar circles throughout the country, and for the past ten years Tampa correspondent of the *United States Tobacco Journal*, died last week at his residence at Tampa, Fla. He was recently engaged as a manufacturers' agent at Tampa, selling to the cigar manufacturers there a variety of goods needed in their operations, such as the bands and labels produced by the Heywood, Strasser & Voight Litho. Co., of New York.

Mr. Abrams was very devoted to his family, and his wife and daughter, Miss Dorothy Abrams, accompanied him on many trips to New York and elsewhere. Miss Abrams' betrothal was recently announced. Three brothers and three sisters living in Richmond also survive him.

AIXALA & CO.

Packers and Dealers of Havana Tobacco

ALSO PORTO RICAN TOBACCO

New York Office M. A. André 169 Front St.
Havana Office Corrales 6, 8 and 10

HINSDALE SMITH & CO.

Established 1840

Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco

125 Maiden Lane SPRINGFIELD, MASS. New York
Cable Address "Nargil" Telephone 901 John

Webster Cigars

STANDARD FOR OVER FIFTY YEARS

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

Key West Key Notes

KEY WEST, Aug. 4.—Tobacco exported to the British West Indies during March of this year is given at 55 pounds. This tobacco is listed under the name of bright flue cured tobacco and was valued at $54. Cuba received 45 pounds of plug tobacco from ports in Florida during the same month. Of cigars and cheroots, there were 2,000 sent to ports in the British West Indies and of cigarettes 245,000, which were valued at $999.

Of tobacco imported there were 468,178 pounds valued at $342,805. This tobacco was listed as for cigar wrappers, 89 pounds valued at $261; leaf tobacco, unstemmed, 224,307 pounds, valued at $191,448; cigar leaf tobacco stemmed, 113,857 pounds, valued at $116,631; and of other tobacco, 129,925 pounds, valued at $33,765. Of cigars 43 pounds were imported, valued at $273.

Exports Increasing Rapidly

The total exports of Florida for the month of March this year is given at $5,079,613. This is far in excess of the exports for the same month in 1922, at which time the report of the collector of customs for Florida showed that $3,031,518 worth of dutiable merchandise went to Cuba and ports in the South Atlantic.

In exports, Key West leads Florida. The amount of merchandise which went from here to ports south of us during March was $2,605,640, which is $829,165 in excess of that which went to the same ports during March, 1922. Pensacola ranks second. Pensacola sent $927,486 worth of merchandise during the same month. Jacksonville ranks third with $878,390; Tampa fourth with $387,830; Fernandina sent $115,005 worth of merchandise to Cuba, while Miami's exports increased from $73,380 in March, 1922, to $96,291 in March, 1923.

Pensacola Leads in Imports

Pensacola leads the state in imports. During March Pensacola imported $1,073,750 of dutiable goods. Other cities which imported dutiable merchandise from ports in Cuba and the West Indies are Key West, Tampa, Jacksonville, Miami, and St. Augustine. Jacksonville ranks second with $584,251; Tampa with $568,953; Key West, $208,737; Miami, $32,454, and St. Augustine with $369, making a total of $2,468,514 of dutiable merchandise received from Cuba and West Indian ports in one month of this year. This shows a decided increase compared to imports for the same month in 1922, when the total of merchandise received amounted to only $817,568.

New Key West Folder

The Chamber of Commerce has prepared and is issuing attractive folders describing the many charms of Key West. As the cigar factory industry is so closely associated with this city, the folder tells that "The principal industry in Key West is the cigar business. You who have had the exquisite pleasure of smoking a Key West cigar know that nowhere else in the world are cigars made as they are made in Key West.

"The Key West cigar is famous the world over. Thousands of times daily the request 'Give me a Key West cigar' is made throughout the country and in each instance the term 'Key West' is used as synonymous with 'Havana.' Other cigar manufacturing cities have been bidding and fighting for years to take the 'Clear Havana' factories away from Key West; they offer big inducements in land, buildings and money to get them because the cost of cigars made in a 'Spanish System' Clear Havana factory means so large a percentage in wages. Retaining these factories, establishing others, and success of making the best cigars on earth is not due to accident, but to the natural advantages we possess."

Cigars Manufactured in June

The number of cigars manufactured here during the month of June is given at 3,715,999, and of these Class C leads. Cigars of this grade were manufactured to the number of 2,590,378. Other classes and the number of each is given as follows: Class A, 586,750; Class B, 285,430; Class D, 229,941, and Class E, 23,500.

Revenue collected for the sale of stamps is given at $1,402.27.

Samuel Gilbert Here

Samuel Gilbert, president of the Webster Cigar Co., of Detroit, is visiting Water street this week.

To Open Store Shortly

WEST ALLIS, Wis., Aug. 4.—B. Wischer plans to open a cigar and tobacco store shortly at 6119 Greenfield street.

SOBRINOS DE A. GONZÁLEZ

HAVANA LEAF DEALERS

Industria 152-158
Habana, Cuba

P. O. Box 495 Cable ANTERO

LESLIE PANTIN & SON

Commission Merchant

LEAF TOBACCO and CIGARS

Virtudes 74, HAVANA, Cuba

TADEMA HAVANA CIGARS

ARGUELLES, LOPEZ & BRO.
MAKERS

GENERAL OFFICE AND FACTORY: TAMPA, FLA.

EASTERN OFFICE:
222 PEARL ST., NEW YORK

WAREHOUSE:
HAVANA, CUBA



Pablo L. Perez
Frank B. Strater

Cable: Palupe
Codes: A.B.C. 5th Ed.
Bentley's

PABLO L. PEREZ & COMPANY
Successors to
HAVANA TOBACCO STRIPPING CO.
LEAF TOBACCO

Telephone A-7914

Lealtad 110, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY

(S. en C.) ESTABLISHED 1873

GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO

Cable: "Cuetara" - - Figuras 28-30-32 Havana, Cuba

HIJOS DE DIEGO MONTERO

S. en C.

COMMISSION EXPORTERS

LEAF TOBACCO

DRAGONES 106-108 HAVANA, CUBA

M. ABELLA

PACKER AND LEAF DEALER IN

PARTIDO, SEMI VUELTA AND REMEDIOS

100 Galiano Street Habana, Cuba

Cable: Abella

ROCHE & GALVAN

Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

H. UPMANN

HABANA

H. UPMANN & CO.

ESTABLISHED 1844

Bankers and
Cigar Manufacturers

HAVANA, CUBA

CHAS. LANDAU, Agent, 35 Wall St. New York

A NEW PARK & TILFORD PRODUCT

"TILFORD CIGARS"

THESE CIGARS ARE MADE BY OURSELVES IN OUR NEW YORK FACTORY. In every respect they embody the PARK and TILFORD standard of quality and value.

This new departure has been made for the man who wants a FRAGRANT, VERY MILD AND FULL-FLAVORED CIGAR.

MADE IN SEVEN SIZES:

Tuxedos	10c	Perfectos	2 for 25c
Deliciosos	10c		
Londres	10c	Invincible Finos	2 for 25c
Club House	15c		
Invincibles	15c		

PARK & TILFORD

Glass Cigar Box Covers

Highest Quality - - Lowest Prices

Our Style D Suits the Purpose

100 .....15 cents each
250 .....14 " "
500 or more .....12 " "

Includes Printing on Glass or Metal.

Choice of Five Colors. Send for Sample.

GEBHARD MFG. CO.

Manufacturers

9-11 E. FAIRMOUNT AVENUE NEWARK, N. J.

Established 1867 Original Factory No. 1

The Standard Clear Havana Cigar Factory

Manufacturers of

La Flor de Sanchez & Haya

and

Ignacio Haya

Office & Factory: SANCHEZ & HAYA CO. 14th Ave. & 17th St., Tampa, Fla.

Distributors for Greater New York & New Jersey B. WASSERMAN CO. 77 Chambers St., New York City

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters OF

TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

Compañia de Abraham Haas

ESCOGIDAS SANCTI SPIRITUS LA VUELTA

Escogedor de Tabaco En Rama

SAN MIGUEL 85, HAVANA, CUBA Cable: Haas, Havana

CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Cable "Quinte" P. O. Box 602

WALTER SUTTER COMPANY

COMMISSION MERCHANTS—EXPORTERS

LEAF TOBACCO

VIRTUDES 129 HAVANA, CUBA

Cable "Hermdiehl" Tel. A. 3682

HERMANN DIEHL

GERVASIO 182, HABANA, CUBA

Diehl's Havana Tobacco Cable Code, $15.00

Commission Dealer and Exporter

Havana Leaf Tobacco of all kinds

STRIPPING PLANTS

Special attention given to American and Foreign Accounts

Cable "Nuco" P. O. Box 1985. Tel. A. 9067.

MENENDEZ, MENDEZ & CO.

Dealers in All Kinds of Havana Tobacco

Specialty—Remedios & Vuelta Abajo Tobaccos

SITIOS 11, HAVANA, CUBA

San Francisco Manila Trade Widening Rapidly

Big Pacific Coast Distributors Report Demand Growing by Leaps and Bounds—Pipe Trade Also Gaining Ground—Live Trade Topics.

San Francisco, Cal., Aug. 4.—The advertising of the Manila Ad. Agency is producing splendid results. Marx Bros., of San Francisco, national distributors for La Insular, are pleased to report that they find the field widening and the demand growing steadily and rapidly. While the sales of the five cent cigar are heavy, there is a growing patronage for cigars at higher prices by smokers who are particular. Marx Bros. have just landed a million cigars from the S. S. *Cleveland,* and will land two million more from another steamer just leaving San Francisco. The factory, they say, is running at full capacity, so that they find it possible to get enough of the La Insular cigars to supply the trade. Incidentally, the United Cigar Stores are putting in the La Insular cigars.

Similar testimony is given by H. L. Judell & Co., national distributors of the Alhambra. This company has constructed a fine new storage humidor—an immense cement box with temperature and moisture under perfect control—so that they can carry a supply of millions of cigars ready to meet any emergency of the trade, and can keep them in perfect condition and also ripen and improve them. They have recently added new agencies in the South, East, and the Northwest, and find repeat orders growing steadily.

The growth of the Manila trade in the West, strange as it may appear, has been slower than in the East; but the testimony of local dealers is that it is growing. K. Solmonson, a pushing dealer on Market street, recently told of his experience in displaying the Alhambra. He only took a few for a trial, and was surprised to find customers immediately calling for them and coming back regularly, some clients coming for some distance, because they did not know of a more convenient place to get them. So now he is ordering several thousand at a time, and finds there is a certain amount of trade that has a fixed preference for them.

The Merritt cigar store in Oakland also states that they have a good sale for the Fighting Bob, the Alhambra, the La Insular, and several other Manila brands. In the city of San Francisco the Manila preference seems to be well divided between Fighting Bob, La Insular, La Flor de la Isabela and La Flor de Intal, and one or two other brands that are gradually securing placement.

Another trade that seems to be gaining ground in the West is the pipe trade. A. Dallman, representing the Demuth factories in the western distribution, has been thoroughly over the territory, and states that he finds that instead of so often being stuck somewhere in a case, nearly every stand in the country now is taking special pains to give their pipe lines the best possible display, a certain indication that they find it pays. The Duro-bit line with regular bakelite mouthpiece is proving a wonderful seller.

A. Dallman is going East in a few days to visit the Demuth headquarters. He will spend several weeks circulating among the trade in the East, and will beat up the bushes on the way back with a fine line of Demuth pipes, and it will be an unlucky victim whom he does not catch.

Henry Marx has returned from his long trip East on behalf of the La Insular Manila cigar.

Mannie Cohn, the tireless hustler for the H. L. Judell Co., in the Sacramento territory, dropped in for a few days to visit his home firm, and hit the road again to renew his habit of bombarding the home office with orders.

H. H. Manly, of the American Cigar Co., is expected in any day to join Mannie Cohn and help hustle for the placement of the goods of the company.

The campaign of Adolph Judell promises to be a real one for Supervisor, as many friends are coming forward voluntarily who know well the intrinsic worth of the candidate.

The Boquet Cohn chain has added a new link. This time it is in the new Fox Theater building on Broadway in Oakland. Mr. Cohn has secured a long lease in this choice location, and fitted up a very attractive stand.

(*Continued on page* 36)

SELGAS & COMPANY

IMPORTERS & PACKERS

Havana & Porto Rico Tobacco

Warehouses: Havana—Consulado 138-140 Porto Rico—Manati

128 Water St. NEW YORK

STEFFENS, JONES and CO.

DOMESTIC LITHOGRAPHERS IMPORTED

STOCK LABELS AND STOCK BANDS

36 East 23d Street New York

OPTIMO

BEST OF THE BEST



BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

Tampa Tidings

TAMPA, Fla., Aug. 4.—Notwithstanding the prevailing high prices of tobacco, and the reported scarcity of the finer grades of filler and wrapper, the Tampa manufacturers are assured of sufficient to carry them through the season. The concerted efforts of the manufacturers individually, and the association, to show their customers that it is to their interest to begin placing their orders for fall and holiday stocks early, dividing their ultimate needs into parts, now, and in September, and finally early November, is bearing fruit; and is resulting in the unparalleled gains as shown in the monthly report of sales.

This method assures the dealers of fresh goods, well worked and made—the best workmanship possible. It also enables the manufacturers to anticipate the demand on them, and what is of vital importance, enables them to maintain a steady force of reliable workmen through the unusually dull season.

Formerly many workmen were laid off during the summer. Then the fall rush came on and the manufacturers would be taking on a force of new men and while these men would be in process of breaking in, learning new sizes and shapes, getting settled into those sizes and shapes they were most expert in making, much valuable time was lost and valuable tobacco wasted. Under those conditions, it was impossible to put out as polished a line of goods as desirable.

Dealers Now Co-operating With Manufacturers

There is also another and most important issue to be considered—the financial side as affecting the manufacturers, and the cost of doing business. They have to stock up, in any event, early with their season's supply of tobacco. Their capital is tied up, earning nothing, increasing their overhead cost of doing business, and this added to dearer tobacco and higher priced labor brings their profits near the vanishing point. The dealers are beginning to see this, and are co-operating with the manufacturers to their mutual advantage.

July Returns Show Gains

Tampa's Customs and Internal Revenue offices showed substantial gains for July over the same month of last year, according to figures announced for the month.

Customs House collections for July totaled $196,625.06, or an increase of $30,377.27 over $166,247.79, the total for July, 1922.

In the Internal Revenue office the total collections for July were $353,-656.43, an increase of $71,555.17 over July, 1922, and an increase of $22,220.28 over June, 1923.

Tobacco stamp sales equaled $348,-363.54, showing that 49,934,510 cigars left local factories for consumers during the month. The sales and cigars were divided as follows among the various classes:

	Stamp Sales	No. Cigars
Class A.....	$46,308.54	11,577,130
Class B.....	14,957.49	2,492,910
Class C.....	215,873.33	23,985,920
Class D.....	67,816.58	5,651,380
Class E.....	3,407.60	227,170
	$348,363.54	43,934,510

Havana Tourists Back

Sunday, July 29, saw J. J. French, general manager of Sanchez & Haya, A. L. Cuesta, Jr., and Mrs. Cuesta, Manuel Alvarez and Enrique Pendas returning from Havana. Mr. Cuesta reports that July gave them 38 per cent increase in output, over their best previous July. On Wednesday last Mr. and Mrs. Frank Sierra and Francisco Arango returned from Havana.

"Pancho" Gonzalez of Garcia & Vega has gone to Havana and will join Alvaro Garcia there.

Celestino Vega goes to Havana on the next boat. He also reports a steady increase in their output.

Harry Slavinski of the G & M has recently returned from New York and sails for Havana on the 9th.

Jorge Leon, recently returned from Havana, has gone on to New York. Business with San Martin & Leon Co. is also on the gain. They have just sent out the fourth shipment this year of cigars to China.

Mariano Alvarez, manager for A. Santaella & Co., has returned from New York, and reports that they, also, are booking orders for next winter's trade.

M. Trelles, a prominent manufacturer of the Crescent City, is visiting Tampa, en route home from Havana.

To Settle Tobacco Strike

WASHINGTON, D. C., Aug. 8.—The Bureau of Conciliation of the Department of Labor announced today that Jacob Tazelaar had been sent to help settle the strike of tobacco workers at the Jersey City, N. J., plant of the J. H. Reynolds Co.—LAMM.

CIGAR MANUFACTURERS ASSOCIATION OF TAMPA

Comprises All of the Leading and Representative Cigar Manufacturers in Tampa, Uniting in the Three-Fold Effort of:—

1st—Benefiting our members.

2nd—Maintaining the high standard of "Tampa" workmanship by seeing that our labor is justly treated.

3rd—Protecting the *dealer* and the *consumer* against unscrupulous methods of others by issuing to our Members the following "Identification" stamp:—



This stamp, on each box, is your guarantee that the goods are manufactured in Tampa—of "Tampa" Quality and Workmanship.

DEMAND IT

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.
Established 1873 Manufacturers New York

PERFECTO GARCIA
& BROS.
Manufacturers of
World's Finest Havana Cigars
Office
208 N. Wells St.
Chicago, Ill.
Factory
TAMPA, FLA.

R. LOPEZ TRUJILLO
Manufacturers of Clear Havana Cigars Exclusively
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Connecticut Valley Anticipating a Record Crop

Many Acres of New Stalk Crop Under Shingles—Priming of Shade-grown Progressing Favorably—Late Set Tobacco Going Strong—Windsor Field Day Successful.

HARTFORD, Conn., Aug. 4.—Favorable weather continues throughout the Valley. Tobacco is responding by making almost a phenomenal growth and today the crop as it now stands in the fields is a far better one than the Valley has produced for a great many years. The wildfire conditions that threatened early in the season checked its spread and does not threaten to injure the crop to any extent now. Occasionally a "calico top" has made its appearance, but these consist of only just three or four top leaves in most cases.

Growers have been following the topping very closely and are seen daily in the fields, as with the tops being left on during a heavy rain the danger of blowing down is great. In a blow-down, much tobacco becomes broken and is more or less damaged, but by removing the heavy tops the danger of tipping over during a rain is lessened and three or four days after the topping the plants seem to clinch themselves in the ground, thus making the danger of a blow-down considerably less.

Harvesting Started

The harvesting of the new stalk crop was started several days ago but was held up three or four days this week due to threatening weather, but the last couple of days has seen many acres safely under the shingles and out of harm. Priming of shade is well along and it won't be long before the first pickings will be sufficiently cured to take down. The help proposition is still a worry to most of the growers and wages are going to be "way up" during the harvest season.

Growers are inclined to top their crops down lower this season than in former years, as they feel that they cannot grow "tops" profitably with the present high cost of production. What the whole Valley needs most now, is favorable curing weather, to follow the excellent growing season and finish out the crop with the cure. Many will "fire" their sheds if the weather goes bad and "pole sweat" conditions start in. The late set tobacco is also taking its place in the race and "jumping" right along, and will be ready to harvest in early September.

Sampling New Tobacco

The work of sampling 1922 tobacco is progressing with the association and buyers are anxious to see the samples as fast as they are ready. Many sales of Broadleaf broken and fillers are being closed every day.

For the most part the tobacco is coming through the cases in a manner very pleasing to the members of the association, and while the Broadleaf growers have had a long wait for the sale of their tobacco, they feel that the old saying, "Good things come to those who wait," is now beginning to come true, and that the marketing plan of the association was their only salvation of getting a fair price for their crops.

From the inquiries received at the main office for Broadleaf, it is expected that as soon as this type of tobacco is ready for sampling, there will be a rush on, and that the entire holding of 1922 Broadleaf will be sold out quickly after the pools are opened. A few cases of the upper grades have been opened to see what the tobacco looked like and it appeared very fine, but not yet dried off enough to sample.

Aims of Association

In a recent address by President Alsop, he said that the aim of the association was to do five things. "We aim to fight speculation, to get a fair profit above growing costs, to insure against hail and fire losses, to sell when the market is ready, instead of flooding the market to everyone's disadvantage, and above all to stabilize the market."

Last Sunday night a fire was discovered in a 300-foot shed of primed shade belonging to Senator Pattison of Simsbury, Conn., which was destroyed, with the building, causing a loss of $30,000, which was covered by insurance. The burned crop was second primed Cuban shade grown tobacco. Although there were two watchmen in the building, the cause of the fire is not established.

Field Day at Windsor

Monday was field day at the Connecticut tobacco sub-station at Windsor, Conn., which is in charge of Director W. L. Slate, Jr., and the Connecticut Valley Tobacco Improvement Association, co-operating under the supervision of Research Director G. H. Chapman. About 350 tobacco growers from various parts of this state and Massachusetts gathered.

Guided by Mr. Slate and Dr. Chapman, who were assisted in their work by Dr. D. J. Jones of the New Haven station in charge of plant breeding, Professor C. M. Slagg of the federal department of tobacco investigation and County Agent Benjamin G. Southwick, the guests toured the fields where various experiments with the different grades and seeds are being made under varying fertilizing conditions.

The plants had just begun to take on a more imposing appearance, due to Saturday's rain. Prior to the storm, it was said, the plants had been rather pinched on account of the long dry spell.

Seed Selection

The primary and some of the second picking has already been done, it was said by Dr. Chapman. "When the crop has been completely harvested," he added, "which ought to be about the middle of September, data will be secured and seed selections will be made. The seed will be bagged to eliminate the possibility of crossing. Those growers who then know what sort of seed they wish will be able to obtain an ounce or so from us for planting next year."

Among the visitors were Dr. P. J. Anderson, director of the Massachusetts station; A. Stabler, general manager of the Porto Rico-American, and W. R. Israel, buyer for the same company.

(Continued on page 36)

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Tobacco Conditions in the South Carolina Belt

Auction Markets Opened August First—First Three Days' Sales Total Four Million Pounds—General Average Ten Per Cent Over Last Year—Many Markets Shake Off Shackles of Co-Operative Marketing.

MULLINS, S. C., Aug. 3.—As scheduled, the auction markets of the entire South Carolina Belt opened for business Wednesday. No stump speakers and politicians representing the auction people were present. None were needed. The farmers were on hand with their tobacco, which they desired to be sold for cash and not for promises. Just plain business men in the shape of buyers were present, representing all the tobacco companies. They were not versed in oratory and knew not the ethics of camouflaging. They came to do business and not to "make talk."

The sales opened as heretofore at 10 o'clock sharp—double sales being run. The writer has attended many of the opening sales in Mullins. He never saw the farmers any better pleased. No tags were turned. Heavy rains the day preceding held back many loads intended for the opening day, but they came the next day as the second and third days showed an increase in the pounds.

The first day's sales at Mullins were found to be 92,000 pounds. Fully 80 per cent of the offerings were primings. A few piles of good tobacco. These sold readily at from $42 to $64. The general average for the first day was $19.56. Last year's first day's average was $17.80. Some of the low common grades sold for 50 per cent higher than last year—others 25 per cent higher, others 10 per cent higher, others at the same as last year, making the general average about 10 per cent higher than last season.

At Dillon, Fairmont, & Other Points

In the afternoon we drove to Dillon, just a short distance from Mullins, and found the same conditions existing there—around 90,000 pounds sold. Getting in touch over the phone with Lake View, we found the two auction houses there had good receipts. They claimed to have sold it higher than Mullins.

At Fairmont, N. C., one of the five million pound markets of the South Carolina Belt, that draws a great deal of its trade from the famous Indian Swamp section, that always produces good tobacco, we found the two auction houses there had sold for the day 180,000 pounds. Much of the tobacco there was sold in "leaves" due to the scarcity of labor, but the sellers expressed themselves as well pleased.

Getting in touch with Nichols, Marion, Florence, Whiteville, Loris, Conway and other auction markets on this side of the Big Pee Dee, we found all of them reporting sales running from 10,000 to 90,000 pounds, the general average around the Mullins quotations—some of them a little lower, some a little higher. Summing up we found the average this side of the Big Pee Dee to be around $19.60.

On the Other Side of the Big Pee Dee

Our representative, returning from the other side of the Big Pee Dee over which Lake City is the "King Bee," reports the crop earlier in that section and for that reason many of the offerings were of the better grades. The general average, therefore, showed higher by around a dollar than in the "This side of the Pee Dee River section."

At Lake City on the first day around 190,000 pounds was sold. At Kingstree around 200,000 pounds. At Timmonsville, S. C., "blocked sales." Sales estimated there at 300,000 pounds.

Each Day Shows an Increase in the Auction Sales

To sum up, although the auction markets of the South Carolina Belt have been open at this writing only three days, yet each day shows an increase in the size of the receipts. A conservative survey of the three days brings the auction sales up to four million pounds.

We understand that although the co-operative people have been open since July 17 with full and plenty of managers, graders, circuit riders, clerks and the great army of men it takes to handle tobacco, yet their receipts have been very light.

We did not find the quality of the tobacco in the South Carolina Belt as good as we were led to believe it was. While much of it will be of good quality, yet not much in quality over last year. In quantity we estimate the production 25 per cent larger or around eighty million pounds.

Auction System Prevails

Right here we hear some one remark who is reading this article, "Well, Mr. Tobacco Farmer, you haven't said much about the co-ops." Did you catch, Mr. Reader, what we said about Timmonsville and Kingstree? About the "block sales" at one and the 200,000 pounds at the other?

Maybe you didn't know these two towns went solidly "co-ops" last season and closed up their auction houses good and tight? Well, they did. Why did they open their auction houses this season? Why did they on the very first day of their resurrection have "blocked sales" at one town and a fifth of a million at another? Is it necessary with this natural evidence in front of us to say anything further?

All the argument we could adduce from now until the crack of doom in favor of the auction system and how well it

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pleases the farmer could not be as effective as the fact that Timmonsville and Kingstree that went soldily co-op last year, led any markets in the state when they shook off the shackles of the co-ops and got back into the auction columns.—R. W. McFarland.

Danville Crop Showing Great Promise

Danville, Aug. 6.—Glowing reports have been received here by the tobacco interests on the prices which have been paid for the early primings on the South Carolina markets. In some instances the prices have been double what they were at the opening last year. The receipts have been heavy, except at such points where heavy rain has been experienced. Reports from officials of the co-operative marketing organization are also optimistic, though the receipts have been reported as light.

An International Problem

"Co-op" propaganda has assumed an international hue, and there has been some inveighing against the British Imperial Tobacco Co., from the Raleigh headquarters. This note has been struck in some of the meetings of the various locals of the Co-operative Marketing Association in this section.

"Freedom from the British yoke," is the tenor of some of the addresses which have been made and it has even been suggested that the British company be enjoined from doing business in this country. Incidentally, the company has not bought any tobacco from the pool, so it is reported, but in Danville it bought about 35 per cent of the crop sold in the open market here last year, when 28 million pounds was disposed of.

Farm Labor Scarce

The crop in this section is making excellent progress. Timely rains in just the right quantity have tended to develop tobacco in a way to bring new hopes to the farmer. A shortage in farm labor, however, is complained of considerably.—Tetley.

Virginia Tobacco Doing Well

Richmond, Va., Aug. 4.—Last week's rains were worth billions of dollars to the farmers of Virginia, in the opinion of Captain J. J. Owen, of the Department of Agriculture.

It appears that last week's rains were the best and most general throughout the State since early summer. As a rule the tobacco crop has been worked well and is in good growing condition. Most of the first planting has been worked for the last time. The effect of late planting will be largely overcome.

Cheering words now come from the tobacco growers, who were in such depressed spirits the early part of the summer. The acreage in the State is not so large as usual, but the production may yet be creditable, and high prices are expected. The opening in South Carolina has greatly buoyed the spirits of growers in other States.

Normal Prices Expected at Greenville

Greenville, N. C., Aug. 4.—It is just three weeks from the opening of the Greenville Tobacco Market. Everybody is busy with tobacco, looking forward to the day as being of vital importance regarding the prices which mean so much to the farmer. Promises of great prices are not made and only a good average price compared to other seasons can be expected.

With six big warehouses and triple sales, the market can handle more than it handled when it sold nearly 40,000,000 pounds. Gorman's warehouse, which last season was used by the Co-ops, will handle loose leaf this season as formerly. The Co-ops have bought land and are building a receiving house. They handled a comparatively small amount last season.

A Good Crop

Rains may have done some damage to the tobacco in July. There has been much rain and the leaf may be thinner than expected, with corresponding loss of texture. However, a good crop is here and if properly saved, the farmer will be buying more and more cars, perhaps. This means prosperity.

The acreage is estimated at from five to ten per cent above last year, with a better yield per acre. But for the hail and wind, which did great damage in some sections, about ten days ago, the crop is good. The damage from the hail storm is variously estimated at from $100,000 to $250,000; but the crop will be much larger than last year's.

While the general crop in this county is better than in the preceding period, that of many other counties in the Greenville market area is not so good. Pitt had the poorest crop of this section last year, owing to so much June rain. So the improvement of Pitt's crop this year over last year does not indicate a greater crop for the section.

There are also prospects that barn room for curing may be a factor in reducing the crop pounds. If warm, dry weather should prevail during the next few weeks, much tobacco would ripen too fast for handling, as has been the case before. A few years ago a quantity of fine tobacco was ruined on the stalks in the fields for lack of facilities for handling and curing.

Plants Ripen Slowly

Showers have been experienced every day for some time past and some tobacco has taken on second growth, while it is not ripening very fast. This is causing some slowness in curing, and may make the crop a little late. Big sales are not expected at the opening of the market. With the acreage little above that of last year the expected yield per acre is over 600 pounds. Last year's yield was

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not over 350. Pitt county's will be above the normal crop if good conditions continue, but there are many factors which may yet reduce the yield.—HENRY T. KING.

Dark Co-op Activities

HOPKINSVILLE, Ky., July 30.—The checks for the second payment to members of the Dark Tobacco Growers' Co-operative Association in the Dark Fired district of Kentucky and Tennessee have now all been mailed.

This distribution is approximately $4,500,000 and is 70 per cent of the initial advance made to the growers this year on their crops. There has been considerable complaint among the members because the payment was not equal at least to the first payment. But the officials felt that in order to adequately maintain their credit, especially in view of handling the 1923 crop, that it was the wise policy to stay within safe bounds as to making loans, and that the 70 per cent was all that was authorized at this time. This explanation was made to the members and most of them accepted it after understanding the circumstances.

Payment Welcomed

This payment has greatly relieved the farmers, and will increase business throughout the district. Each member of the association will get an amount in proportion to the number of pounds and grades he delivered to the association, while each locality will receive its pro rata part of the money. The business men welcome it as much as do the farmers, for it comes at a very opportune time when money is needed in farm work and to increase the general trade tone.

This completes the second distribution in the One Sucker, Stemming and Dark Fired districts. The Green River district has not yet had a distribution because of the comparatively small part of its crop which has been sold. The initial advances have exceeded the amount of sales in that district. But the sales of the Green River tobacco will start in August or September and the tobacco is expected to move rapidly, and just as soon as possible the members there will also receive their second payment.

Clifton Rhodes, manager of the Field Service division, reports the membership campaign in the One Sucker district to be achieving splendid results. Since May 22, when the campaign started, until now, a total of 3,137 new contracts have been taken in that district alone. The campaign will close finally on July 31, after which time no more contracts will be taken in the One Sucker district to control the 1923 crop.

Similar campaigns for members will be inaugurated in the Stemming and Dark Fired districts in the near future. Like in the One Sucker district, these drives will follow closely the making of the second payment to the members.

Growing Burley in Dark District

Considerable attention is being given this year to the growing of burley tobacco in this section, that is, considerable attention considering this is the heart of the famous Dark Fired section. So the question had been raised as to whether or not members who signed pledges to the Dark Tobacco Growers' Association, and who are now growing burley, would be required under their contracts to deliver it to the association. General Manager Hanratty says that they will be so required, saying: "The contract signed by our members covers all types of tobacco. There can be no question about this and we want this point cleared up before the delivery season opens."

The school district locals organized all over the dark district are maintaining a lively interest and activity, even though the weather has been hot and the pressure of farm work has been great. There are now nearly two hundred of these locals organized and they are holding their meetings regularly and with fine attendance. For instance, the Sinking Fork local, in Christian county, recently reported a meeting with forty-five of the fifty members in attendance. Others show up nearly as well and further indication of the interest is given by the frequent merging of two or more of the smaller locals so that the benefit of the increased numbers may be had.

Want None But Farmers on Guard

The tenor of the reports from the local meetings is good, showing the members keenly alive to existing conditions and free with suggestions to the end that the association may be improved and strengthened. They do not hesitate to recommend such changes in the manner of conducting the business as they see fit, among these being a reduction of salaries, having only bona fide farmers as directors, and some even going so far as to suggest that only farmers should be placed in the highest positions, suggestions as to the grading of the tobacco, how it should be handled, the amount of payments to be made, etc. But these are all to the end that the association may be made better and more satisfactory to its members.—M. E. BACON.

Buys Fancy Wrappers

Ernest Barnes, of the Barnes-Smith Co., of Binghampton, N. Y., visited the local leaf market early last week to inspect samples and make purchases.

In New Quarters

F. Garcia & Bro., cigar manufacturers of Tampa and New York, have moved their offices from 30 Warren street to 16 Hudson street, New York.

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Dark Tobacco Growers to Elect New Directors

HOPKINSVILLE, Ky., August 6.—Plans for holding the coming election of directors for the Dark Tobacco Growers' Co-Operative Association of Kentucky and Tennessee, have been perfected, and have been announced by the committee. This will be the first election of directors, and by them of offenders, since the association began to function last November.

Deep interest is being manifested by the membership, and the election promises to be productive of much activity among those seeking certain ends. Already this activity is apparent, and it is probable that several new faces will be seen when the new board comes together for the first time.

One thing which will naturally bring this about is the recent decision that no director can hold any other salaried job with the association. Some of the directors are now on the association payroll and, of course, are expected to give up their places as directors in favor of their salaried positions.

The various steps in the election will be held during September, but already the members are being advised as to just how it is all to be done, so that they may become thoroughly familiar with the plan and vote intelligently and for the man they want. Every possible precaution is being taken to safeguard the ballot and to protect it from those who may have designs upon it.

Mass conventions will be held in all counties in the Dark Tobacco district on September 5 to nominate candidates for district delegates. After being nominated, the names of these nominees will be printed on a ballot and mailed the following week to each grower member. This ballot is to be voted on or before September 22. On that day the polls will be open from 9 a. m. to 4 p. m. Also a ballot, in order to be counted, must bear the stamped name and address of the voter at the top. This is the address by which it is to be mailed to him. Or if a member goes to the polling place in person, he can there secure a ballot which will be provided at all the election precincts. This is a safeguard to prevent a possible tampering with the returns by voting in ballots which have been unduly secured or which are not honestly cast.

Each county will be permitted to name one delegate for each million pounds of tobacco of the 1922 crop delivered to the association, and for each majority fraction of a million pounds. This is exactly the same procedure as was followed last year in naming the first board of directors.

In addition to nominating the delegates, each county mass convention will also name four election officers to serve at each general voting place on September 22. These officers will have charge of the election and when the polls have closed will count the vote.

All ballots mailed to the grower shall contain twice the number of delegate nominees as are to be elected, and each member will vote for only half the number of names on his ballot.

The district delegates chosen at the election on September 22 will meet on September 24 in that county of the district which delivered the most tobacco to the association out of the 1922 crop, and at that meeting they will choose a director for the district.

The same plan in this respect will be followed in all of the twenty-three districts in the territory covered by the Dark Tobacco Association. Then in turn the new directors will meet at a date not yet announced and will select the full board of officers, from general manager down through the list, to serve for the ensuing year. The districting of the territory preparatory to these elections, has not yet been completed, but will be announced at an early date.

The next meeting of the present board of directors will be held at Hopkinsville on August 14. This will be the first regular meeting of the board held here in some time, as the directors have been meeting at various points throughout the dark tobacco territory, to get into closer touch with the people and to familiarize themselves at first hand with local conditions.

At the meeting here, some drastic changes will probably be proposed, among which will be a scheme to divide the present Dark Fired district into two separate and distinct sections. As it is now, the Clarksville, Hopkinsville and Springfield sections are in the same pool with the Western District. The former sections produce a higher grade of tobacco which sells more readily and at better prices than that west of the Tennessee River. This is responsible for the agitation for a division which is being pushed by the eastern part of the territory.

Those urging a division claim that it is unreasonable that their money should be held back because of the slower sales in the Western district, and that when a payment is made the amount is reduced because of having to share it with the less favored district. This was brought up at the July directors' meeting held in Clarksville but was deferred for definite action, and the argument over it promises to be prolonged.

There is also a demand from some sources for a realignment of the duties of the various officials, especially the general manager. Those favoring this change want the general manager to have full authority in practically every respect, such as sales, contracts, the receiving and handling of tobacco, the hiring and dismissal of employees, etc.

The opening gun in the Green River drive will be fired in Crittenden county on August 14 and 15, and will be followed with vigorous work in Webster county on August 16 and 17, in Union county on August 21 and 22, in Henderson county on August 28 and 29, and in Hopkins county on August 23 and 24. The co-operation of the bankers, business, and professional men, will be asked in these campaigns and is expected to be given.

The drive in the One Sucker district, which closed finally so far as the 1923 crop is concerned, on July 31, was an even greater success than was expected. Complete figures are not yet to hand, some of the counties not having sent in their final reports, but the number of signers to-date is approximately 5,000 and the acreage is about 13,000. This is regarded as splendid, and indicative of the feeling of the people generally, after watching the work of the association through its first year. The same favorable sentiment is expected to be met in the other sections of the dark tobacco district, and a great increase in the association membership is anticipated.—M. E. BACON.

New Wendell Corporation

WENDELL, N. C., Aug. 4.—A. C. Monk & Co., Inc., have been operating the stemmery and redrying plant here for the past five years, as a branch of the Farmville, N. C., head office, under the management of J. J. Henderson. Their business has grown very rapidly under the careful and capable management of Mr. Henderson, the many friends of whom will be glad to learn that the Monk-Henderson Tobacco Co. of Wendell, N. C., is being incorporated, and has purchased the Wendell branch of the Farmville incorporation, and that Mr. Henderson will be half owner and general manager.

The Farmville incorporation will continue their interest in the new Wendell incorporation. These people are large buyers and redriers for many large manufacturers, as well as exporters of large quantities of tobacco to several European countries, and keep one or more representatives there during the heavy exporting seasons, thus keeping in close touch with actual conditions abroad in connection with their trade. The new incorporation is making arrangements to handle over a million pounds of tobacco this season and will have buyers on many of the North and South Carolina markets.—J. C. COLLINS, Secretary, Wendell Tobacco Board of Trade.

Opens Cigar Store

SHORLEY, Ind., Aug. 4.—Fred Masters has opened a cigar store here.



Novelty Smoker's Outfits

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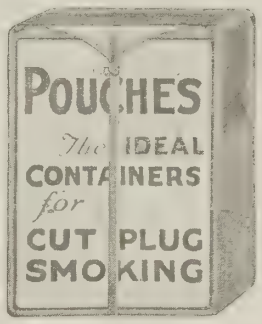
The Monkey's tail clips the end of your cigar.
A Lamppost holds the match box.
Two additional ash trays on the large tray.
Entire outfit made of solid spun brass, nickel plated or polished. Highest grade workmanship thruout. Also the same in mounted tray stands.

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Tape Pouches that are self-reducing to fit contents down to the last pipeful. The Smoker appreciates it. A size and color for every idea and attractively printed.

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THROUGH ANY
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Unexcelled Facilities for Handling All Grades of Leaf Strips, Scraps and Stems
WRAPPERS A SPECIALTY CORRESPONDENCE SOLICITED
Samples on application DANVILLE, VIRGINIA, U. S. A.

Louisville Tobacco Market Reports

LOUISVILLE, Ky., Aug. 4.—The Louisville Tobacco Board of Trade makes the following report on the hogshead leaf transaction:

Tobacco Sales for the Week and Year to August 4

Warehouses	Week: Auction sales	Week: Private sales	Week: Total for week	Year Jan. 1, to date
Turner	....	....	....	792
Kentucky	....	18	18	6,732
Main Street	....	....	....	2,686
Planters-Farmers	....	127	127	8,491
New Tenth Street	....	82	82	3,374
Louisville	....	....	....	4,102
	....	227	227	26,177
Year 1922			1,009	48,865
Year 1921			1,272	43,622
Year 1920			467	34,401

Classifications of This Week's Sales

	Old Crops	1922 Crop	Total
Burley	165	....	165
Dark	62	....	62
	227	....	227

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	8,729	14,673	23,402
Dark	2,210	565	2,775
	10,939	15,238	26,177

Classification of Sales to Same Date in

	1922	1921	1920
Burley	45,701	40,575	32,786
Dark	3,164	3,047	1,615
	48,865	43,622	34,401

Comparisons with Previous Years

	1923	1922	1921
Sales—			
Total sales of new crop to date	19,760	14,835	35,538
Sales of new crop to date. Original inspection	16,029	12,324	29,158
Rejections—			
Rejections This Week:			
Barley	.....	.....	.....
Dark	.....	.....	.....
Total	.....	249	349
Percentage of Rejections to Auction Sales:			
Burley	.....	.....	.....
Dark	.....	.....	.....
Total	.....	37	32
Rejections, Jan. 1 to Date:			
Burley	5,227	.....	.....
Dark	496	.....	.....
Total	5,723	10,194	9,514
Receipts—			
Receipts this week	201	720	1,270
Receipts, Jan. 1 to date	18,804	29,501	35,972

Monthly Report

Tobacco Sales for the Month and Year to July 31

Warehouses	Month: Auction Sales	Month: Private Sales	Month: Total for Month	Year Jan. 1, to Date
Turner	...	...	...	792
Kentucky	178	23	201	6,714
Main Street	87	...	87	2,686
Planters-Farmers	320	38	358	8,364
New Tenth Street	76	178	254	3,292
Louisville	...	...	...	4,102
	661	239	900	25,950
Year 1922			3,302	47,856
Year 1921			4,211	42,350
Year 1920			1,469	33,934

Classifications of This Month's Sales

	Old Crops	1922 Crop	Total
Burley	530	13	543
Dark	350	7	357
	880	20	900

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	8,564	14,673	23,237
Dark	2,148	565	2,713
	10,712	15,238	25,950

Classification of Sales to Same Date in

	1922	1921	1920
Burley	44,918	39,530	32,347
Dark	2,938	2,820	1,587
	47,856	42,350	33,934

Comparisons With Previous Years

	1923	1922	1921
Sales—			
Total sales of new crop to date	19,760	14,784	34,509
Sales of new crop to date. Original inspection	16,029	12,281	28,406
Rejections—			
Rejections This Month:			
Burley	180	.....	.....
Dark	90	.....	.....
Total	270	539	1,254
Percentage of Rejections to Auction Sales:			
Burley	36	.....	.....
Dark	54	.....	.....
Total	41	25	31
Rejections, Jan. 1 to Date:			
Burley	5,227	.....	.....
Dark	496	.....	.....
Total	5,723	9,945	9,165
Receipts—			
Receipts this month	1,026	1,867	4,797
Receipts, Jan. 1 to date	18,720	28,939	34,907

Stock Report

Receipts, Deliveries and Stocks for the Month and Year to July 31

Warehouse	Receipts During Month	Deliveries During Month	Receipts Jan. 1 to Date	Deliveries Jan. 1 to Date	Stocks This Date
Turner	...	8	630	870	148
Kentucky and Louisville	222	206	4,878	5,545	2,653
Main Street	60	48	1,700	2,167	94
Planters-Farmers	488	380	6,247	6,357	2,919
New Tenth St.	256	107	2,505	2,246	1,270
Louisville	...	...	2,760	2,809	...
	1,026	749	18,720	19,994	7,084
Year 1922	1,867	2,749	28,939	34,134	12,090
Year 1921	4,797	2,644	34,907	29,682	19,174
Year 1920	2,000	1,065	26,360	28,429	13,673

Official Quotations at Louisville, August 3, 1923

	Burley: Dark Red	Burley: Bright Red	Burley: Colory	Dark Manufacturing
Trash (green or mixed)	7 to 8	8 to 9	9 to 11	3½ to 4½
Trash (sound)	10 to 12	12 to 14	15 to 17	4½ to 5½
Common Lugs	12 to 14	14 to 16	18 to 20	5½ to 6½
Medium Lugs	15 to 16	16 to 18	20 to 22	6 to 7
Good Lugs	18 to 20	20 to 22	22 to 25	7 to 8
Common Leaf (short)	12 to 14	14 to 16	18 to 20	8 to 10
Common Leaf	15 to 17	18 to 20	22 to 25	10 to 12
Medium Leaf	22 to 24	24 to 26	27 to 30	14 to 16
Good Leaf	26 to 30	30 to 32	32 to 35	18 to 20
Fine and Selections	35 to 40	40 to 42	42 to 49½	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

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Leiber's—Bentley's

All Grades Kentucky-Tennessee and Virginia-Carolina Leaf, Strips, Scraps and Stems.

Paducah Prospects

PADUCAH, Ky., Aug. 4.—Practically all of the 1922 crop of loose tobacco has now been delivered. Deliveries during the past week have been just a scattering load occasionally that amounted to very little. Weather conditions have been very favorable for the handling of loose tobacco and if there is any left in farmers' hands it is so little that it will not affect the total receipts. Enough has been delivered for us to make a report of the '22 crop which fell a little below our estimate of 90 million pounds for the western district.

Sales Light in All Grades

There has been considerable inquiry during the past week for lugs of all grades and a few small sales have been made, but the stocks of lugs are so small that transactions were of little importance. Prices, though, have stiffened up on the low and common grades materially, but they are practically exhausted and have been for some time. There have also been some small sales of leaf, of low and common grades, at prices ranging from 12 to 20 cents, but sales have been light in all grades.

Ideal Weather for Crop

The weather for the past week has been ideal for the growing crop and farmers generally have the crop in fine shape. The growth of the plants never was better. They are stocky and heavy, and will make a heavy yield and good quality if weather conditions continue favorable and farmers continue the cultivation and care of their crop from now on until the crop is harvested and cured.

Light rains have been scattered over the district, which is just what the crop needs, and we are hoping for a continuation of good weather conditions. It is to be hoped that farmers will use care with their crop and let it get thoroughly ripe and cut it at the proper time and cure it properly. If this is done we have a chance of making one of the best crops that was ever grown in this district.—W. B. KENNEDY.

James M. Couts

SPRINGFIELD, Tenn., Aug. 4.—James M. Couts, prominent Springfield tobacco man, passed into the great beyond last Wednesday. Death followed a stroke of paralysis. He was making minor repairs on his automobile when stricken. He was a member of the board of directors of the Springfield Bank and served as vice-president of that institution for a number of years.

In 1914 Mr. Couts formed a partnership with W. H. Simmons. This concern, operating under the name of W. H. Simmons & Co., one of the largest buying concerns in the dark district. They operate plants at Springfield, Hopkinsville, Clarksville, Russellville, Greenbrier and other points. This firm also operates the Farmers Warehouse Company and a loose leaf sales floor in Springfield.

Morocco Tobacco Monopoly Reports Progress

WASHINGTON, D. C., Aug. 8.—Sales effected by the Tobacco Monopoly in Morocco (*Societe International de Regie Cointeressee du Tabac au Maroc*), during 1922, amounted to 3,366,866 pounds as compared with 3,262,600 pounds in 1921, according to information received from Commercial Attache Chester Lloyd Jones at Paris.

The receipts of the monopoly during 1923 were 18,265,808 francs, of which 5 per cent, or 913,290 francs, was carried over into the special reserve and 12,787,014 francs were paid over to the Moroccan Government, in accordance with the terms of the agreement of 1910, when the corporation was given the monopoly rights. A dividend of 152 francs per share was paid to stockholders. The net revenue of the corporation during the year 1922 was fixed at 193,542 francs.—LAMM.

Owensboro Outlook

OWENSBORO, Ky., Aug. 4.—While we have had no general rain during the week, there have been local showers which have reached nearly all parts of the district. This condition, together with warm weather, has been beneficial to the tobacco crop, and I am pleased to report the outlook fair at this time.—J. S. PHELON.

Crop Makes Good Showing

SWEETWATER, Tenn., Aug. 4.—An inspection of the tobacco crop of Monroe county was made last week by a party of tobacco buyers, under the direction of the county agents. Several sections of the county were visited and the buyers declared that the crops are among the best that they have found in east Tennessee.

New Fleck President

READING, Pa., Aug. 4.—David A. Sulkis has been elected president of the Fleck Cigar Co., of this city. Mr. Sulkis has been associated with the Fleck Cigar Co. for about fourteen years, having started with the firm as a traveling salesman. In this role he became well and favorably known in the trade and built up a substantial following on his company's brand, the Rose-O-Cuba cigar.

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Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
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Especially adapted for Chewing Tobacco
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GREENEVILLE, TENN.
Latest Proctor System

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No matter what the wrapper may be—Sumatra, Havana, or Connecticut shade-grown—unless the cigar has the right Tobacco in the filler it will not satisfy the discriminating smoker.

No longer is it necessary for a manufacturer to misbrand his product as "A Mild Havana" for the smoking public is gradually realizing that the ideal, mild, fragrant cigar which it has learned to enjoy invariably contains Porto Rican Tobacco either exclusively or blended with other high grade Tobacco in the filler.

This year the crop of this Island is of almost uniform excellence while that grown on the uplands of the interior is said by experts to equal in quality the Tobacco grown in any part of the world.

Manufacturers who have studied the taste of the average American smoker are using Porto Rican Tobacco in their cigars and reaping the reward in their popularity—if you happen to be one of the few who don't, now is the time to start, for

This Year It's Porto Rican Tobacco

If it hasn't the White Stamp it's not Pure Porto Rican Tobacco

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Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Orizaba —*Aug. 1*

	Cases
Park & Tilford	12
B. Wasserman Co.	9
Grosvenor Nicholas & Co.	8
R. J. Siedenburg & Co.	5
Esterbrook & Eaton	7
Faber, Coe, & Gregg, Inc.	31
Reymer & Bros (Pittsburgh)	6
General Cigar Co.	2
J. T. Woodhouse & Co.	3
Duncan & Moorhead	3
United Cigar Stores Co.	3
Charles & Co.	7
S. S. Pierce Co.	3
G. S. Nicholas & Son	1
American Match Co.	1
Hensel, Bruckman, & Lorbacher	1

Tobacco from Cuba

S. S. Orizaba —*Aug. 1*

	Bales
J. Bernheim & Son	300
H. Duys & Co.	25
S. Rossin & Sons	107
Max Schwarz	98
E. R. Cordero & Co.	10
B. Martinez	10
	Barrels
American Cigar Co.	72
J. Klorfein	75
Singer & Mayer	20
H. Duys & Co.	2
Congress Cigar Co.	17
S. Rossin & Sons	46
Waitt & Bond	180
Lichtenstein Bros.	61
W. K. Gresh & Sons	10
S. Ruppin, Inc.	50
	Packs
J. Bernheim & Son	145
Congress Cigar Co.	467
G. H. P. Cigar Co.	92
Bayuk Cigars, Inc.	47
N. Y. & Cuba Mail S. S. Co.	34
S. Rossin & Sons	11

Cigars from Porto Rico

S. S. Ponce —*Aug. 1*

	Cases
Porto-Rican American Tob. Co.	111
United Cigar Stores Co.	42
Royal Bank of Canada	2
A. Moss	3

Cigarettes from Porto Rico

S. S. Ponce *Aug. 1*

Porto Rican American Tob. Co....2 cases

Tobacco from Porto Rico

S. S. Helen *Aug. 1*

H. Rosenberg .....39 bales
A. Philippi .....32 barrels

S. S. Ponce —*Aug. 1*

	Bales
J. B. Lichtenstein & Co.	40
American Cigar Co.	1,838
M. A. Andre	12
Max Gans' Sons	14
Hamburger Bros. & Co.	53
Pedro Costa	30
Stern-Mendelsohn Co.	16
G. H. P. Cigar Co.	50
M. Winter & Co.	5
J. Marqusee & Son	15
Leo Hirsch	19
New York & Porto Rico S. S. Co.	1
	Barrels
American Sumatra Tob. Co.	442
Durlach Bros.	112
Ruthenburg, Derizanz & Co.	9
I. Cohen	4
E. Rosenwald & Bro.	10
Max Gans' Sons	17
Ernest Ellinger & Co.	1
Industrial Leaf Tobacco Co.	16
J. Marqusee & Son	5
G. H. P. Cigar Co.	39
Pedro Costa	2
Porto-Cuba Corp.	5
M. Winter & Co.	7
Leo Hirsch	117
Stern-Mendelsohn Co.	10
Hamburger Bros. & Co.	13
M. A. Andre	3
J. B. Lichtenstein & Co.	3

S. S. Philadelphia —*Aug. 4*

	Bales
E. Rosenwald & Bro.	34
Hamburger Bros. & Co.	4
M. A. Andre	2
Durlach Bros.	6
American Cigar Co.	2,554
Stern-Mendelsohn Co.	12
Max Gans' Sons	21
Rosenstadt & Waller	77
	Barrels
Selgas & Co.	315
E. Rosenwald & Bro.	66
Hamburger Bros. & Co.	114
M. A. Andre	18
Durlach Bros.	133
American Cigar Co.	71
Stern-Mendelsohn Co.	165
J. Cohn & Co.	50
Max Gans' Sons	176
Rosenstadt & Waller	174

Tobacco from Rotterdam

S. S. Schodack —*Aug. 3*

Max Maier .....34 cases

S. S. Nieuw Amsterdam —*Aug. 4*

	Bales
E. Rosenwald & Bro.	73
Morris Rosenberg & Co.	8
Herzog & Sarluy	9
Joseph Holzman	5
D. Dreux, Inc.	57
Chase National Bank	80
Cullman Bros.	36
Bayuk Cigars, Inc.	19
C. J. Waxelbaum & Co.	25
A. Bornholdt & Co.	106
Manus, Muller & Co.	164
L. Schmid & Co.	10
To Order	1,140
H. Duys & Co.	463 packs
	Cases
General Cigar Co.	92
American Malaya Trading Co.	16
W. Van Doorn	151

Tobacco from Piræus

S. S. Constantinople —*Aug. 2*

Aucas Bros. .....101 bales

Tobacco from Patras

S. S. Constantinople —*Aug. 2*

Standard Commercial Tob. Co...425 bales

Tobacco from Southampton

S. S. Mauretania —*Aug. 2*

R. F. Downing & Co. .....2 cases

Tobacco from Bremen

S. S. Bremen —*Aug. 1*

Morris Rosenberg & Co. .....1 bale

Cigars from Jamaica

S. S. Port Antonio —*July 31*

British American Tobacco Co....15 cases

Cigar Molds from Bremerhaven

S. S. President Roosevelt —*Aug. 3*

F. B. Vandegrift & Co. .....6 cases

LEO HIRSCH

Grower and Packer

PORTO RICO TOBACCO

Warehouses: MARTIN PENA, PORTO RICO

Office: 173 WATER ST., NEW YORK

RUTHENBURG, DERIZANZ & CO.

Packers of

Superior Vegas of Porto Rico

Main Office: San Juan, Porto Rico

New York Office: 126-128 Maiden Lane

Cigarettes from London

S. S. President Adams —*Aug. 2*
Faber, Coe & Gregg.....1 case

Cigarette Paper from St. Nazaire

S. S. Olen —*July 31*

	Cases
R. J. Reynolds Tobacco Co.	640
de Mauduit Paper Corp.	251

Cigarette Paper from Bordeaux

S. S. Olen —*July 31*
American Tobacco Co. .....1,260 cases

Cigarette Paper from Antwerp

S. S. Nevisian —*Aug. 2*
P. J. Schweitzer, Inc. .....81 cases

Pipes from Le Havre

S. S. Lafayette —*July 31*

	Cases
Metropolitan Tobacco Co.	5
A. Oppenheimer & Co.	3
D. A. Schulte, Inc.	22

Pipes from London

S. S. President Garfield —*Aug 1*
Pennsylvania Drug Co. .....1 case
S. S. Tyrrhenia —*Aug. 4*

	Cases
Interocean Forwarding Co.	2
Faxon & Gallagher	1
M. A. La Ford & Co.	1

Pipes from Southampton

S. S. Majestic —*Aug. 2*
Alfred Orlik .....1 case

Pipes from Piræus

S. S. Constantinople —*Aug. 2*
Nassiakos Import Co. .....1 case

Smokers' Articles from Southampton

S. S. Majestic —*Aug. 2*
F. Murray Hill & Co. .....10 cases

S. S. Mauretania —*Aug. 3*
Alfred Dunhill, Inc. .....9 cases

Licorice from Smyrna

S. S. Madonna —*Aug. 1*
To Order .....874 bags

Gum Tragacanth from Bombay

S. S. The Lambs —*July 31*
To Order .....57 cases

Celebrate Pool Drive

SMITHS GROVE, Ky., July 28.—Town and county joined hands here today in joint celebration of the success of the sign-up campaign of the Burley and Dark Tobacco Co-operative Associations with the merchants of Smiths Grove as hosts to the farmers of Warren, Allen, Barren and Edmonson Counties at a barbecue in which more than three thousand participated.

Though the occasion was primarily intended to show the approval of the townspeople of the tobacco pooling movement and to celebrate the success of the drive which has been in progress here for several weeks, many tobacco growers who had not signed previously took this opportunity of becoming members of the Co-operative Marketing Organizations.

Many Contracts Signed

Contracts to the number of 93, aggregating 227 acres, were signed today. Most of the solicitors in the crowd were local persons, as the marketing organization was represented only by two field workers. Lawrence Finn, Franklin attorney; J. Guthrie Coke, of Auburn, executive committeeman of the Dark Association; J. D. Craddock, Horsecave, director of the Burley organization; P. M. Day, Russellville, director of the Dark Association, were the speakers. Mr. Finn, who was formerly chairman of the Kentucky Railroad Commission, spoke. He urged on the growers present the necessity of an economic union to meet the economic organization of forces adverse in interest to the farmers. Success in co-operative marketing, he said emphatically, depends on the loyalty of members of the organizations and to the principle of freedom from hatred and rancor, and on a clear headed, cool analysis of the problems of marketing. The speakers recalled to the members of the association the "ruinous" manipulation of the tobacco market before the organizations were proposed and described benefits derived from a stabilization of tobacco prices. He showed how towns in agricultural counties will profit from a stabilized price and said that he voiced "the sentiment of the merchants in Smiths Grove in declaring that the successful operation of the two tobacco associations held forth the promise of a golden future and that their past performances had been the fullfilment of such a promise."

Frank W. Crump, local chairman, announced after a check on the sign-up and the production in the territory tributary to Smiths Grove that the percentage pledged to the Dark Tobacco Association lacked but little of 100 per cent and that the percentage pledged to the Burley Association was nearly as much. More than 41 contracts were signed today by A. T. Crump, while another local man, D. A. Boles, was responsible for 20 signatures.

Mr. Coke spoke briefly on the successful record of the Dark Tobacco Association, producing official figures to back up his statements that the tobacco growers had a better chance of prosperity inside the organization than out. Mr. Craddock told of the satisfaction "which is general among Burley growers."

Match Imports

WASHINGTON, D. C., Aug. 8.—There were 135,307 gross boxes of matches imported into the United States during May, according to figures made public by the Department of Commerce. Of this quantity the largest came from ond largest quantity from Sweden, 36,- Japan, with a total of 39,550. The sec- 590 boxes.—LAMM.

THE JOBBER AND THE RETAILER

can obtain this

BIG 5c.

straight shape, long filler and Banded Cigar at prices convenient to make them a leading seller.



ILANG-ILANG
is packed in 100s

Exclusive territory for

JOBBERS

Don't Delay—Get this brand for your territory.

Henry Ottenberg
146 Front Street New York

DURLACH BROS.
Growers and Packers of
High Grade Porto Rico LEAF TOBACCO
Caguas, Porto Rico. New York Office: 181 Water St.

RAMON MORAN & COMPANY
Growers, Packers & Strippers of
Porto Rican Leaf Tobacco—Exclusively Inland
MANATI, PORTO RICO

Cable "Jarieraco," San Juan Codes A. B. C. 5th Edition
ALONSO RIERA & CO., Inc.
THE TOBACCO PALACE
58-62 Tetuan St., San Juan, P. R.
Importers and Exporters of Leaf Tobacco
The oldest tobacco house in Porto Rico

Cable "Rodevia" Bayamon, P. R. Code A. B. C. 5th Edition
RODRIGUEZ, HEVIA & CO.
Barrio Nuevo, Bayamon, P. R.
GROWERS, PACKERS and STRIPPERS of PORTO RICAN TOBACCO
Specialty—Comerio and Naranjito Tobacco

Supplying the trade for eighty-three years
LICORICE
EXTRACT POWDER ROOT
Laurel leaves, Deer Tongue, Lavender Flowers, Slippery Elm Bark, Star Anise, Orange Peel, Angelica Root, etc.
PEEK & VELSOR, INC.
76 William St. New York, N. Y.

El Gallo Del Tabaco
DONATO VIGIL & CO.
Importers and Exporters of
LEAF TOBACCO
San Juan, Porto Rico

KOHLBERG-GONZALEZ CO.
INCORPORATED
PORTO RICAN TOBACCOS
144 Water Street, NEW YORK Tel. John 2821
Warehouses & Plantations: AIBONITO—COMERIO—GURABO

WILLIAM H. WHITNER
Importer and Packer of
LEAF TOBACCO
24-25 and 26 Wall Street BINGHAMTON, N. Y.

MAX GANS' SONS, Inc.
Packers, Growers & Importers of
PORTO RICO TOBACCO
197 Water Street, New York

HERMANN J. ROSE
Packer of Porto Rican Cigar Leaf Tobacco
Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.
Quality, Not Price SANTURCE, PORTO RICO

THE MEADS TOBACCO CO.

If It's TOBACCO *We Have It*

RED LION, PA. U. S. A.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS
CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory:
Correspondence Solicited. FLORIN, PA.

Write Us if you need
PENNSYLVANIA
Correspondence Solicited
Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

W. K. Gresh & Sons
NORRISTOWN, PA.
Manufacturers of
The MEDITATION Cigar

PENNSYLVANIA TOBACCO
All Lancaster County Grown
The Cream of the Rich Northwest Section
MT. JOY FARM PRODUCTS CO., Inc.
Co-operative Packers and Jobbers
MT. JOY, PENNSYLVANIA

It's
TOBACCO
You need every week

CIGAR FACTORY EQUIPMENT
CIGAR MOLDS
CIGAR MACHINERY
SUCTION TABLES
BUNCHING MACHINES
SCRAP CUTTERS
TOOLS AND SUPPLIES
THE MILLER, DUBRUL & PETERS MFG. CO.
CINCINNATI, OHIO.

Pennsylvania Crop Improves After Rainfall

Good Tobacco Weather Works Miracles With Growing Lea —Heavy Yield of Finest Quality Tobacco Anticipated— Japanese Beetle Feared.

LANCASTER, Pa., Aug. 6.—Somebody knows exactly what the status of the Lancaster market is going to be when the 1923 Pennsylvania starts on its way to the warehouse. Who he is, we do not know, but the variety of forecasts made by a number of representative tobacco men cover every conceivable situation and one of them, perforce, must have prophesied truly.

There were those who predicted that the demand for 1923 Pennsylvania would be unprecedented and that good prices for the cigar leaf would prevail. These based their opinions on the favorable business outlook and the fact that Pennsylvania is steadily gaining a larger place in the smoker's favor. The outcome is plainly evident, they declared, and with the materialization of brisk fall and winter business will come the demand for Lancaster grown tobacco.

Prices will not go higher nor will they even be on a par with those of last season, stated another tobacco man, who saw less demand for the 1923 crop than was evidenced for the 1922. He reasoned that the heavy buying by large manufacturers last spring was a good indication that they intended to "lay off" this year and that low prices would come as a natural result. Similar prophecies were forthcoming from other quarters and, while there was quite general conviction that the smoker would continue to find Pennsylvania filler much to his liking, the surplus on the hands of the manufacturer, these packers believed, would prohibit a recurrence of the price paid for the 1922 crop.

Then there were several of the conservative group who saw nothing at all unusual, either for better or for worse, in the present season, and opined that events would very smoothly run an uneventful course and that prices would be neither good nor bad. Demand for Pennsylvania there was, of course, admitted those who adopted the middle ground, but the supply, they pointed out, was well equal to the occasion and would meet the requirements of the manufacturers very nicely and without undue strain either one way or the other.

A number of variations were played upon these three main themes by other tobacco men and let the situation be what it may this fall, it will find at least one or two packers prepared and expectant.

Certain it is that the crop will be a good one. A week of very good "tobacco weather" has worked miracles with the growing leaf which had withstood none too well the rigors of the drouth. "You can see it growin'," exclaimed one jubilant grower after the third day of cool, rainy weather, and he was not far from right. The crop has improved a hundredfold during the past week and has nearly, if not entirely, regained the ground lost during the early part of the season. A fine, deep green succulent stand of leaves has taken the place of the erstwhile stunted crop and, with the prospect of fairly good growing conditions throughout August, a heavy yield of the finest quality leaf is to be looked for.

"Jap" Invasion Threatens

Will the Japanese beetle, that tiny insect which has struck terror into the hearts of New Jersey truckmen, evince an appetite for tobacco? This is a pertinent question for Lancaster county growers for the line of advance of the "Jap" is directly toward this section. This latest foreign scourge to visit itself upon American agriculture can do prodigious damage, as has been very well proven in the fields of "Jersey," and might affect the Lancaster tobacco section seriously.

The real danger of this pest is best appreciated by those on the "firing line" who, from their specially built laboratory at Riverton, N. J., are bringing into play every weapon of modern science to combat the invader. The warning to Lancaster county growers was first sounded by them in the following letter to Otto Olson, Federal Tobacco Experimenter, of Ephrata.

"Mr. Otto Olson,
Ephrata, Penna.

Dear Mr. Olson: In connection with the Japanese beetle work, the question has come up several times as to the possible effect the Japanese beetle would have upon the tobacco industry if it became established in a tobacco growing community. In order to determine the possible status of this insect in its relation to the production of tobacco, we would like to obtain some tobacco plants to use in connection with feeding experiments with the beetle.

Very truly yours,
C. H. HADLEY,
Entomologist in Charge,
Japanese Beetle Project.

Mr. Olson forthwith sent the desired plants to Professor Hadley who offered them to his beetles as a substitute for New Jersey vegetables. Should the deadly little insect refuse this diet, all will be well; but should he relish the seed leaf as does his grown-up cousin, the cut worm, then indeed does evil for the tobacco grower portend.

Some short time remains, should the "Jap" advance unchecked, for investigation along the lines of control. If tobacco should prove subject to the ravages of the pest, the advance information proffered by the New Jersey scientists would be invaluable. A very real danger here presents itself and growers, ever on the alert by virtue of their unceasing battle with the insect foes of their crop, are keen to sense its potential seriousness. —KEYSTONE.

York County News

YORK, Pa., Aug. 4.—The announcement was made during the past week of a new cigar factory to be launched in this city on Monday, Aug. 13, which is to specialize in a high-grade ten cent cigar. The firm, which is to be known as the Keystone Cigar Co., will occupy the factory building at the rear of 33 South Duke street, owned by C. I. Taughinbaugh. The promoters of the new company are Sol Rosenbaum, who has been the superintendent for many years of the Bobrow Brothers' factory located on East Jackson street, this city, and his brother-in-law, Joe Shube, who until recently was the superintendent of Bobrow Brothers' factory, Harrisburg. The Keystone Co. plans to give employment to between 40 and 50 cigar makers.

The vacancy caused by the resignation of Sol Rosenbaum as superintendent of the local factory of Bobrow Brothers has been filled by the appointment of S. S. Shultz, of Philadelphia, who assumed his new duties last week. Mr. Shultz was transferred to this city from Conshohocken, Pa., where he had charge of a large factory for the same firm. The local factory employs about 200 cigar makers.

Improvement during the past month in the cigar business in York county is indicated by the receipts from stamp sales for July at the York office of U

D. DREUX, Inc.
Successors to Wm. Quanjer, Inc.
Importers of Sumatra and Java Tobacco
Telephone John 2709 136 Water Street, New York

S. Internal Revenue. The total stamp sales, according to the tabulation made by Thomas Black, a field deputy of the Philadelphia office who is in charge of the stamp window during the temporary absence on vacation of George C. Enders, amounted to $221,861.43, which is $2,-855.57 more than the month of June, which brought in receipts from this source of $218,905.86.

The July receipts were, however, $1,-722.86 less than the receipts of July, 1922, which were $223,584.29. The receipts from tobacco stamp sales the past month amounted to $8,917.02, which is a drop of $1,630.81 from June receipts, which were $9,547.83. The July figures are, however, higher than the same month last year, which brought returns of $8,689.50.

Captain Minnich Passes Away

Captain John W. Minnich, former Internal Revenue collector, who was in charge of the office at York for eight years, died on August 3 at his home in Wrightsville, 12 miles east of here, after an illness of three weeks. Death resulted from apoplexy. He was 75 years old. The deceased was an ex-chief burgess of Wrightsville and a captain in the old Pennsylvania National Guard. At the time of his death he was the general manager of the Riverside Thermometer Works of Wrightsville.

B. S. Sentz, superintendent and manager of the Consumers Cigar Box Co., Red Lion, crushed both his heels in a peculiar accident at the box factory. He was assisting in lining the inside of the office and was standing on a stepladder using a chisel to force the grooves together, when he slipped and lost his hold, falling five feet to the floor. He landed squarely on his heels. It will be some time before he can walk even with the aid of crutches.

A Red Lion Wedding

Arthur M. Meads, son of C. O. Meads, Red Lion, a member of the Meads Tobacco Co., and Miss Erdine Hedrick, who resided with her sister, Mrs. F. M. Wagman, Dallastown, were married July 31. The ceremony was performed in the parsonage of Christ Lutheran church, Dallastown, by the pastor, the Rev. S. L. Hench. Immediately after the ceremony, Mr. and Mrs. Meads left by automobile on a wedding trip through the New England States, as far north as the State of Maine. They will also visit points in Canada. Upon their return in three weeks, Mr. and Mrs. Meads will reside in Red Lion.

The cigar factory of H. J. Roth, Bair, which had been closed down for several weeks because of a lack of orders, resumed operations on July 30.

The cigar factory of Otto Eisenlohr & Bros., in this city, which had been closed for a week in order to take inventory and give several hundred employes a vacation, resumed operation on August 6.

Tobacco Crop Misses Rainstorm

The York county tobacco crop sustained no damage as the result of the severe rainstorm on July 30 which passed over the county and caused a property loss estimated at $100,000. The tobacco growing section is south and east of York, while the fury of the storm was spent upon the northern and western sections, where there were cloudbursts which, preceded by steady rain, caused streams to overflow their banks. While there was no loss of life, there were a number of thrilling rescues and farmers will sustain a heavy loss from the destruction of crops and cattle.

The employes of the D. Frank Kaltreider Cigar Box and Lumber Co. of Red Lion held an outing on August 4 at Hershey park, near Harrisburg. The trip was made in touring automobiles. Dinner was served on the grounds.

Baltimore Market

Prices Are Strong

BALTIMORE, Md., Aug. 2.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND.—We have to report for the past week receipts of 1,673 hogsheads, against sales of 1,145 hogsheads. The market very active with prices strong.

OHIO.—Receipts 82 hogsheads, with sale of 1 hogshead.

Association Data

The Leaf Tobacco Association of Baltimore city issues these statistics for the week ending Aug. 1:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date	Same 1922
Maryland	1,684	8,137	9,821	8,343	12,645
Ohio	82	584	666	588	516
Total	1,766	8,721	10,487	8,931	13,161

Reinspections this week: Maryland, 11; to date, Maryland, 1,478; Ohio, 78.

Deliveries

	Maryland				
	Coastwise and Domestic	Foreign	Total	Ohio	Total
This week	306	255	561	2	563
Previously	2,980	9,107	12,087	1,146	13,233
Totals	3,286	9,362	12,648	1,148	13,796

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1	9 590	3,025	12,615
Receipts since	8,343	588	8,931
	17,933	3,613	21,546
Delivered since	12,648	1,148	13,796
Stocks today	5,285	2,465	7,750

Sales

	Maryland	Ohio	Total
This week	1,145	1	1,146
Previously	7,022	976	7,998
	8.167	977	9,144

Co.-op. Shareholders Lose

GREENEVILLE, Ohio, Aug. 4.—Frank Sellers, who was appointed receiver of the Farmers' Co-operative Cigar Leaf Tobacco Co. at Verona, has filed his report in the Preble county Common Pleas Court. Sellers was appointed receiver of the company located at Verona, some months ago, and he has sold the property of the company, paid claims and has a small sum on hand for distribution to the stockholders.

The report shows that the receiver received $6,759.08 from the sale of assets of the company. Of this amount $6,000 was received from the sale of realty owned by the company. The receiver paid claims amounting to $5,769.28, leaving a balance of $989.80 to be distributed to the stockholders. The paid up capital of the company amounted to $6,125, represented by 245 shares of capital stock of a par value of $25 a share. The balance of $989.80 was distributed back to the stockholders on the basis of $4.04 on each $25 share of stock. The stock was held in amounts ranging from one to twenty shares each.

The suit seeking the appointment of a receiver was filed by Jacob Hoff, H. H. Murray, C. C. Cromwell, Jesse Hapner, L. M. Ressler and Herman Snorf, directors and officers of the company, who alleged that at the time the petition was filed the property was not in use and the company had not functioned for a year previous and had failed to pay taxes and other claims.

Some Men Expect to Pay More

THAT'S because they haven't learned that a Cigar as good as Counsellor can be bought at ***2 for 15c.***

An army of smokers, who prefer Counsellor quality above price, know that every Counsellor is a mighty satisfying cigar.

Just notice the type of men who smoke Counsellors regularly. Then you'll understand why Counsellor has been

Made Famous by its Smokers

CRESSMAN'S COUNSELLOR CIGAR

ALLEN R. CRESSMAN'S SONS *Cigar Manufacturers* Philadelphia



MARIE ANTOINETTE

A Specialty in Mild Havana Cigars

27 sizes—MADE IN—27 sizes

"Bought When Quality is Sought"

Descriptive Booklet and Samples Sent Upon Application

E. KLEINER & CO., Inc., Makers

320-322 E. 63d Street, New York City

A. E. HARDEE

HARDEE TOBACCO COMPANY

Growers and Packers

FLORIDA SHADE TOBACCO

MADISON, FLA.



A. E. FRALEIGH TOBACCO CO.

GROWERS—PACKERS—DEALERS

Florida Shade Grown Tobacco

MADISON, FLORIDA

PLANTATION & WAREHOUSES MADISON CO. FLA.

Read Tobacco and Keep Up-to-Date

JOSEPH HOLZMAN

185 Water Street, New York

Telephone, John 693. Cable Address, Testadura

IMPORTER OF SUMATRA AND HAVANA TOBACCO PACKER OF DOMESTIC



BETTER business for your store depends on cigars that will make new friends and keep old ones—Bayuk Products.

BAYUK BROS., Inc.

Originators of the
BAYUK INIMITABLE BLEND AND
BAYUK INCOMPARABLE BRANDS
PHILADELPHIA

New York, 119 Lafayette Street Phone Franklin 3166

MARSHALL FIELD

NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets *Philadelphia, Pa.*

Philadelphia Industry Active Despite Dog Days

Big Cigar Factories Going Ahead With Production—Handicapped by Vacations and Hot Weather Inefficiency of Workers—Demand Better Than Month Ago.

PHILADELPHIA, Aug. 7.—Dog days in Philadelphia, now at their height, find no cessation of production in the big cigar factories, save as it is caused by the vacation period and the reduced efficiency of labor. Orders from mid-west and even extreme west are steadily increasing; the southern market is growing. What the trade finds of particular charm about the situation is the desire of distributors for immediate shipments, indicating that the market is well cleaned up and giving, to that extent, assurance of continued activity throughout the remainder of the summer and until the fall. On the whole July passed into cigar manufacturing history in the first rank of Julys of recent years. These conditions observed during the week are confirmed in the statement just issued by the Philadelphia or Third District Federal Reserve Bank, which follows:

Cigars and Cigarettes

"The majority of cigar manufacturers report that the demand for cigars is good and better than it was a month ago. A few state that sales this month have not been as large as they were last July, but most makers, particularly specialists on Class C and Class D grades, report that they are larger. The big producers of nationally advertised brands have increased their production over that of last month, and the average of operations in their factories is from 85 to 90 per cent of capacity. Small producers of Class C grades, too, are busy and are working at close to capacity; but the small manufacturers of 5 and 8 cent cigars are operating at only about 70 per cent. Practically all orders are for prompt shipment, as none of the manufacturers reporting to this bank have orders booked for shipment beyond 90 days. Producers of American cigarettes report a large increase in orders as compared with a year ago, and most factories are operating at close to capacity. Manufacturers of Turkish cigarettes state that although the demand for their products is only fair, on the whole it is much better than it was in July, 1922. The Turkish cigarette factories in this district are working at about 65 per cent.

Cigar Prices Firm

"Prices of cigars are holding firm, and during the month there have been no changes in manufacturers' prices in this district. Tobacco leaf is also strong, and many sales of Java, Havana and Porto Rican leafs were closed at prices from 20 to 35 per cent above those of a year ago. Likewise, cigarette prices are firm. Manufacturers' stocks of cigars are moderate and are remaining stationary. In general, they are not as heavy as they were a year ago. The supplies of tobacco leaf held by cigar manufacturers are larger than they were a month ago, owing to the arrival of the 1922 Java and Sumatra tobaccos; but total stocks are by no means heavy.

Labor Supply Adequate

"The supply of skilled workers is still adequate to meet the needs of cigar makers, although it is not so abundant as it was last month. Some scarcity of unskilled labor is noted, but in general unskilled workers are more easily obtained than during the two preceding months. No changes in wages are reported.

"Collections vary from fair to good and are slightly better than they were in June."

New El Producto Distributors in Virginia and Adjacent States

By reason of retirement from the cigar business of the Straus Co. of Richmond, Va., distributors in that territory for the G. H. P. Cigar Co., whose leader is El Producto, appointment of a new representative has been announced, following the return from a successful southern trip of President Benjamin L. Grabosky and General Manager Frank T. Will. The new agent is the Cliff Weil Co. of Richmond, Va. The Straus Co. will concentrate on the hotel supply business though it has discontinued cigar distribution. The Cliff Weil Co. is the largest distributor exclusively of cigars in the territory. The new concern will cover the same territory as that of the former distributor.

In Big Demand

All the production possible by the Marshall Field Cigar Co., 127 North 7th St., on its new Invincible size has been exhausted by the demand in New York State, where recently it was introduced. This new size, wrapped in foil and packed in 40's, was only introduced a fortnight ago but sales have been so thoroughly encouraging that production is to be increased as soon as possible. It retails at 15 cents and has the same combination as the Marshall Field family, and like them is Java wrapped. President Howard F. Pent is now on a trip through the west, where he will introduce the new size during the next two weeks.

Increasing Capacity

The local factory of the Kilfeather Cigar Co., selling mainly in the New England territory, and which is located at 37 North 7th St., under the Hyperion Cigar Co. title in the building formerly occupied in part by the Halpern Cigar Co., recently took over the entire three upper floors and now occupies the entire structure, save for the first floor. With the increased space a production threefold as great as that formerly enjoyed now is being utilized. The Kilfeather branch was opened in the Quaker City a little over two years ago, and its demands have so increased that greater facilities were imperative.

Increasing Bellfair Production

Increase of production by at least 100,000 daily is the goal set by Louis Stern, local manager of the B. G. Davis & Co. plant, at 306 Cherry St., whose products are all sold through the Shulte chain stores. The force of employes is being steadily increased. Production in the local factory is concentrated on the Bellfair brand.

Louis Halpern, formerly of the Halpern Cigar Co., which lately was dissolved, has entered the leaf trade, with headquarters at 103 North 4th St., and is trading as the Halpern Leaf Tobacco Co. Associated with Mr. Halpern is his son, Joseph Halpern.

Samuel Olster, who is part owner of the Ruyera Lopez Co., 137 North 3rd St., has taken personal charge of the retail store at 1303 Market St., adjoining the National Drug Co. and connected with it. He is also looking after the outside sales of Ruyera Lopez brands for the factory. Production at the factory is supervised by George Goldstein.

Representative Edward M. Laing of the P. C. Fulweiler & Bros. Co., 927 Sansom St., is back from a most satisfactory trip through the Virginias and

AMERICA'S FINEST LABELS
GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request.
H. J. FLEISCHHAUER
68 No. Fourth St., Phila., Pa.
Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N. Y.

Tennessee with the firm's leaders, Lew Wallace and Little Lew. President Harry M. Norton is spending the summer in Atlantic City.

Because of oversold conditions and inability of production to keep pace with demand for Philadelphia Club, President A. A. Gumpert of Gumpert Brothers, Inc., 207 Market St., had to return from his western trip. Owing to the concentration of production in the Tampa factory on Philadelphia Club brand, there has been curtailed output of La Morena, but greater production will be resumed as soon as conditions make it possible.

Louis M. Cohen, head of the Della Casa Cigar Co., 110 North 2nd St., has just returned from a trip to the Chicago headquarters at 231 North Wells St., which is now a distribution point for the middle west. During the week he paid a visit to the New York trade looking after the sales of El Predomino and Della Casa.

Federal Production Grows

Production at the Federal Cigar Factory has now grown to 40,000 per week and is making steady increase. Gain has been on both the Exponent and Moro Castle, but particularly on the latter, which is a 10 cent proposition added to the line a few months ago. Maurice Balis is now traveling throughout the state, the factory being in charge of his partner, Lewis Faerstein.

George I. Watson, who is representing the newly organized Associated Cigar Manufacturing Co., 1039 Race St., on the road, has again left for a trip to the central section of New York state after a month's stay at headquarters. The sales of Dependo and Rey Oma, both long established brands recently included in the firm's production, have made rapid sales advancement under the new owners.

Co-operatives Issue Glowing Reports

RALEIGH, N. C., July 30.—The Tobacco Growers' Co-operative Association has sold all but 28,000,000 pounds of the 163,000,000 pounds of tobacco delivered by its members last season, according to the recent announcement of Richard R. Patterson, leaf manager for the co-operative association.

Several million pounds were sold by the association during July and prospects for further sales of the association's re-dried tobaccos are excellent, according to Manager Patterson.

Deliveries to the co-operative warehouses in South Carolina are increasing daily, as the organized growers continue to receive cash advances which are far in advance of those paid last year and are more than the prices paid for many grades on the South Carolina auction markets in 1921.

Co-operative marketing of tobacco by Canadian growers has been highly successful, according to a letter received this week by M. O. Wilson, secretary of the organization of the Carolina-Virginia growers, from John Maghill, president of the Canadian Tobacco Growers' Co-operative Co., of Ontario, Canada. President Maghill writes: "The prices received by the growers of flue tobacco in the year 1920 through the company were from 22 cents to 38 cents per pound; 1921, from 25 cents to 43 cents per pound, and 1922 from 27 cents to 51 cents per pound. The prices quoted are for the tobacco received from the farmers on the inbound weight.

"Prices for 1920 and 1921 equal prices paid to the outside grower and the 1922 prices are from 3 cents to 9 cents per pound more than was offered by the buyers for the same tobacco."

The Kentucky Burley Growers, according to the latest reports, averaged 9 cents per pound more in their first year of organization than they had received for their 1920 crop when unorganized. In 1922, despite an increase of nearly 100,000,000 pounds in the yield their crop was sold at about 9 cents more than the 1921 crop.

History repeats itself in co-operative marketing and the increased advances paid by the Tobacco Growers' Co-operative Association as it begins its second year of marketing has given its members renewed confidence in the complete success of their plan.

A list of prices posted in all association warehouses throughout the South Carolina belt, with comparisons of the 1922-23 advances, is as follows:

Wrappers

	1922	1923
A-2	$22.75	$32.50
A-3	17.50	25.00

Smoking Lugs

	1922	1923
E-1	$6.30	$9.00
E-2	5.60	8.00
E-3	4.20	6.00
E-4	2.45	4.00
E-5	1.75	3.00
E-6	1.05	2.00
E-7	.35	1.00

Primings

	1922	1923
F-1	$5.60	$8.00
F-2	4.55	6.50
F-3	4.20	6.00
F-4	2.45	4.00
F-5	1.75	3.00
F-6	1.05	2.00
F-7	....	1.00

—S. D. FRISSELL.

Growers to Meet

TROY, Ohio., Aug. 4.—A general meeting of the Miami Valley Tobacco Growers' Association will be held in Grange hall, Aug. 9 at 12:30. H. S. Marvin, one of the leaders in the Kentucky Burley Tobacco Growers' Association, will be the speaker. He will tell of the organization of the association in Kentucky, the benefits derived therefrom and the connection between such an organization and local merchants and business men. He is reputed to be a national authority on tobacco marketing. The Miami county district of the Valley association has not yet been completely organized. A constitution and by-laws have been drawn up and two directors, Harry Shaefer of Concord township and Harry Ammon of Union township, have been elected from the county.



BEAR IN MIND!

that WOODEN BOXES are the best packages for your cigars. Why not take a tip from us and use Quality boxes.

MONROE JARRETT SONS
MANUFACTURERS OF
CIGAR BOXES
S.W. COR. RANDOLPH & JEFFERSON STREETS
PHILADELPHIA, PA.

The Popular Seller from Coast to Coast



Best Value for the Money

Victor Size - - 10c
Packed 1-20 wood and 1-20 tins

American Size - - 2 for 25c
Packed 1-20 wood. Foiled and plain

Size
Corona — Packed 1-20 tins
Senator — Packed 1-20 wood
Delmonico — Packed 1-20 wood
} 15c

BOBROW BROTHERS, Inc.
Manufacturers
Philadelphia Penna.
Makers of Famous "Bold" Cigar.

STICK TO Cinco - IT'S SAFE

2 *for* 15c
everywhere



OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

LA PALINA
IT'S JAVA WRAPPED
CIGAR

Ask your jobber for the new and beautiful La Palina window display material. Nothing like it has ever been offered to cigar dealers.

More than one hundred and fifty million sold yearly
CONGRESS CIGAR COMPANY
Philadelphia

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

OFFICERS AND EXECUTIVE COMMITTEE

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
William Best, New York, chairman executive committee.
Major G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

Connecticut

(*Continued from page 23*)

During the week the local tobacco buyers have been scouting around to locate the crops that were not in the association and many sales are reported to have been made on a bundle base contract. All the Havana of the "independents" is now reported to have been picked up at prices ranging from 46, 48 and 50 cents per pound and in the Broadleaf belt prices range around 50 cents or better, bundle basis.

It is understood that the wildfire and pole sweat clauses are not included in the contracts, and that everything as stripped from the stalk goes into the bundle. The buyers reported as buying are the American Sumatra Tobacco Co., Meyer & Mendelsohn, I. Kaffenberg & Sons, Hinsdale, Smith & Co., and others.

Early buying has not been done for several years and since the forming of the association, now just one year old, the buyers seem ready to contract for crops at a "living" price, and assume some of the hazards of the business themselves. With the prices as reported paid for the 1923 crop, indications are that the trade are now willing to pay fair prices to the growers in order to get tobacco for their own trade.—NUTMEG.

San Francisco

(*Continued from page 20*)

United Cigar Store Destroyed

The United Cigar Store at Sacramento was completely destroyed recently when the hotel building in which it was located was destroyed by fire. Only the sign was left.

Dan Whelin, in charge of the fine General Cigar Store at Fourteenth street and Broadway, Oakland, has just returned from a wonderful trip to the Yosemite, with pep enough to sell all the cigars in Oakland.

The Samuels Cigar Stands in Oakland report an excellent growth in trade. And part of this they attribute to the growing patronage of the ladies. The day has gone by, they say, when a lady hesitates to step into a cigar stand to get the cigars or tobacco her husband wants. Our stands have ceased to be loafing places for a crowd which a lady feels obliged to shun.

United Preferred Dividend

United Cigar Stores Co. of America have just declared the regular quarterly dividend of 1¾ per cent on the preferred stock, payable September 15 to stock of record August 30.

CIGAR LABELS



CIGAR BANDS

HIGHEST QUALITY SPECIAL PROCESS

Sole Distributors for

New Model Cigar Banding Machines for Ungummed Bands

WM. STEINER, SONS & CO.

257 West 17th Street New York

ANNOUNCEMENT

You can now **BUY or RENT** latest improved Liberman Power Scrap Bunch Machines—illustrated at the right.

The work they are now doing in many high grade cigar factories PROVES that they:

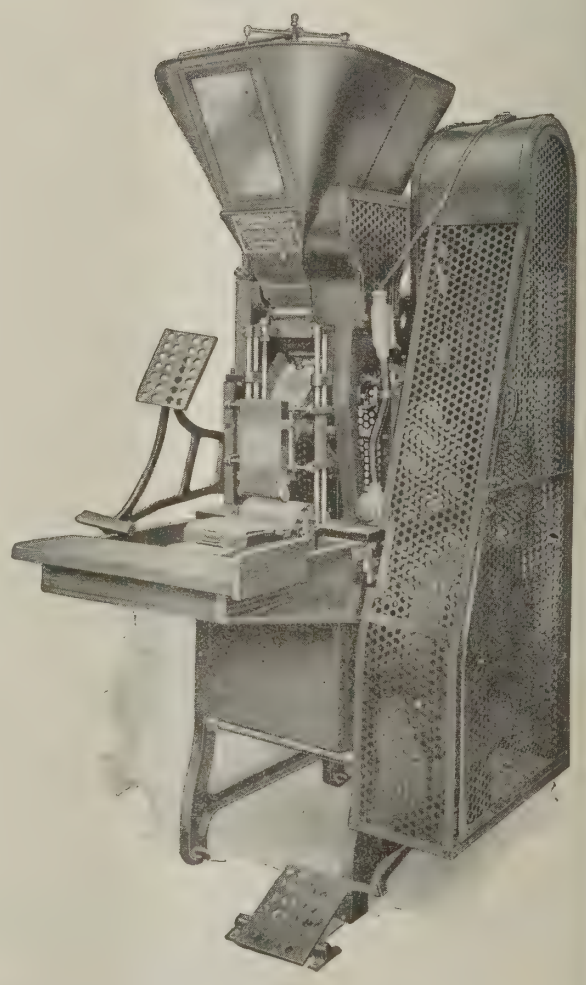
1. **Make Perfect Bunches** of any size and shape, out of any size scrap, large and small together, always evenly distributed.

2. **Enormously Increase Production**—4,000 to 7,000 Bunches Daily according to speed of operator.

3. **Save Binder** enough to more than pay for the machines.

4. **Have no complicated mechanism** — requiring no mechanic to adjust and keep in order.

Full Particulars on Application



LIBERMAN MANUFACTURING CO.

N.W. Cor. 20th St. and Allegheny Ave.

PHILADELPHIA, U. S. A.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXVI. No. 16 NEW YORK, AUGUST 16, 1923 Per Annum, $3.00 Per Copy, 10 Cents

Wisconsin 1923 Being Sought by Two Big Buyers

Representatives Said to Be Paying Rather Fancy Prices for Promising Crops—Good Binders Not Easily Found—Weather Has Been Extremely Unfavorable.

EDGERTON, Wis., Aug. 12.—Representatives of C. H. Spitzner & Son, and Bayuk Cigars, Inc., are reported to be out after 1923 tobacco, and paying rather fancy prices for a promising crop, when they can find it. It is a long way between good binder crops, and rumor has it that Jenson, Spitzner's man, has hit 27 cents, and Smith has gone higher, in one instance, at least. Neither firm has over one or two buyers out. The crops bought will not amount to much in acreage volume.

Surprise and Disappointment

It was a surprised and disappointed group of buyers that surveyed the northern sections the past week, with the idea of locating the good growing sections, and how the crop in general was coming along. Most reports coming out of the north have been optimistic, but in practically all were found to be valueless.

Gloomy Outlook

The writer can state authoritatively that the northern crop of 1923 is surely a dry one, at least up until two days ago. Hard riding over many different sections yielded nothing but dismal views of wilted, parched tobacco, often seared with the same yellow tinge of wilted corn. One county after another, the view was the same, except a few rare streaks where local showers had furnished a little temporary moisture, and the drouth was set back a few days.

Kickapoo in Best Shape

In the Kickapoo Valley, the conditions were perhaps the best, with Crawford County in perhaps the best shape. In Minnesota the moisture was also entirely absent. Only once in a very, very great while is there a crop showing any promise. Much rain is everywhere needed, else there will be a lot of short tobacco this year. There are only a few isolated crops that will make a spread without rain.

Some Much Needed Rain Comes

It will be a terrific disappointment to the buyers who bought so early if copious, soaking rains are not forthcoming soon. General rains were enjoyed yesterday in the southern sections. One report from Crawford County today said it was raining nicely as the report was being made up there. If that is so, and the rain is general, it will come in time to save many of the wilting crops in the north.

South Gets Good Rain

In the south, conditions are better, although perhaps forty per cent of the growing areas are suffering a severe drouth. A good rain yesterday broke it in some sections, but there is no area in the south, even, that would not benefit from rain.

Few Scattering Binder Crops

There are many scattered crops in the south, however, that give promise of being as fine binders as has been produced in years. In the main, however, the stand in the south is uneven and slow, and with all promises of yielding a lot of stemming stock, for the ever greedy stemmers.

Panaceas Become Inert

More rifts are being seen in the more or less artificially welded Farmer-Labor bloc. The Wisconsin farmer is disgusted with the Minnesota and the Dakota idea of a stabilized price for wheat. He is making himself heard concerning it. He has struggled to make his farm a twelve month producer, like a manufacturing establishment, and is bucking constant worries like freight and taxes. His diversified products are being marketed throughout the year. He has built up fine herds of graded cattle, and thoroughbred cattle. He furnishes the "where-with-all" for a swarm of big and little condenseries, fruit and vegetable canneries, packing plants, creameries, poultry, eggs, fruit, and garden truck and staples, and also the big staple crops like corn, pork, beef, wheat, tobacco, and grain of all kinds. He has no good samaritan feeling toward the makeshift 100 per cent wheat farmer, or any other one crop farmer,—or, as he puts it,—"a four months' farmer and weather gambler." And when it hits him in an especially sore spot, such as more taxes, to help peg the price of wheat, his roar is loud and angry. So it is, when the labor wing of his bloc mentions such things as the eight-hour day, and high prices for food staples, etc.

It is merely another cause for head-scratching, and brow wrinkling, when an innocent bystander meditates as to where it is all going to end. The tobacco pool is one wing of it, and the cigar-makers' strike is another wing of it, and so is the wail for a good nickel cigar. A beautiful example of the old saying, "Playing both ends against the middle."—BADGER.

Tobacco Growing in the Ozarks

BRANSON, Mo., Aug. 11.—Tobacco growing is being developed as one of the major farm crops in Taney and Stone counties. According to Dr. E. E. Corlis, one of the prominent tobacco growers of this region, fifteen hundred acres of tobacco has been planted in these two Southern Missouri counties.

Four years ago five acres of land were planted in tobacco by F. W. Robertson, a native Kentuckian. His first crop was so successful that many people were attracted by the possibilities of further developing the crop in this section. Two years ago Dr. Corlis, J. F. Streckland and L. P. Matthews, the latter two men natives of Kentucky, leased thirty-one acres of land on which to grow tobacco. The quality of the tobacco was fine enough to warrant further planting and an average profit of $300 per acre has been realized. This year the same three men have seventy-five acres under cultivation.

Especially Adapted to Tobacco

Dr. Corlis said that this section of the country was especially suited for the growth of tobacco, and that Burley tobacco, which may not be raised in many sections, is adaptable to this soil. He also advocated that 40,000,000 pounds of tobacco would be grown in this section annually, when the crop becomes established in the Ozarks. A new tobacco-marketing plant is now being erected at Branson, which will hold 23,000 stalks. The farmers of this section will haul their tobacco to the plant and it will be distributed and sold to the buyers of large tobacco companies. The crop may be grown with less expense, in this section, and the barns in which the tobacco is stored may be built out of native lumber, saving the farmer money on his building, which ordinarily would have to be built out of shipped lumber.

"This section will undoubtedly be one of the greatest tobacco sections in the Middle West, if the same interest in the crop is continued," according to Dr. Corlis.

Competition May Lower Fertilizer Prices

WILLIAMSTOWN, Mass., Aug. 11.—Prediction that the price of Chilean nitrate ultimately would be reduced as a result of competition with nitrogen compounds by artificial means was made in an address at the Institute of Politics today by Harry A. Curtis, chief of the nitrogen division of the Department of Commerce.

Mr. Curtis said that the present high price of nitrogen made it impossible for the American farmer to use enough nitrogen to maintain the fertility of the soil. As the production of nitrogen by means of coal processing and air fixation increases, the Chilean nitrate producers will be forced, he said, to meet this competition and will no doubt improve the economy and efficiency of their production.

The world demand will be so great, however, he added, that it will absorb all the nitrogen that can be supplied from any source.

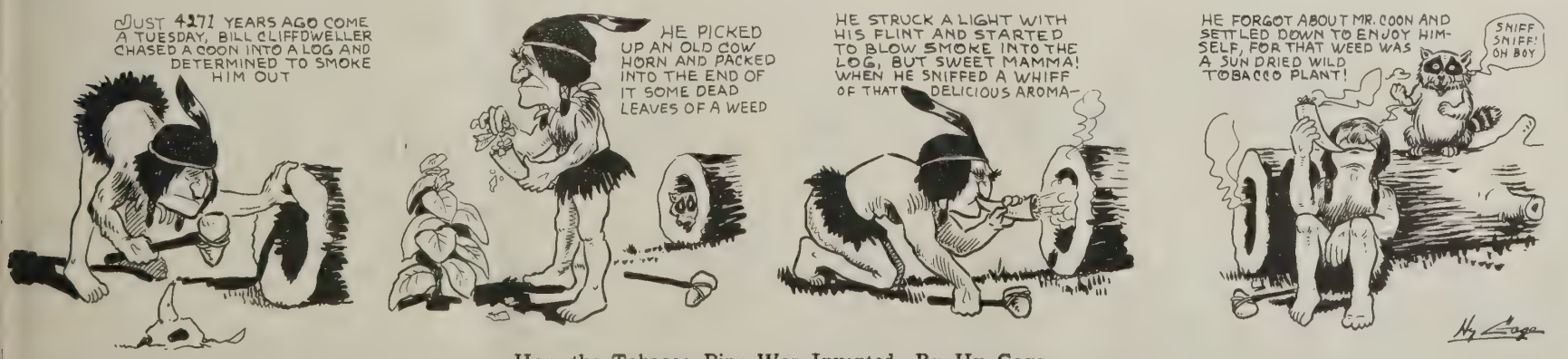
Edward Wise, Park & Tilford Director

Edward Wise has been elected a director of Park & Tilford, Inc., recently acquired by the Schulte interests. Mr. Wise, who is a member of the firm of J. S. Bache & Co., was formerly president of the United Cigar Stores Co. He expects to devote considerable time to the development of the Park & Tilford business.

A New Twist

LENOIR CITY, Tenn., Aug. 11.—The Burley Twist Tobacco Co., of Knoxville, is putting on the market with local grocerymen and tobacco dealers a fine new twist tobacco, known as the Rogers Burley Twist. This tobacco is manufactured from the burley tobacco grown in this and adjoining counties. Those who are users of twist tobacco cannot do better than to give this new product a trial, for they will thus be helping local tobacco growers to find a market for their product.

This tobacco is made in a union plant, where the union twisters are paid 45 cents per 100 for making the twists, where non-union twisters are only paid 30 per 100. And still it is as cheap in price as the non-union product. This, according to the company's representative, Jesse L. Rogers, of Knoxville, is the only twist tobacco sold locally that carries the union label.



How the Tobacco Pipe Was Invented—By Hy Gage

E. ROSENWALD & BRO.

Announce that they have purchased at the third and fourth sales by inscription in Amsterdam the following fancy parcels of Sumatra tobacco of the 1922 crop:

Third Sale

SENEMBAH MY/SCHLICHT

Fourth Sale

DELI BA MY/PADANG BRAHRANG

W & VS/DELI LANGKAT

S S T/CY

AMST. LANGKAT CO./WB

and various other marks

145 Water Street : NewYork City

Duys' Havana Representative Confers With Chiefs

Jacob Labe, in charge of the Havana department of H. Duys & Co., Inc., is in New York, conferring with his chiefs, and will not return to Cuba for several weeks. Mr. Labe states that the tobacco purchased by H. Duys & Co., Inc., this season, was grown in the Camajanui, Guayos, Cabaiguans and Sancti Spiritus sections, which are conceded to be the best in the Santa Clara Province.

Liverpool Tobacco Report and Market Comment

LIVERPOOL, Eng., Aug. 6.—The following figures and comment are taken from the regular tobacco report issued by Edwards, Goodman & Co., showing the hogsheads and tierces of tobacco on hand, imported and delivered:

Virginia

	Leaf	Strips
Stock, June 30.....	91,495	45,520
Imported in July.....	886	139
	92,381	45,659
Delivered in July.....	4,289	1,927
Stock, July 31.....	88,092	43,732

Western

	Leaf	Strips
Stock, June 30.....	11,141	9,050
Imported in July.....	2,585	474
	13,726	9,524
Delivered in July.....	629	554
Stock, July 31.....	13,097	8,970

On Hand July 31

	1922	1921	1920
Virginia Leaf....	94,828	83,833	59,523
Virginia Strips ..	51,101	55,954	35,343
Western Leaf....	12,906	12,884	12,570
Western Stripes .	12,751	14,244	16,512

Quotations

Prices in Pence per Pound

Leaf	1923	1922
Western—		
Filler	—@6½@12	—@8@12
Medium	14 @ 21	14 @ 18
Good to fine...	22 @ 25	19 @ 25
Burley	—@20@32	—@18@—
Virginia Dark—		
Filler	— @ —	— @ —
Medium	—@18@—	—@20@—
Good to fine.	24 @ —	— @ —
Virginia & Carolina Bright—		
Semi-dark to Semi-bright..	—@ 8 @14	—@10@14
Medium bright.	15 @ 24	15 @ 24
Good to fine...	25 @ 42	25 @ 42
Nyasaland and Rhodesia Bright—		
Semi-dark to Semi-bright—	—@11@16	—@11@15
Medium bright	18 @ 21	16 @ 18
Good to fine...	22@28@—	19@25@—
Strips		
Western—		
Filler	—@8½@15	—@10@15
Medium	16 @ 24	16 @ 22
Good to fine...	25 @ 30	23 @ 28
Burley	—@22@—	—@20@—
Virginia dark—		
Filler	—@13@18	—@15@20
Medium	20 @ 28	21 @ 28
Good to fine...	30 @ 36	30 @ 39
Virginia & Carolina Bright—		
Semi-dark to Semi-bright..	—@11@20	—@11@18
Medium bright	21 @ 27	19 @ 27
Good to fine...	28 @ —	28 @ —
Nyasaland and Rhodesia Bright—		
Semi-dark to Semi-bright .	—@16@24	—@13@20
Medium bright	22 @ 25	21 @ 24
Good to fine...	26 @ 30	— @ —

Market Comment

The July sales sum up to a fair average, those of Brights and Semi-brights predominating, and of the lower grades of Virginia leaf and strips there are few parcels from which selections can now be made.

The import of western leaf and strips is not sampling up as good as early shipments, much of the tobacco being mixed color and quality.

The question of labor in the United States was ably dealt with by the New York correspondent of *The Times* in the issue of the 7th instant, showing the altered conditions prevailing there, with its consequence upon raising and handling tobacco in that country; preventing a return of pre-war prices.

The crop reports are good in all the tobacco producing states.

Nyasa and other Empire growths have not met with much demand.

Starts New Leaf Business in London

LONDON, Eng., Aug. 4.—J. M. Macmillan, of 30 Minories, E. I., makes the following announcement:

"I have to inform you that I have resigned as a director of, and from all connection with, Frank Watson & Co., Limited, and am commencing business as leaf tobacco merchant and importer under the style of, J. M. Macmillan, Limited, at the above address.

"The cordial relations which have existed between members of our trade and myself I hope will continue.

"Should occasion arise when you think I might be of service please do not hesitate to make it known to me."

Yes, Lucy Page Gaston Was Not Present

NEW CASTLE, Ky., Aug. 11.—The first meeting of the Board of Directors of the Henry County Burley Co-operative was held at the Court House, Mrs. Ben Carroll, county vice-chairman, presiding. Twenty-eight were present, including the following members of the executive commttiee: Mrs. A. R. Garrett, Mrs. Maddox O'Nan, Mrs. J. W. Miller, Mrs. H. K. Bourne and Mrs. Charles Atchison. Each local reported election of officers as follows:

New Castle—Chairman, Mrs. M. J. Jones; vice-chairman, Mrs. James Sanford; Executive Board, Mrs. J. Wirt Turner, Mrs. Sid Morgan and Mrs. Jap Mays.

Port Royal—Chairman, Miss Bertha vice-chairman, Mrs. Ray Pollard; secretary and treasurer, Miss Alice Powell; members of the Executive Board, Mrs. Lester Cureton and Mrs. Will Young; county entertainment chairman, Mrs. William Munsey Pryor.

Campbellsburg—Chairman, Mrs. Wallace Campbell; vice-chairman, Mrs. A. O. Pyles; secretary and treasurer, Mrs. J. L. Orem; members of Executive Board, Mrs. Ed Brent and Mrs. James William Scott.

Turners Station—Chairman, Mrs. John Neblett; vice-chairman, Mrs. Ira Brent; secretary, Mrs. Dee Wilson; members of Executive Board, Mrs. James Pendleton and Mrs. Nobe Henderson.

Smithfield — Chairman, Mrs. Henry Head; vice-chairman, Mrs. C. B. Wilson; secretary, Mrs. Barney Crum; treasurer, Mrs. J. S. Bate; members of the Executive Committee, Mrs. W. S. Hieatt, Mrs. Joe Callaway and Miss Mae Estes.

Eminence — Chairman, Mrs. Charles Ellis; vice-chairman, Mrs. Fannie Scott, secretary and treasurer, Mrs. Newton Bright; members of the Executive Committee, Mrs. O. L. Oster and Mrs. Henry Jackson.

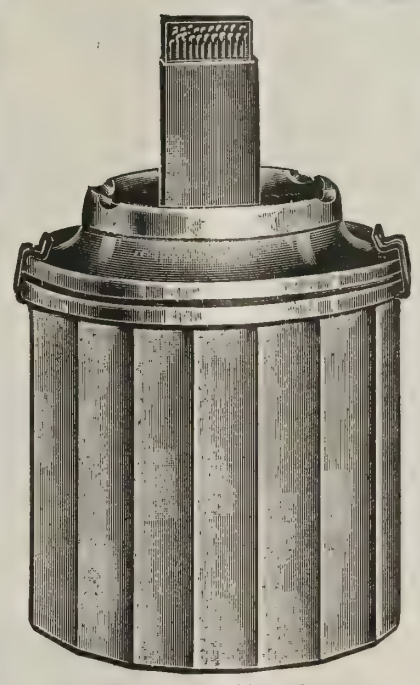
Sligo-Pendleton—Chairman, Mrs. C. A. Smith; vice-chairman, Mrs. John J. Morgan; members of the Executive Board, Mrs. James Kidwell, Mrs. Robert Starks and Mrs. A. R. Garrett.

Maysville Man Gets Prize

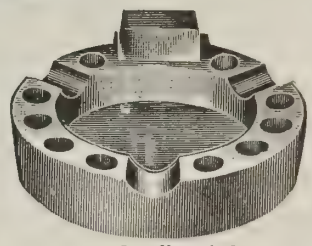
MAYSVILLE, Ky., Aug. 11.—William L. Bloom, farmer of the Eagle Creek neighborhood, yesterday won a beautiful silver trophy offered by the Ripley National Bank to the grower who placed on exhibition the best stick of green burley tobacco of his own raising. More than 100 contestants submitted exhibits. Bloom's prize-winning stick was from a field of a recently-cleared sugar camp, with all exposure to the east.

UNITED STATES GLASS CO.

General Office and Salesrooms
So. Ninth & Bingham Sts.
Pittsburgh Pa.



No. 6 Jar with New Cover.
Also furnished with Regular Cover.
No. 7 Jar same as No. 6 except 1 inch deeper.



Cigarette Snuffer Ash Tray

Humidors, Cigar Cigarette and Tobacco Jars

Made of the finest Quality Glass

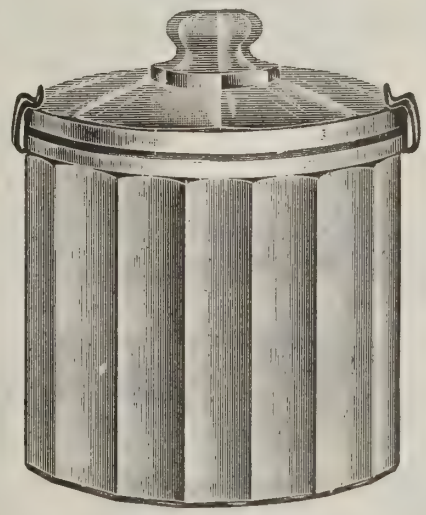
We Specialize on Private Moulds.
Special Feature is having Name, Factory Number, District, Etc., Pressed in Bottom of Jar.

TOBACCO AND CIGAR JARS FURNISHED

Complete with Rubber Ring and Clips, Packed in Individual Cartons and then Packed 2 dozen in a Crate or 50 Jars in a Box. Also Packed 1 dozen in Re-shipping Carton.

Branch Offices and Showrooms in

NEW YORK
CHICAGO
PHILADELPHIA
BOSTON
LOS ANGELES
BALTIMORE
SAN FRANCISCO
SYDNEY, AUSTRALIA
DENVER
DALLAS
LONDON, ENGLAND
MEXICO CITY, MEXICO
HAVANA, CUBA
PONCE, PORTO RICO
CARACAS, VENEZUELA



No. 5½ Jar and Cover
Can be furnished with New Cover
Holds 50 Cigars

LARGEST MANUFACTURERS OF TABLE GLASSWARE IN THE WORLD

Have you seen the big full page newspaper series?

Save from $52 to $78 a year

You will be amazed to see how the use of "Bull" Durham will cut down the cost of your smoking.

How is it possible to give you quality at the low cost of 10 cents for 50 cigarettes?

ANSWER: The government tax alone on 50 machine-made cigarettes is 15 cents—5 CENTS MORE THAN THE COST OF 50 "BULL" DURHAM CIGARETTES TO YOU!

The average smoker saves $1 to $1.50 a week by "rolling his own" from "Bull"—or from $52 to $78 a year. This makes quite a Christmas fund—or pays for a fine trip.



GENUINE

"BULL" DURHAM TOBACCO

Guaranteed by The American Tobacco Co. INCORPORATED

50 GOOD CIGARETTES 10¢

(Reduced facsimile of Newspaper Page)

Tobacco Questionnaire to Assist Survey

With a view to obtaining as promptly as possible a comprehensive report on present conditions in the tobacco industry throughout the world, T. L. Hughes, the energetic chief of the Tobacco Section of the Bureau of Foreign and Domestic Commerce, is sending out to the American trade through W. L. Crounse, chairman of the Commercial Relations Committee on tobacco of the Department of Commerce, an elaborate questionnaire addressed to the bureau's agents in the principal countries in which tobacco is produced and consumed. While the questionnaire has been compiled with great care and appears to cover the ground fully, nevertheless Mr. Hughes is hopeful that its publication in the tobacco trade press may bring to him further helpful suggestions that may render the prospective reports even more valuable to the trade he desires to serve.

Mr. Crounse suggests that all persons throughout the trade who are interested in the extension of our exports and imports shall examine this tentative questionnaire with the utmost care, and will then transmit to T. L. Hughes, Tobacco Division, the Bureau of Foreign and Domestic Commerce, Washington, D. C., any suggestions with regard to desired amendments. Mr. Hughes realizes that a considerable number of houses in the trade have had special experience in dealing with certain countries and will, therefore, be in position to make valuable suggestions concerning data which may not wholly be comprised in the questionnaire.

The official schedule of questions to which the bureau's representatives are to supply answers follows:

Culture

1. In what provinces or districts is tobacco an important crop?

2. What types are grown? Cigar leaf, cigarette leaf or leaf for smoking?

3. In what months is tobacco planted? In what months is it harvested?

4. When does the producer sell his crop?

5. To whom does the producer sell? To government monopoly, dealer, broker or manufacturer?

6. Does the producer sell at a central market or at his farm?

7. What is the cost of production?

8. Who assorts and packs the crop?

9. What is the cost of assorting and packing?

10. How is the producer financed?

11. Is there any control or restriction of production by law or by agreement?

12. Is there a government bounty on production?

NOTE—Give the sources of your information.

Production

1. What was the acreage devoted to tobacco culture and what was the yield during the years 1913, 1919, 1920, 1921, 1922?

2. Report preliminary estimate of acreage and yield of tobacco for entire country as soon after transplanting as possible.

3. Report final estimate of acreage and yield after the harvest.

4. Report the average price per pound received by the growers for the crop.

5. Report stocks of leaf tobacco on hand at the end of the fiscal or calendar year.

NOTE—Questions No. 2, No. 3, No. 4 and No. 5 are to remain current. Give the sources of your information.

Imports and Exports

1. Names and addresses of dealers in leaf tobacco and the kinds handled.

2. Names and addresses of brokers and commission agents who handle leaf tobacco, and the kinds handled.

3. Who imports American tobacco? Dealer, broker or manufacturer?

4. On what terms does the manufacturer buy from the dealer or broker? How much time is granted for payment if credit terms are arranged?

5. Give the quantity and destination of American tobacco exported annually. (This question is to remain current.)

6. For what types of American tobacco, not used extensively at present, could there be a profitable market developed?

7. Who exports tobacco to the United States?

8. From whom does the exporter purchase his tobacco?

9. What middlemen enter into the exporting of tobacco to the United States, between the producer and the American importer? What commissions are paid?

NOTE—When the import and export statistics of tobacco are available in advance of the Official Yearbook publication it is urgently requested that such information be transmitted to the Bureau of Foreign and Domestic Commerce. The details desired are the quantity and country of origin of imports and the quantity and destination of exports.

Manufacture

1. Name and location of the principal tobacco factories, giving the product manufactured, whether cigars, cigarettes, smoking, chewing or snuff. Which is the principal product of the factory?

2. Give the total annual production of cigars, cigarettes, smoking, chewing and snuff for the entire country.

3. Which factories use American tobacco? What kinds or types are used?

Consumption and Revenues

1. What was the total consumption of tobacco for the years 1913, 1919, 1920, 1921 and 1922? If available, give separately the quantity of cigars, cigarettes, smoking, chewing and snuff consumed.

2. What was the amount of revenue received by the government from tobacco in 1913, 1919, 1920, 1921 and 1922, from import and export duties, excise taxes, manufacturing licenses, corporation taxes and other sources?

NOTE—This does not apply to countries having tobacco monopolies.

3. What part of the total government revenue is derived from the tobacco industry?

Government Monopolies

1. When was the government monopoly or regie established?

2. Procure copies of the decrees establishing the monopoly, or the articles of agreement between the government and the concessionaire.

3. Does the monopoly control all phases of the tobacco industry? That is, production, manufacture, sale, import and export?

4. How many factories does the monopoly operate for the manufacture of cigars, cigarettes, smoking, chewing, snuff?

5. How is the monopoly financed? How is the ownership of its stocks and bonds distributed?

6. What have been the gross sales, gross and net income of the monopoly during the years 1910 to 1922, inclusive, ir since its inception?

7. Are the revenues from the tobacco monopoly pledged on internal or external loans?

Resort Trade Still Good

The B. Wasserman Co., Inc., importers of Havanas and jobbers of domestic cigars, of 77 Chambers street, report a steady, sustained demand for high-grade brands from the resort trade.

To Return to Gotham

Nathan Bijur, of E. Rosenwald & Bro., who is at present enjoying a well-earned vacation in Orange County, returns to New York at the end of the week.

Pennsylvania Trade Brisk

Herbert J. Curtis, of Arthur Bornholdt & Co., is securing lots of orders for fancy Sumatra wrappers from his Pennsylvania clients.

Secures Broad-Leaf

Leopold Holzman, of Strouse & Holzman, ran over to Connecticut last week-end and secured another good crop to add to their large holdings of broadleaf.

A Gentleman's and Sportsman's Smoke



MATOAKA

BLUE RIBBON TOBACCO

in 15c tins and pound tins

AND

MATOAKA CIGARETTES

Now Sold at 20 for 20c.

Nationally Approved by Discriminating Smokers

PATTERSON BROS. TOBACCO CORP., RICHMOND, VA.

WAITT & BOND

Blackstone

CIGAR

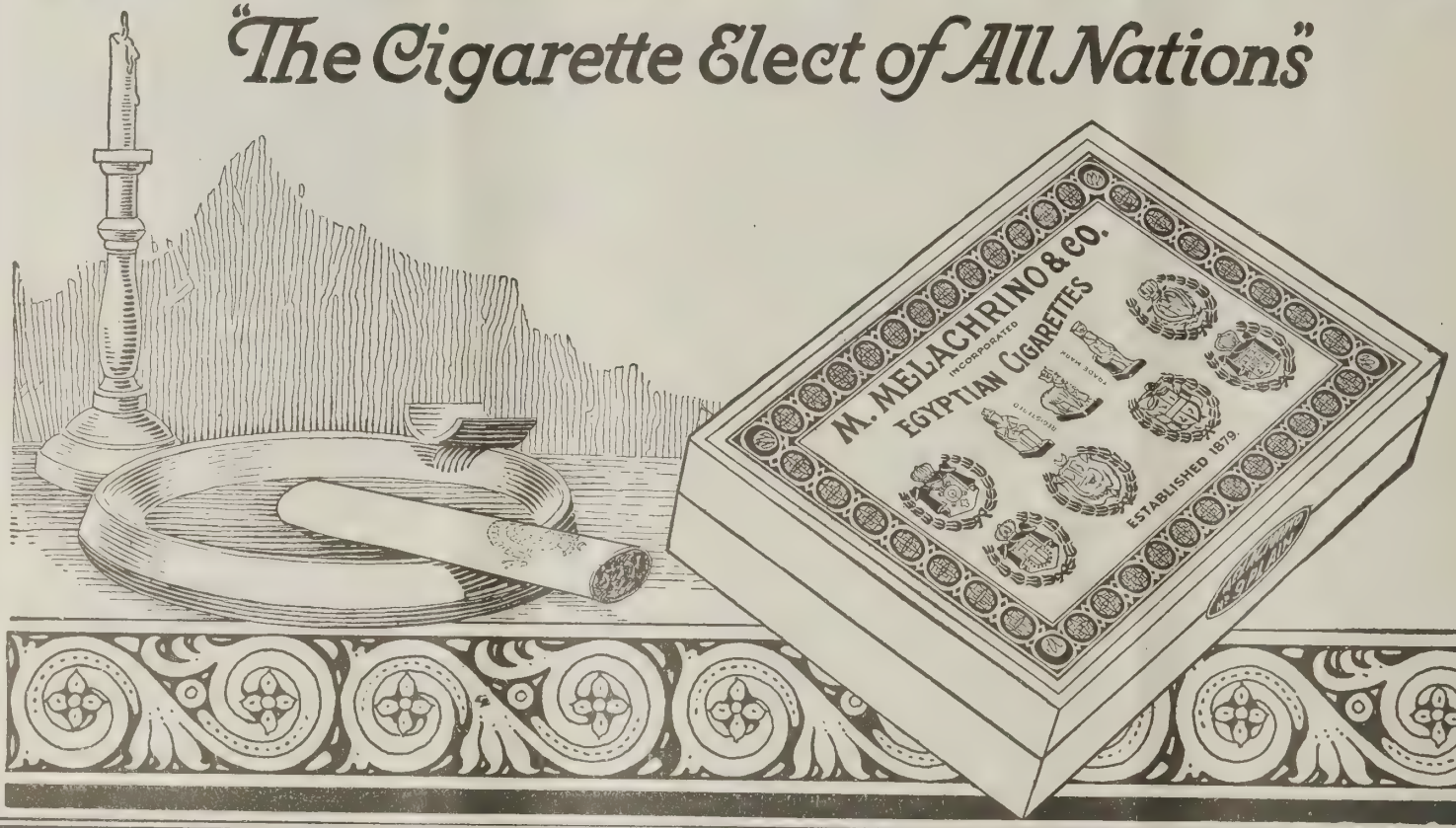
Havana

Filler

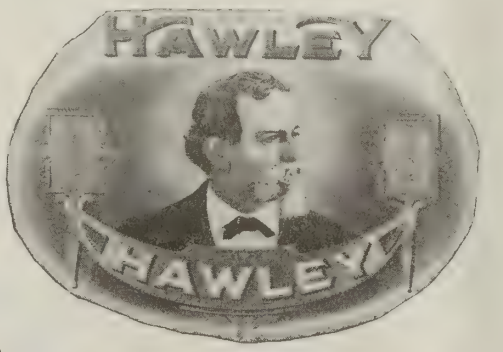
Absolutely!

MELACHRINO

"The Cigarette Elect of All Nations"



GUARANTEED MANILA CIGARS



Packed 100 in a Box (Large Size)
Retails 6 for 25c.



Shapes). Retails 5c.
Packed 50 in a Box (Perfectos and Corona



Packed 100 in a Box (Large Size)
Retails 6 for 25c.

Deliveries Made From New York, Cincinnati or Direct From Manila

INTERESTED ONLY IN JOBBERS WHO ARE DESIROUS OF BUILDING BRANDS

Unconditionally Guarantee Our Cigars to be Absolutely Perfect in Every Way.

LEAF TOBACCO

We also import Cuttings, Scraps and Tucks, the By-Products of our own factories, as all our cigar importations are strictly long filler, hand made.

Our Mr. P. S. Frieder is constantly in Manila personally supervising the purchase of Leaf Tobacco, the manufacturing of our Cigars and giving each shipment his personal attention.

Address all communications to main office, Cincinnati, Ohio

S. FRIEDER & SONS, 214-218 West Fourth St., Cincinnati, O.

Chicago Dealers Do An Increased Pipe Business

Pipe Publicity Bringing Good Results—High Grade Pipes Being Featured Stronger Than Ever—New Condax Cigarette Distribution Plans Create Lively Interest.

CHICAGO, Aug. 11.—Pipes are showing an increase in sales and the pipe publicity is bringing the dealers good results. High grade pipes are featured stronger than ever, and among the imported lines Dunhill and Peterson get the call. Several shapes of Dunhill imported pipes are now shown at the store of E. P. Oakes, 153 N. Clark street.

A. M. Seckbach & Bro., the Kimball Building cigarists, are featuring a large window display of Camel—a 5 cent cigar.

To Place Personality

The Ryan & Raphael Cigar Co. will introduce Personality cigars to the Chicago smokers around Sept. 1. Doc Rosobro of the New York-Tampa Cigar Co. will be here at that time, to start the ball arolling and we all know "Doc" is some starter.

J. P. Brill of the Wm. J. Seidenberg Corp. has returned to Chicago headquarters after a trip through Indiana and Ohio.

Considerable Interest in Condax Change

The announcement made by E. A. Condax & Co., Inc., in Circular No. 15 to their customers, saying that effective August 4 the marketing of their brands will be discontinued by them and that hereafter all their brands are to be marketed by W. Duke Sons & Co., Branch, 212 Fifth avenue, New York, to whom all orders for Condax cigarettes should be sent, has aroused considerable interest. The Condax straw tip cigarette is in much demand here.

Sam Zuckerman of H. L. Rogers Co., New York, was in and showed the dealers some new styles of Peterson pipes.

Bogey, a 5 cent Tampa made blunt cigar that has a very large sale with Tebbetts & Garland, 16-18-20 N. Michigan avenue, will hereafter be made by the Wm. J. Seidenberg Corp. at the Seidenberg Tampa factory. The deal was closed by H. L. Harris, general manager of the Chicago branch.

Exclusive Box Trade

Geo. Hutt, exclusively in the box business, is sending his trade a fine lithographed postal card, stating he features the La Perla Española, made in bond cigar from Garcia & Vega. Another big seller with Hutt is Pancho Arango, also a bonded cigar. His office is at 128 North Wells street.

The sale on Fatima cigarettes increases each month.

Good Cigar and Pipe Business

Irvan Ries & Co., 104 North Wells street, report good results on the recent Emmerson campaign. Hundreds of Chicago stores now show the Emmerson line, which is made by the Frank P. Lewis Cigar Co. of Peoria, Ill. The sale of pipes during July showed a big increase with Irvan Ries & Co. who are one of the largest jobbers of pipes in the middle west.

No Trace of Stolen Cigars

Clarence Hirschhorn of the Clarence Hirschhorn Co., jobbers, 217 W. Randolph street, reports that no trace has as yet been had of the 40,000 El Producto and 20,000 Little Tom cigars that were stolen recently from the Chicago Bonded Warehouse. Mr. Hirschhorn asked the trade, both here and all over the United States, to be on the "look-out" for this merchandise and not to buy it if it were offered for sale, but to notify him at once and receive a $250 reward.

Watching for Welcome Visitor

Blue Boar cigarettes are up on top these days. All the clerks are waiting for the $2 man to come around.

Much in Evidence

Girard, the old standby, made in Philadelphia by A. Roig Langsdorf Co., is to be found wherever good cigars are sold. Girard has a host of friends who enjoy its mildness. P. J. Rubey & Co., South Chicago, are the Chicago-Girard jobbers.

Pleased with Progress

A. Zaphirio & Co., the largest cigarette manufacturers here, whose factory is at 112 East South Water street, find the sale of their Zaphiro, all Turkish cigarette, on the increase. This well established brand, which comes in the 10 for 25 cent size is to be found on sale in all the clubs, hotels and better cigar stores.

Selling Well

Royal Bengal, short smokes, are selling good and every live dealer has the package in stock.

Escomade, a clear Havana, Tampa made cigar, is distributed by L. C. Marks & Co., of 36 South State street. It's a big favorite in many stores.

Going Well

Hotel La Salle, from Marcelino Perez & Co., pleases the smokers at the Hotel La Salle. Cigar manager Nate Hofert features this clear Havana strongly.

Cortez, from Key West, "made for men of brains," moves ahead. This fine clear Havana is sold only by the very best of dealers.

For those who have been inquiring, the Antonio and Cleopatra, clear Havana cigar, is distributed here by J. & B. Moos, at 211 West Randolph street.—H. L. H.

Mexican Planters Show Some Discouragement

WASHINGTON, D. C., Aug. 15.—According to reports from numerous tobacco planters in the Valle Nacional and Ojitlan districts of Mexico, they will not plant any tobacco this season, owing to the low prices, and to the fact that many planters still have their last crop in the warehouse, being unable to sell it or even to get any offers for it, according to a report received by the Department of Commerce from Vice Consul Myers, at Vera Cruz.—LAMM.

Going South

F. M. Arguimbau, vice-president of the American Sumatra Tobacco Co., Inc., of 131 Water street, is scheduled to leave New York next Tuesday for the southern territory and expects to be away for four weeks or more.

Western Prospects Bright

John Fielding, of Cullman Bros., Inc., has just returned from a two weeks' tour in the middle west. Mr. Fielding noticed a great improvement in business conditions and is optimistic regarding future prospects in that territory.



In Perfect Condition

BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.

MADE BY
RACINE PAPER GOODS CO., Racine, Wis.

MANHATTANS

Havana Filler—Sumatra Wrapped

The Cigar You Have Been Looking For

Made in four popular shapes and sizes.
Retails at 10c and 2 for 25c

Liberal Factory Inducements to the Right Jobbers

Also the Elm

Quality Queen of the 5c Field

Your house needs these two big sellers. Write today for full information

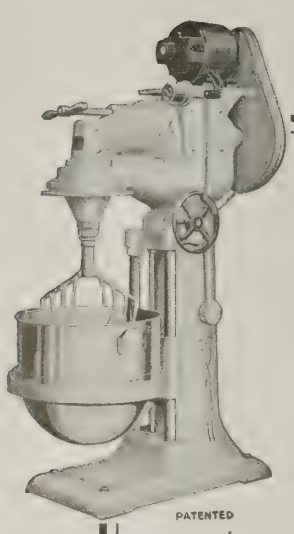
CENTRAL CIGAR MFG. CO.
505-511 Canal Street New York City

AMERICAN BRIAR PIPE CO.



180-182 W. Lake St.
Chicago, Ill.
Manufacturers of
Pipes & Smokers' Articles
Ask for Two in One Holders
Patent applied for.
Pipe Repairing Done in Our Own Shop

Read Tobacco and Keep Up-to-Date



THE READ PASTE MIXER

In every cigar factory, large or small, gum trag must be mixed. This operation, usually performed by hand, requires much time and labor. A Read Mixer will perform this work for you daily, giving you a much better paste as it will positively remove all lumps and then, too, it will give a larger quantity from the same amount of material than when mixed by hand.

Used in the various plants of Otto Eisenlohr & Bro. Co.

Write for further information.

READ MACHINERY CO.
YORK, PA.

ESTABLISHED 1881



Send for Samples and Prices

St. Louis Trade Topics

Business Just So So

ST. LOUIS, Mo., Aug. 11.—The usual summer quietness is on in the cigar and tobacco business. While it is better than it was during the hot months last year, it is still below the wishes of the trade. However, the jobbers and retailers are not making much of a cry, for they are doing quite well, even with sales not better.

The will of Emil Wehmeyer, president of the Jacob Lampert Cigar Co., who died a short time ago, has been probated and it showed he left an estate valued at about $50,000. He bequeathed it to his two brothers. He and Fred Hack were for many years associated with the late Jacob Lampert, when the latter died in 1921. In the will left by Lampert, it provided that they were to have priority in buying the business, which they did.

Went to Badger State Instead

Taylor Stickney, of the Stickney-Hoelscher Cigar Co., was one of the many who overlooked the Ozarks when he left last week on his vacation. Instead of going to that popular place to spend his vacation, he went to Wisconsin, where he met some friends, and will remain there, enjoying himself for several weeks, or until he gets tired and wishes to get back to business.

Traveling representatives coming to St. Louis remain here only long enough to attend to their business and go right out again. This is because of the intense heat that prevails. They are anxious to get some place where it is not quite so hot.

Notable Window Displays

Window displays were as attractive as usual last week. In-B-Tween was shown by the Moss & Lowenhaupt Cigar Co.; La Palina by the Wm. A. Stickney Cigar Co.; La Venga by Rauh-Millius Cigar Co.; Tales of Havana by Stickney-Hoelscher Cigar Co.

Heavy Rains Do Much Damage in Dark District

HOPKINSVILLE, Ky., Aug. 13.—Tobacco throughout this part of Kentucky and Tennessee has suffered materially from the heavy and repeated rains which have fallen this summer. These rains have been especially severe since August 1, and not only is the damage due to wet soil, but high and rushing water has literally washed much of it out of the ground and destroyed it while in hundreds of other cases, fields have been covered wholly or in part to such a depth that the plants were entirely submerged.

About a week ago there was such a heavy rain that all streams were raised to a higher mark than at any time during the past winter. These streams overflowed their banks and flooded all the bottoms, catching countless acres of tobacco, most of which was covered entirely. This damage was not confined to the lands adjacent to streams, for in possibly as many instances, lowlands were converted into lakes and again did tobacco, caught in such cases suffer damage.

Tobacco was not the only crop damaged either, for corn suffered along with it. Very frequently the water was so deep that the tall corn stalks would be entirely submerged.

It is feared that all tobacco so flooded, and especially that entirely covered, will be practically ruined not alone from the water but from the deposit of mud and slime left on it. In every instance where the plants were touched, the leaves presented a most bedraggled and sick look.

Here in Hopkinsville the official gage shows that the rainfall for this year to August 10 was 51.53 inches. The average for Kentucky for the year is 38 inches. So the average is already beaten by 13.53 inches and there is nearly five months of the year yet.

Tobacco on the highlands is looking good and growing off most vigorously under the effect of the wet season. Corn, too, is in similar condition. But in the lowlands where the water collects or where the soil retains the moisture, damage is feared. This fear is chiefly that the tobacco will "french." Also, the growers and dealers say, if the rains continue the tobacco will not thicken up and have the weight and gummy substance that is so much desired.—M. E. BACON.

Canada Tobacco Grows in Public Favor

TORONTO, Ont., Aug. 11.—Great progress is being made by Canadian grown tobacco in securing the favor of the tobacco-consuming public, says the *Natural Resources Intelligence Service* of the Department of the Interior. This natural resource is one which is assuming very great importance, in view of the tremendous prejudices which have had to be overcome, both at home and abroad. Only in June, 1921, speaking at the Canadian Manufacturers' Association annual meeting in Montreal, a prominent Canadian tobacco manufacturer made the statement that "the policy of the manufacturers has been not to have the consumer detect the brand contained in Canadian tobacco because the reputation of Canadian tobacco was not right with the consumer, and we have been able to increase the consumption of Canadian tobacco only by the consumer not knowing it was Canadian."

Since this statement was made, however, conditions have rapidly changed. A policy of education on the merits of Canadian-grown tobacco has been carried out, and the loyalty to Canadian products has prevailed to such an extent that the consumption of Canadian tobacco is steadily increasing, and with the knowledge that it is Canadian grown.

One of the results growing out of the war is the increasing appreciation of Canadian tobacco among the British public. The enormous amount supplied from Canada in large and small quantities to individual soldiers, by their friends, was instrumental in cultivating a taste for this country's tobacco among the British soldiers, and, this market in the Old Country is rapidly enlarging. Canadian tobacco is now looked upon very favorably by British importers and manufacturers, and is recognized as superior to tobacco imported from other British colonies, such as South Africa and Rhodesia, owing to its excellent flavor, while at the same time it compares very favorably with the best grown in the United States.

So great has the British demand for Canadian tobacco become that over one million pounds, grown in Essex County, was shipped to Great Britain during 1922, to be used in the manufacture of cigarettes, pipe tobacco and twists. In anticipation of increased requirements in Great Britain it is reported that a British tobacco firm has purchased land at Kingsville, and proposes to erect a modern factory there for the processing and curing of Canadian leaf tobacco. The Canadian Tobacco Growers' Co-operative Co. has entered into a contract to supply the new British firm with 2,000,000 pounds of dark leaf tobacco.

How Canadian tobacco users are increasing the consumption of the home-grown product is shown by the record of imports for the past three years. In 1920 there was imported 21,120,729 pounds of unmanufactured tobacco, in 1921, 19,924,721 pounds, and in 1922, 14,453,671 pounds. The above quoted speaker further said, "It is all a question of the education of the taste. If you will use Canadian Burley instead of Virginia for a month you will not go back to Virginia tobacco." The trade returns would seem to bear out the statement, and it is encouraging to see the very great increase of appreciation of the Canadian product which will merit a greater interest in the development and improvement of this crop by the growers.

Returns from West

Arthur Bornholdt, of A. Bornholdt & Co., has returned from a business trip to the West. Mr. Bornholdt found his choice Sumatra and Java leaf in good demand and was very pleased with the results of his visit.

Sliding Shell Packs and Display Containers



For Five or Ten Full Size or Small Cigars.

This new and logical package will increase the sales of your cigars.

Smokers are showing a decided preference for it.

Let us submit a design for one or more of your brands. Drop us a line and without expense to you we will show you what can be done.

THE ROCHESTER FOLDING BOX CO.

Capacity, 10 Million Boxes a Day.

ROCHESTER, N. Y.



Advertising Does Pay

The outstanding fact that, within 20 ars, the cigarette has passed the cigar d licked its larger competitor by no ss than 55,000,000,000 in the annual itput, is a classic example of what adrtising can do for a commodity. Adrtising to the trade and to the conmer has advanced the cigarette to 60,-0,000,000 yearly production. Lack of dvertising has left the cigar "in irons" a 7,000,000,000 output.

These figures shout out loud. They ave awakened our wealthy cigar indusy, and it is now proposed to spend a illion and more dollars annually to turn e ebbing tide. Properly directed, this mpaign should succeed.

Advertising revived the Manila industy and saved the Porto Rican industry hen it was going to the dogs. Adversing does pay. No business, however g, can afford to ignore trade or conmer.

Advertising properly directed and laced, is the light and the signboard of roductive industry. The business man ho thinks he can get along without adertising is as backward as the man who inks he can manage without light or a gn to invite custom.

The American cigar industry is ealthy in heart. It has brains at the op. It has been held back by the arnacles that have sucked its power rom the bottom. It does'nt pay to fool he consumer; it doesn't pay to "plug" rade or smoker. It does pay to keep p the brand and to advertise it on a elf-selling basis. Business must regulate business and provide the axle-grease needs—advertising!—*New York Commercial.*

New Tobacco Store in London

An event of some importance to the British tobacco trade and of not less importance to tobacconists abroad, is the opening of a splendid modern tobacco store at 27 Throgmorton street, London, directly opposite the Stock Exchange and close to the Bank of England, the Mansion House and other prominent city landmarks.

The site selected was one upon which a bank had previously stood, but the premises have been transformed into a veritable pipe palace—the arrangements and fittings being throughout up to the high standard Mr. Dunhill always attains. There are two windows. In the one as a centre piece is a large original bruyère root, near which is a display of "Shell" briars. The natural grain stands out in relief and is "both a joy to the sight and a pleasure to the touch." The lower part of this window is taken up by an artistic arrangement of Dunhill's bruyère dead root pipes, "absolutely the finest pipe the world can produce," to quote the window bill. A point of interest to all is the neat announcement at the foot of the window: "Any pipe in this window can easily be taken out for close inspection." The other window shows fine specimens of cigarette tubes made in the Dunhill factory, "quaint shapes" in bruyère pipes, and in both windows there are various blends of "My Mixture." Interiorly the soft carpet in an art shade of green, the lavish lighting by specially shaded electric lamps, the electric stove, which looks like a cozy coal fire, a smoker's lounge, and a cedar-lined cigar room provided with delicate instruments for registering the correct humidity and temperature are other striking details. A special system of ventilation is provided in the shop by which stale air is drawn off and fresh air introduced. The most eye-arresting feature, however, is "Sandy," the majestic wooden Scotsman, who, in his Highland bonnet and kilt, stands on sentry in the doorway with an ancient snuff box in his hand. The figure dates from 1750, and is probably the finest specimen of his clan extant. For many years he enlivened a tobacconist's shop in Doncaster, but was attracted at long last to London and the Stock Exchange, where so many of his "brither Scots" have made good. Another treasure is Sir Walter Raleigh's pipe, which reposes in a glass case near the counter. Near by an expert blender makes up special mixtures to suit individual tastes.

Growth of Leaf Imports to Czechoslovakia

WASHINGTON, D. C., Aug 8.—The outstanding feature of the report on the tobacco industry of Czechoslovakia from Consul C. S. Winams at Prague is the amazing growth of the imports of leaf tobacco. These imports have increased from 23,585,320 pounds in 1920 to 39,635,640 pounds in 1921 and to 57,-701,878 pounds in 1922.

Of the 1922 imports, the United States is credited with nearly 9,000,000 pounds as compared with a little more than 4,000,000 in 1921. As the tobacco shipments from the United States to Czechoslovakia are indirect, being reconsigned from Holland, Germany and Great Britain, these figures do not appear in the export statistics of the United States.

This discloses a situation of vital interest to American exporters. The necessity for paying European middlemen for handling this business is not apparent, and this can be obviated by American exporters selling direct to the Czechoslovakian Tobacco Monopoly, to the mutual advantage of both the buyer and the seller.

Czechoslovakia's Imports of Leaf Tobacco in 1922

Country	*Weight in Pounds*	*Value in Crowns*
Bulgaria	11,855,360	75,675,891
Holland	12,382,797	64,063,779
United States	8,957,069	49,159,846
Dutch East Indies	6,385,183	48,266,639
Hungary	5,342,407	30,362,704
Turkey	1,522,717	26,326,572
British India	2,072,324	16,429,508
Greece	1,128,094	15,025,111
Other Asia	1,626,333	10,696,797
Roumania	2,223,119	9,654,034
Brazil	1,235,899	9,465,919
British America	946,876	6,900,029
Cuba	600	3,005,868
Other America	1,880,744	1,862,297
Totals	57,701,878	366,894,994

(One crown equals $0.03 at present rate of exchange.)

Of the imports of manufactured tobacco products, Italy led by supplying 93,475 pounds of cigars valued at 4,864,-140 crowns out of a total of 95,459 pounds valued at 4,871,340 crowns. Of the total imports of cigarettes 18,960 pounds of cigarettes valued at 2,165,971 crowns, Egypt supplied 9,480 pounds valued at 996,257 crowns and Switzerland supplied 6,818 pounds valued at 968,000 crowns.

During the calendar year 1922, Czechoslovakia produced 2,620,608 pounds of tobacco, under the supervision of the State Tobacco Monopoly, for which growers were paid 14,423,170 crowns, plus 143,349 crowns paid to the farmers for transporting the tobacco to the government store houses. (One crown equals $0.03 at the present rate of exchange.) Of the 1922 crop, Bohemia produced 5,071 pounds, Moravia 5,732 pounds, Slovakia 2,177,483 pounds and Ruthenia 432,322 pounds.

The area under cultivation in 1922 amounted to approximately 1,557 acres, while the proposed area for tobacco cultivation for 1923 is approximately 1,710 acres. The tobacco monopoly has also given permission to cultivate in Bohemia and Moravia for experimental purposes, but not to exceed 124 acres.

The turnover of the Czecho-Slovak Tobacco Monopoly, during the calendar year 1922, amounted to 1,890,000,000 crowns, and resulted in a net profit to the Czecho-Slovak treasury of 800,000,-000 crowns.

The amounts of tobacco products manufactured in the nineteen factories, from the local production of 2,260,608 pounds plus 57,701,878 pounds of leaf tobacco imported, are shown in the following table, as well as the amounts consumed during the year 1922.

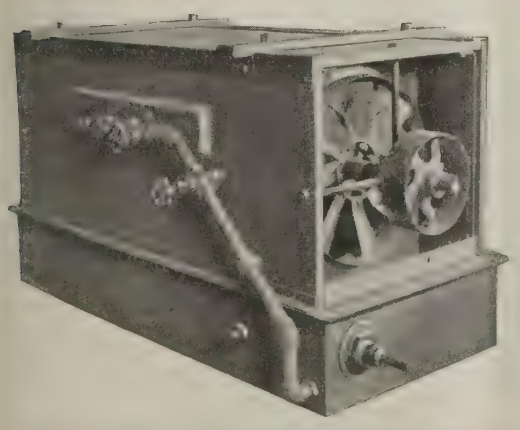
Czechoslovakia's Manufacture and Consumption of Tobacco in 1922

Product	*Manufactured*	*Consumed*
Cigars, M.	597,000	436,000
Cigarettes, M.	6,930,000	6,000,000
Cigarette tobacco, packages	14,000,000	13,500,000
Pipe tobacco, packages	295,000,000	322,500,000
Snuff, pounds	155,000	155,000

THE "EBULATOR SYSTEM" of AIR CONDITIONING HAS NO EQUAL

LET ME PROVE IT ON YOUR PREMISES

Individual Machines for Separate Rooms, or One Large Machine Serving Several Rooms Using Distributing Air Ducts.



A Single Machine (This Type) Will Produce 80% Humidity in a Room of 100,000 Cubic Feet. Perfect Diffusion of Moisture Secured.

BREWER BROTHERS
Growers and Packers of Connecticut Tobacco
HOCKANUM, CONN.

July 13th, 1923.

D. P. Gosline,
Boston, Mass.

Dear Sir:

We installed one of your Ebulator Air Conditioning Machines in our warehouse the past season, and same has given very satisfactory results. We have tried two other systems of air conditioning machines and find yours far superior to either of them.

For your information we might state that we found quite a considerable saving in coal. The warm air which comes from this machine required our coils to be turned on only in extremely cold weather.

We are now cleaning the machine up and can see very little wear on the first season's use. This machine is of rugged build and we see no reason why it should not stand up indefinitely.

Very truly yours,
(Signed) BREWER BROS.

HAVE YOUR CHOICE

Every Installation Guaranteed

WATCH THIS AD

It will pay you to investigate

D. P. GOSLINE, Manufacturer

BOSTON 19, MASS.

UNITED STATES TOBACCO EXPORTS DURING MONTH OF JUNE

Figures Compiled by Department of Commerce. Value Stated in Dollars

ARTICLES, AND COUNTRIES FROM WHICH IMPORTED.	UNIT OF QUANTITY.	JUNE— 1922 Quantity.	JUNE— 1922 Value.	JUNE— 1923 Quantity.	JUNE— 1923 Value.	TWELVE MONTHS ENDING JUNE— 1922 Quantity.	TWELVE MONTHS ENDING JUNE— 1922 Value.	TWELVE MONTHS ENDING JUNE— 1923 Quantity.	TWELVE MONTHS ENDING JUNE— 1923 Value.
Tobacco (total)			6,630,516		5,505,186		63,248,919		78,462,972
Unmanufactured—									
Product of the Philippine Islands	free.. Pound..	47,760	4,643	177,172	30,446	503,840	56,954	1,921,921	226,197
Leaf, suitable for cigar wrappers	dut.. do....	1,103,455	2,476,658	1,031,703	2,564,347	5,211,021	10,940,393	8,793,927	19,432,329
All other	dut.. do....	3,589,497	3,515,503			59,510,576	46,052,498	[1] 10,129,471	[1] 8,192,729
Cigar leaf—									
Unstemmed	dut.. do....			506,791	406,291			[2] 10,598,229	[2] 8,388,040
Stemmed	dut.. do....			876,222	903,652			[2] 9,528,778	[2] 9,942,498
Cigarette leaf	dut.. do....			942,502	750,580			[2] 32,821,546	[2] 22,446,652
Scrap and other unmanufactured	dut.. do....			61,622	23,065			[2] 1,989,568	[2] 596,216
Manufactures of tobacco—									
Cigars and cheroots	free.. do....	182,757	309,030	371,661	511,527	1,504,610	2,690,368	3,894,733	5,352,812
	dut.. do....	37,304	297,533	34,870	274,923	381,330	3,214,324	454,119	3,433,146
Cigarettes and paper cigars	free.. do....			489	791	1,480	1,552	3,964	7,722
	dut.. do....	801	4,589	937	4,997	7,493	34,662	13,021	85,162
All other	dut.. do....	22,688	22,560	30,662	34,567	277,523	258,168	307,410	359,469

[1] July 1 to Sept. 21. [2] Beginning Sept. 22.

Inspecting Connecticut Crop

Howard Cullman, of Cullman Bros., Inc., is spending a few days in Connecticut this week, inspecting the bountiful 1923 crop for his organization.

Western Orders Coming In

Ira Strouse, of Strouse & Holzman, who is covering the western states, is in Chicago this week, and is sending in a goodly number of orders to headquarters.

Buys Choice Leaf

Amos Z. Sherk, of Davis, Sherk & Mason, cigar manufacturers, of Reading, Pa., has been purchasing choice leaf tobacco in the local market this week.



"A Joy in Every Puff"

HAVANA Cadet CORONA 5 CENTS





Havana Cadet as seen in the Sky and on Earth



GUARANTEED HAVANA FILLED. IT HAS NO EQUAL

Manufactured by

MANCHESTER CIGAR CO.

YORK, PA. R N. PARIS Sales Manager

Manila News Notes

The Isabela factory, of Manila, is distributing an illustrated booklet which describes in detail the growing of tobacco in Isabela Province, Philippine Islands where their plantations are located and the work of cigar-making at their Manila factory. The Isabela factory is one of the largest plants in the world producing hand-made, long filler cigars only.

* * *

Jas. Schwartz, of Cleveland, is calling on his trade in the East with a Manila line.

* * *

Heavy shipments of Manila cigars are being sent forward to meet the demand of the Fall and Winter trade.

* * *

The Philippine Government is planning to display Manila cigars at the Tobacco Exposition to be held at the 71s Regiment Armory next January. Exhibits are being prepared by the Manila factories.

* * *

Prices for Manila cigar leaf has stiffened the past few weeks, due to an unusual shortage because of destructive typhoons that swept the Cagayan Valley early in the season.

* * *

C. A. Bond, tobacco agent for the Philippine Government, returned from a short trip to the Middle West last week.

* * *

C. H. Hilbert, 80 Wall street, is displaying some attractive samples of cigars from La Insular factory under El Solera label. The same sizes under La Insular label are big sellers on the Pacific Coast.

* * *

The recent sale of Isabela Royals by the "limited" was one of the most successful enterprises of the kind, pulled by the "big chain" during the past year.

* * *

S. J. Freeman & Sons are winning a strong following on their Manila line from Flor de Intal factory. Uniform quality and close attention to every detail by this factory makes the brand one of the sure winners with every jobber and dealer who stocks them. The smoker knows.

* * *

C. G. Wilson, Inc., reports a crop of good orders during the past week. Bolano and Luis Espoy are strongly entrenched in many sections.

"Tabac Canadien"

Canadian tobacco men are showing considerable interest in a new method of curing Canadian grown leaf which permits manufacturers to render it mild and fine flavored so that it can be more extensively employed in blending. The improved process has been developed by Harold Boyd, of Montreal, an industrial chemist. Details of the new treatment have not been published, but our contemporary, the *Canadian Cigar and Tobacco Journal*, has been impressed with the possibilities of the new process.

Mr. Boyd has stated that he intends handing over the process to the Federal Government, and he has already written to Ottawa authorities to this effect. The process will permit the tobacco grower to treat his own crop; the treatment arresting decomposition, preserving the leaf and retaining its aroma and freshness. No special skill or machinery is required as the treatment has the effect of removing the bite and rawness from the leaf, freeing it also from elements which create mouldiness and increasing its combustion qualities.

The inventor pointed out that the Dominion Experimental Farms branch of the Department of Agriculture might well take up the industry among its other activities for the benefit of tobacco producers. Mr. Boyd states that he has not entered into any negotiations with tobacco manufacturers, preferring to see the country at large benefit from the discovery.

UNITED STATES TOBACCO IMPORTS DURING MONTH OF JUNE

Figures Compiled by Department of Commerce. Value Stated in Dollars

ARTICLES, AND COUNTRIES TO WHICH EXPORTED.	UNIT OF QUANTITY.	JUNE— 1922 Quantity.	JUNE— 1922 Value.	JUNE— 1923 Quantity.	JUNE— 1923 Value.	TWELVE MONTHS ENDING JUNE— 1922 Quantity.	TWELVE MONTHS ENDING JUNE— 1922 Value.	TWELVE MONTHS ENDING JUNE— 1923 Quantity.	TWELVE MONTHS ENDING JUNE— 1923 Value.
Tobacco:									
Leaf tobacco	Pound	30,323,924	9,296,517			451,888,436	156,772,566	[7] 229,472,475	[7] 77,846,167
Bright flue-cured	do			8,766,607	2,127,418			[2] 57,092,053	[2] 22,714,853
Burley	do			560,969	96,056			[2] 3,464,162	[2] 873,896
Dark-fired Kentucky and Tennessee	do			27,787,598	5,507,380			[2] 73,450,797	[2] 13,869,604
Dark Virginia	do			1,669,950	501,731			[2] 34,719,253	[2] 17,967,263
Maryland and Ohio export	do			601,761	88,563			[2] 5,334,752	[2] 563,392
Green River (Pryor)	do			2,279,348	675,288			[2] 10,054,128	[2] 2,843,441
Cigar leaf	do			87,031	31,204			[2] 251,854	[2] 209,264
Other leaf tobacco	do			7,976,873	1,845,882			[2] 31,346,998	[2] 8,737,375
Total	do	30,323,924	9,296,517	49,730,137	10,873,522	451,888,436	156,772,566	445,186,472	145,625,255
Exported to—									
Belgium		1,254,282	187,809	1,602,813	151,896	21,610,307	2,690,911	22,966,563	2,550,012
Denmark		457,354	77,488	350,085	63,289	3,829,171	712,814	5,037,335	982,472
France		1,592,784	175,210	7,585,219	1,206,917	43,166,050	5,123,275	37,638,320	5,615,187
Germany		4,944,043	721,723	2,756,351	339,107	29,988,577	4,869,472	30,680,022	4,383,668
Italy		2,241,625	495,735	10,296,570	2,461,612	46,971,663	10,545,021	42,400,610	9,461,342
Netherlands		1,169,047	253,640	1,015,205	150,791	19,870,686	3,726,592	16,901,535	2,624,295
Norway		381,217	99,591	31,104	8,016	3,622,038	1,042,500	3,425,895	1,274,912
Portugal		662,117	100,049	841,524	119,147	5,814,821	1,110,996	5,714,648	815,771
Spain		16,058	6,200	5,727,221	744,468	12,534,194	1,441,677	12,794,761	1,845,145
Sweden		589,068	208,533	851,090	78,107	4,231,477	840,104	5,919,714	1,078,128
Switzerland		159,158	35,700	172,255	22,052	2,685,712	728,918	2,056,692	413,872
United Kingdom		10,195,587	4,732,786	8,333,366	2,651,724	178,817,343	96,124,187	152,700,297	80,332,126
Canada		550,018	214,917	708,969	222,270	13,117,029	3,832,676	14,131,230	3,778,474
Mexico		34,587	12,236	39,299	11,784	2,542,100	556,265	435,837	138,498
Haiti		90,839	19,568	79,471	17,986	1,409,940	310,094	1,430,497	307,558
Argentina		73,323	17,058	41,319	13,130	1,065,975	325,073	2,486,390	803,568
China		3,240,913	1,191,468	5,732,323	1,415,443	22,945,067	8,241,888	39,792,536	11,869,093
Hongkong		146,110	27,372			648,145	128,989	1,394,714	252,383
Japan		154,800	22,420	81,291	43,813	2,339,513	1,029,675	2,471,857	1,337,325
Australia		57,314	19,940	1,158,758	501,596	15,241,757	7,441,930	18,030,795	8,947,215
British West Africa		1,100,626	327,876	965,102	296,305	7,143,013	2,202,500	10,330,701	3,121,987
French Africa		430,827	91,459	362,167	76,952	2,853,526	623,491	5,292,900	1,075,616
Other countries		782,227	257,739	998,635	277,117	9,440,332	3,073,518	10,152,623	2,613,608
Stems, trimmings, and scrap tobacco	Pound	1,828,555	74,551	2,032,009	85,826	11,500,085	544,273	9,223,822	606,757
Manufactures of tobacco (total)			2,575,846		2,126,292		23,515,898		24,787,632
Cigars and cheroots	Thousand	41	1,177	78	1,967	622	22,942	884	29,354
Cigarettes	do	1,179,420	2,306,032	1,023,463	1,956,218	9,601,780	20,644,979	11,503,855	22,011,777
Exported to—									
Panama		12,082	39,959	17,625	52,053	161,751	626,160	192,143	541,625
British India		5,200	17,775	1,500	4,500	119,460	314,381	99,286	251,539
Straits Settlements		126,050	168,782	85,490	134,725	1,016,750	1,405,087	989,090	1,406,158
China		858,110	1,583,886	766,130	1,435,448	6,944,153	14,010,470	8,789,001	16,595,853
Hongkong		103,200	356,100	28,000	52,500	537,725	2,239,615	284,355	757,853
Philippine Islands		1,865	7,622	11,095	31,135	162,626	676,610	163,551	490,091
Siam		39,025	50,482	18,835	30,853	266,543	342,316	253,665	343,363
Other countries		33,888	81,426	94,788	215,004	392,772	1,030,340	727,764	1,625,295
Plug tobacco	Pound	361,155	171,569	235,629	111,319	3,022,004	1,503,389	3,662,136	1,909,957
Smoking tobacco	do	118,946	72,502	72,619	47,418	2,338,576	951,729	1,007,758	657,554
Other tobacco manufactures	do	108,259	24,566	41,793	9,370		392,859	714,091	178,990

[1] July 1 to Dec. 31, 1921. [2] Jan. 1 to June 30. [7] July 1 to Dec. 31, 1922.

President Stone Speaks at Jonesboro

JONESBORO, Tenn., Aug. 11.—President and General Manager James C. Stone, of the Burley Tobacco Growers' Co-operative Association, today made the first public address to tobacco growers of eastern Tennessee urging that they join the co-operative and market their tobacco through it. Mr. Stone told in detail the story of the success of the Burley co-operative the first two years of its existence, declaring that a "sane and sensible system of marketing" had raised the price of the 1921 crop of tobacco 9 cents a pound more than that of 1920 and that an advance of approximately 8 cents a pound more than the 1921 crop brought had been realized for the crop of 1922.

Mr. Stone said that this had added to the cash return to the tobacco growers of the Burley district somewhere between $45,000,000 and $50,000,000 in the two years the association had been in operation and that the growers in those sections of the Burley district in which it operated are satisfied with the new system of selling.

Mr. Stone came to east Tennessee as a result of a recent visit of a delegation of farmers, merchants and bankers to Lexington, Ky., where they made a first-hand investigation of the methods of the Burley co-operative and reported to growers here that the plan is not only feasible and practicable, but that its avowed purpose of stabilizing tobacco prices and land values in the tobacco sections has been fully realized.

Mr. Stone went fully into the plan of financing, showing the impossibility of the individual grower financing a crop and pointing to the fact that the government, as well as local banks, regarded the warehouse receipts of the association, as well as its participation certificates issued to growers, as first class collateral for loans.

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Waldorf	15c Straight
Club House	15c Straight
Perfecto Extra	2 for 25c
Epicure	2 for 25c
Regalia	10c Straight
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Blunts (wood)	10c Straight
Blunts (cans)	10c Straight

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NEW YORK, THURSDAY, AUGUST 16, 1923

SEEN IN THE NORTHWEST

Westward the promise of better business commences to materialize. From St. Paul to Seattle, many signs of improvement are seen. In Minnesota and the Dakotas, assurances of bigger trade are as good as wheat. Throughout the great Northwest, the harvest tells the story.

Persistently, for months, the country has been told of discouragement and discontent. Tillers of the soil were declared to be terribly pessimistic. According to reports, gloom beclouded agricultural districts. Farmers were depicted in attitudes of dejection, despair and revolt. Politicians, from different view points, saw red danger or blue ruin. Alarmists announced that, since the war, prosperity had departed from the farm. However intended, such advertisements of trouble in rural regions did cause prices of farm products to go lower. Business of all kinds slowed down and decreased. Meanwhile, it rained. During the Spring and early Summer, the rainfall was unusual on parts of the wheat belt often affected by drouth. The land obtained moisture enough to insure good crops. In many places, this year, the yield is double the average. Not only the grain growers gained benefits. The cattlemen profited because of the weather. Instead of drying up as soon as Summer came, the grass on the hillsides and upland plains kept growing and remained green. For herds and flocks in the Northwest there was abundance of feed. Beef and wool were produced in larger quantities at less expense. Though prices of farm products are not so high now as they might be, farmers and stockmen, because of increased production, will get a lot of money. In the Northwest, practically everywhere, business conditions actually are much better than people in the East would infer from previous reports.

In Minneapolis and St Paul, cigar distributors all are doing well now. The outlook is good. A big Fall trade is anticipated. Jobbers are getting hurry up orders from country dealers who allowed stocks to become low. Retailers have begun to buy generously. Business in the Twin Cities is increasing. Shipments to Dakota points approach the record mark. Demand for cigars in Class C is growing. The evidence is in the show windows.

Wages are high. If they desire to work, men don't have to go far to find employment. In some localities, employers have been bidding against each other to get labor.

On the railways and on the highways, travel is heavy. How many people are taking vacation tours, motoring across the country, it would be hard to say. The wonderlands, the places of scenic grandeur, the spots where Nature is most freakish or magnificent, the National Parks have attracted visitors in record breaking numbers, this Summer.

On the Yellowstone Trail, in an inconspicuous little cow town in Montana, a tiny store supports a big sign of high visibility. Up or down the road, whichever way he may be coming, the motorist is given a view of a sign that says: "Cigars to Suit You." Most smokers will agree that the quality and variety offered there is a justification for the advertisement. The display in the window and show case would do credit to a pretentious shop in New York.

Asked, "How is it that you have such a fine assortment of cigars in a small place like this?" the proprietor answered: "Because it's the way to get trade. I experimented and found that it paid. Lots of automobiles pass here, every day, during the tourist season. In nearly every car is a man who might buy some good cigars. Mostly, these travelers are a long way from home. Maybe they had trouble, along the way, in getting what they wanted to smoke. I carry imported Havanas, clear Havanas, mild Havanas, Manilas and various domestics. A number of good brands are represented by several sizes. Generally a smoker recognizes some old friend. If tourists stop and take a look at my stock, usually I can do business. I sell a good many cigars by the box. Sometimes a customer takes three or four boxes. Trade is fine while travel lasts. Then, too, I notice, when they have a chance to pick and choose, the ranchers around here are more inclined to buy good cigars. Yes, sir, I believe in having things just right."

In Butte and Anaconda always there is some cigar business. But trade, confessedly, was dull from February to the end of May. In June, a slight change for the better was observed. In July, the improvement was more perceptible. In August, the upward trend continues. Of all the States, Montana probably had the most depressing experience in the slump that followed the war. Mine operators, farmers, stockraisers and lumbermen alike were hit hard. They suffered. Prosperity seemed to be long deferred. A better demand and a higher price for copper now is expected. Every miner available is being hired. Workers are welcomed. There is a labor shortage in Butte.

All over Idaho business conditions are said to be good.

In Spokane, no cigar man is complaining. Distributors are busy. Trade is developing. Much money circulates. Farmers in Washington are harvesting the biggest wheat crop ever grown in the State. In the famous orchard districts, the trees are loaded down with fruit. Saw mills are working full time. In the timber, more men are wanted. The wages of loggers average $6.50 a day. In Seattle and Tacoma, better times have come.

Famed Puget Sound, with all its maritime advantages, proclaims what great opportunities Seattle has. The winds that sweep across the Pacific carry to the shores of Asia stories of Seattle's glory, progress and growth. The snow-clad, cloud-capped peak of Mount Ranier bespeaks the lofty ambitions of Seattle. The mist that swathes Seattle at times is optimistic.

Is Seattle, already great, destined to be one of the greater American cities? "Yes, surely," every loyal citizen of Seattle will say. Seattle holds the key to the nearest gate of the United States to the Orient. It is a port of infinite possibilities. It is the get-away place for those who go to Alaska. It will be the receiving point for most of the immense business that eventually will be developed in Alaska. Seattle's ocean trade extends practically to every sea. Seattle's railroad facilities are unsurpassed. In Seattle the achievements of the past are but the promise of the bigger things yet to be.

Many men now active in business are older than Seattle. The expectation is that a goodly number of them still will be living when Seattle attains a population of a million. Use of the superlative is pardonable in describing prospects in Seattle. Certainly, cigar business is good in Seattle, not phenomenal, but satisfactory at present and promising for the future.

DISSIPATING AT 83

Jokingly, of course, George F. Baker, the New York banker, admits to newspaper reporters that he began dissipating at the age of 70 years. By "dissipating" he means that at the age of 70 he began to use tobacco and play golf. Like many persons who afterwards became wildly and madly enthusiastic over golf, banker Baker looked upon the sport when enjoined by friends to take it up, as "an admirably foolish pastime, but one which, doubtless, would prove healthful." A little later on, after he acquired a few of the tricks of the course, he entered into golfing as a keen competitive sport. Mr. Baker is known to be one of the richest five men in the country, and certainly he is one of the most successful financiers in this or any other nation. He confesses on his 83rd birthday that neither smoking or golf playing has done him harm; but quite on the contrary both seem to have added years to his life. It is one of the familiar yarns that we hear ever so often that the use of tobacco or the indulgence in outdoor exercise are not for men of older years, but here we have an illustrious example of a successful banker who "dissipates" in both ways and gets a lot of happiness and enjoyment out of resort to these "failings." Wholesome outdoor exercise is very important to continued health, and as the years pile up it becomes fundamentally necessary to give some heed to offsetting the complaints which age brings on.—*Springfield (O.) News.*

ONE OF LIFE'S LITTLE TRAGEDIES

Tragedy is something that happens to you. Comedy is something that happens to the other fellow.

Evidence of one of these little tragedies came to light in the upper cabin of the Erie ferry Youngstown last Friday morning about 9 o'clock. It (the evidence) was a straight, black, rubber-stemmed French Briar pipe, with the bowl half filled with ashes long since cold. It lay on a window sill at the right of one of the long seats.

Now a pipe—an old, well-sweetened pipe—is entitled to respect. To lose an old pipe is to lose an old friend; and that, you know, is tragedy.

That is why this writer picked up that lost pipe, brought it to the office and stowed it carefully in desk drawer. So this is written in the hope that owner and pipe may meet again and that the shadow of another one of life's little tragedies may be lifted.—*New York Sunday News.*

UTAH'S TOBACCO LAW

The war is over. It is permissible to smoke a cigarette in public in Utah, but it is against the law for the makers of these perilous tools to advertise them on billboards or otherwise affront the eye. One may smoke, but the tobacconist may not publicly gloat over his trade. The reformers will not have their nerves shocked by the glaring publicity of the torch burners. Cut plug may be had, but not lustily advertised. Utah may not be safe, but it wishes to be sane.—*Los Angeles Times.*

TOBACCO IN GEORGIA

Tobacco is being raised on a large scale in Southwest Georgia. In Lowndes County, it has come to be an industry of vast moment and consequence. The little town of Hahira is getting "very much on the map" as a center of tobacco cultivation and marketing.

Georgia ought to raise ten times as much tobacco as it does. Tobacco of a fine and salable quality may be raised in all sections —just as good tobacco as North Carolina raises.

It is within the memory of many Georgians when every farmer had his little tobacco patch, for domestic use—and frequently he

had some to sell to the town folks. The tobacco patch is now the exception rather than the rule.

South Georgia is finding tobacco a most profitable crop. The boll weevil brought about this new condition of things in large measure; in fact, as devastating as the activities of that pest have been, it has operated to Georgia's distinct gain in some directions.—*Atlanta Georgian.*

TOBACCO-GROWING EXPERIMENT

The news that so small a number as two tobacco curing barns were built in Laurens and Anderson counties this year might not seem of much importance, but as a matter of fact it is of considerable significance. It may mean the beginning of a new and important industry in the Piedmont. For a hundred years or more small patches of tobacco have been grown in this section by farmers for their own use, but for some reason or other the crop has never been raised in commercial quantities. Tobacco curing barns are few and far between in the Piedmont and the two or three built this year probably doubles the number. But this is the first time in recent years that a serious effort has been made to grow tobacco for the market, and if the experiment proves successful there is no doubt but that a large number of farmers will take it up next year. Tobacco is a cash money crop just the same as cotton and is just the thing to help along the diversification program. It is not difficult to interest people in something that brings in ready money. Reports from both Laurens and Anderson counties say that at this stage the tobacco growing experiment is satisfactory in every way. If the farmers prove that tobacco can be grown successfully in this section it is up to some city to provide a good market and warehouse for the encouragement of the new industry.—*Charleston (S. C.) News and Courier.*

YES, WE HAVE NO MILD CIGARS

Conversation overheard the other day between a retail cigar dealer and a prospective box customer illustrates why the trade should cooperate in furthering the campaign of truth as to the non-relationship between cigar colors and cigar strength. It also illustrates how not to try to sell cigars, irrespective of this particular point.

The customer has asked for a box of twenty-five cigars of a certain brand and shape.

"You want them mild, of course?" the man behind the counter opined. The customer said he did. He particularly wanted them mild. After a moment's search the cigar man explained that he "hadn't a single box of claros left in stock," in the shape the customer wanted.

"Well, I can't smoke a strong cigar, and I must have that brand," the prospective buyer declared as he walked out of the store.

Did the merchant lose a grand opportunity to "educate" his customer as to just what influenced the strength and quality of a cigar? Wonder if he is one of those dealers who claim they havn't time to "educate" customers about merchandise they sell.—*Canadian Cigar and Tobacco Journal.*

AN ARGUMENT FOR SMALL TOWNS

The president of a cigar manufacturing company, in a discussion of labor troubles and remedies for them, brought up a subject of which we are likely to hear a good deal during the next few years. He told of the advantages to a manufacturer in establishing his plants in small towns in preference to large cities.

His own company, he stated, formerly had its factories in New York City, where it experienced a good deal of difficulty on account of the restlessness of the employees, who were always demanding higher wages than the corporation could afford to pay. The factories were removed to small towns, and the labor trouble disappeared, because in these little communities the men's wages brought them a larger share of the comforts of life than they could procure with the same money in the metropolis.

The decentralization of industry is one of the economic problems of the day. The grouping together of manufacturing plants in the large cities makes for undesirable congestion of population, insanitary conditions, the formation of colonies of foreigners and their evils which we would like to avoid. Unfortunately, it is not always easy for a great industry to move its mills to small towns. Transportation facilities and proximity to markets and raw materials must be considered, as well as other things in which the large urban center often has an advantage over the less congested community.

Development of super-power systems, through which electric energy for use in operating machinery as well as for furnishing light and heat may be had in whatever quantities are desired in any part of the country, is expected to do much to relieve the situation. When super-power is available it will be an easier matter for a corporation to leave the great cities and establish its factories in the rural districts.—*Fremon (O.) Messenger.*

POOL TO ELECT IN SEPTEMBER

Mass meetings for the nomination of delegates, who will be elected in the various counties of the burley district, will be held September 1, these delegates will be chosen at elections in each county seat September 15, and the delegate so chosen will meet in that county of each district which delivered the most burley tobacco to the burley co-operative September 17 to elect directors for the ensuing year, according to the terms of a resolution adopted by the board of directors of the Burley Tobacco Growers' Co-operative Association in regular monthly session at Lexington, Ky.

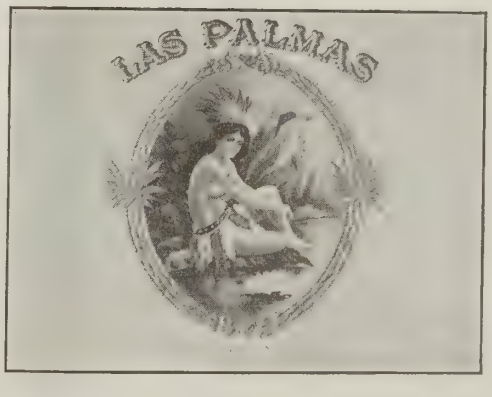
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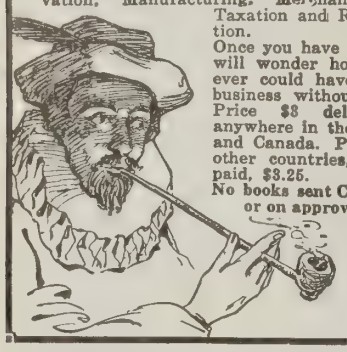
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FRED B. GRIFFIN, *Gen'l. Mgr.*

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Hartford, Conn.

Schulte Retail Stores

Schulte Retail Stores Corp. reports profits for six months ended June 30, 1923, of $2,069,288, after all charges, but before Federal taxes, compared with $1,292,422 in corresponding period of 1922. After deducting preferred dividends and taxes, surplus for the first six months of this year was $1,719,000.—*Wall Street Journal.*

General Cigar Co. Dividend

The General Cigar Co., Inc., has declared a quarterly dividend of $1.75 per share on the preferred stock of the company, payable September 1, 1923, to stockholders of record on August 24, 1923, at 3 p. m.

United Dividend

The United Cigar Stores Co. has declared the regular quarterly dividend of 1¾ per cent on the preferred stock, payable September 15 to holders of record August 30.

Eisenlohr Dividend

PHILADELPHIA, Aug. 13.—The directors have declared the regular quarterly dividend of one and three-quarters (1¾) per cent. on the outstanding preferred stock of Otto Eisenlohr, payable October 1, 1923, to stockholders of record at the close of business September 20, 1923.

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	*Asked*
American Cigar Co.....	76	79
American Cigar Co. Pfd...	82	86
American Mach. & Fdy....	135	..
Bayuk Bros. Com.....	51	53
Bayuk Bros. 2nd Pfd.....	110	115
Bayuk Bros. 1st Pfd.....	96	98
British-Amer. Tob. Co....	22½	22⅞
Eisenlohr & Bros. Com....	65	70
Eisenlohr & Bros. Pfd.....	95	99
Geo. W. Helme Com., new.	48	52
Geo. W. Helme Pfd.....	112	115
Imperial Tobacco Co.....	16½	17
International Cigar Mach...	50	60
J. S. Young Com.....	100	105
J. S. Young Pfd.....	100	105
Johnson Foil	80	90
MacAndrews & Forbes Com.	128	134
MacAndrews & Forbes Pfd.	94	98
Mengel Co. Com.	26	29
Metropolitan Tobacco	70	95
Patterson Bros.	7½	..
Philip Morris	13	14⅛
Porto Rican A. T. Co.....	72	78
Porto Rican A. T. Script..	70	85
R. J. Reynolds "A".....	120	127
Schulte Retail Stores.....	95	96
Schulte Retail Stores Pfd..	114½	118
Tobacco Prod. Export.....	3⅜	3¼
United Cigar Stores.....	175	195
Universal Leaf Com.....	98	100
Universal Leaf Pfd.....	90	93
United Profit-Sharing	5½	5⅞
U. S. Tobacco Com.....	50	54
U. S. Tobacco Pfd.....	105¼	108

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	*Asked*
American Snuff	134	137
American Snuff Pfd.....	90	100
American Sumatra	16¾	20
American Sumatra Pfd....	30	45¼
American Tobacco	143	144½
American Tobacco "B"....	140	143
American Tobacco Pfd....	102	102¼
Consolidated Cigar	19½	21
Consolidated Cigar Pfd....	65	72
General Gigar	81	83
General Cigar Deb. Pfd....	104	107
General Cigar Pfd.....	106	108½
Liggett & Myers	195	202
Liggett & Myers "B"	185	200
Liggett & Myers Pfd.....	110¼	115
Lorillard, P.	155	158
Lorillard, P., Pfd.....	113¾	114
Tobacco Products	50	50¾
Tobacco Products Pfd.....	109¾	110
Tobacco Products "A".....	80½	81½
United Cigar Pfd.....	100	110
United Retail Stores.....	71	74

Cigar Companies Expect Good Year

Cigar companies generally are doing a larger volume of business this year compared with a year ago. While the gains in sales so far this year have not been reflected in corresponding increased net, as disclosed by reports of several companies so far, it is expected that larger volume of business which comes during the summer and fall months will be reflected to a greater extent in net. Cigar companies this year seem to be assured of at least as good a year as 1922 with the probability that some good improvement will be shown.

First and second quarter earnings cannot be prorated to show what can be expected for the full year. Usually, the first three months period is the poorest in the year, followed by moderate improvement in the second quarter while the third quarter is the best.

Final three months is also a good one showing some falling off as the holidays approach.

Tobacco Industry Rated High

In connection with continuation of good earnings by the cigar companies, it is interesting to note that a bulletin of the New York Federal Reserve Bank issued a short while ago compiling earnings of representative industries for 1922, out of a group of 12 major industries gave the tobacco industry an index number of 137, being exceeded only by public utility companies at 162 and class 1 railroads at 150. The number 100 represents the 1919 earnings.

Bayuk Cigars, Inc.

Bayuk Cigars, Inc., for the first six months of this year showed earnings about the same as the corresponding period of a year ago. The six months earnings statement to June 30, last, showed net earnings before depreciation of $592,113 before provision for Federal taxes. For the corresponding period of 1922, net after taxes amounted to $556,636. As taxes on 1922 earnings approximating those of this year amounted to $161,000 it is safe to assume that there was a slight falling off in net.

General Cigar Co., Inc.

General Cigar Co., Inc., for six months ended June 30, last, showed increased sales at the rate of more than $500,000 annually but final net shows only slight increase due to larger interest charges on increased bank borrowings. A comparison of six month statements to June 30, 1923 and 1922, follows:

	1923	1922
Gross earnings.....	$4,270,822	$3,861,477
Net after taxes.....	1,210,756	1,073,761
Interest on loans...	129,044	57,685
Earnings a share on common	$4.22	$3.80

Thus, while in the six month period of 1922, only $3.80 a share was shown, for the full 12 months $10.43 was earned on the common. It is indicated that this year the company should be able to show at least $12 a share on the 181,040 shares of common stock or twice dividend requirements. Increased interest charges this year can be attributed to the fact that balance sheet as of June 30 last showed bills payable exclusive of accounts payable amounting to $7,500,000 compared with $2,500,000 a year ago.

Consolidated Cigar Corp.

Consolidated Cigar Corp. in the first quarter of this year showed net profits available for dividends of $154,961 equal to 57 cents a share on the 150,000 shares of common, compared with $112,545 for corresponding period of a year ago equal to 22 cents a share. Despite the small amount of earnings shown in the first quarter a year ago, Consolidated showed $4.77 a share for the full 12 months. Due in part to acquisition of new selling agencies, many of them in the New York Metropolitan district, second quarter earnings showed moderate improvement over those of a year ago. Interests in the company believe that better than $7 a share can be shown on the common this year based on the half year's known results. Last year the company after dividends on the preferred stock, added $975,000 to surplus. There is no thought of any payment on the common stock at this time and none is likely this year. The aim of the management is to build up working capital from earnings and strengthen financial position.—*Financial America.*

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Co-ops Plan Warehouse in Glastonbury

GLASTONBURY, Conn., Aug. 11.—The organizing of a warehousing corporation by members of the First and Second districts of the Connecticut Valley Tobacco Association and the building of a warehouse with a capacity of 10,000 cases, are projects presented to members of the two districts in a letter from President Joseph W. Alsop.

The letter follows the joint meeting of the two districts at the Williams Memorial building when a resolution was adopted, 71 to 2, "requesting the association to cause a warehousing corporation for broadleaf tobacco to be organized in the First and Second districts."

President Alsop and General Manager Fred B. Griffin were present.

Mr. Griffin said the experience of packing the first crop under association direction had shown that a large warehouse in Glastonbury was desirable so that all broadleaf in the two districts could be brought there for packing, sweating and storage. The samples would, of course, be at the headquarters in Hartford for buyers' inspection. Such a warehouse would save a considerable amount of trucking, and if there was a spur track to the warehouse, or a nearby switch, the tobacco could be probably shipped in car load lots.

Mr. Griffin presented tentative plans for the warehouse. He said it should be 300 feet long by forty-eight feet wide, two stories high and have a basement. It should be built of wood and have a sprinkler system.

Mr. Alsop explained the method of financing the corporation, which is given in the letter sent to members.

Ralph G. Tryon, chairman of the First District, presided. Willard G. Phelps, chairman of the Second District, was secretary.

Mr. Alsop, in the letter, recommends the sale of about $80,000 of the capital stock for the erection and operation of the warehouse.

It is proposed, says the letter, to originally finance the corporation after securing such money as may be advisable on a mortgage, by the issue of non-voting preferred stock paying 8 per cent. One-fourth of such preferred stock would be retired annually, probably by lot, by an equal charge against each pound of tobacco handled by the warehouse.

The members would receive in turn, for deductions made, a like amount of common stock, so that at the end of four years the common stock would be owned and controlled by the broadleaf members of the two districts, the interests of each being in accordance with the amount of tobacco packed for him.

The preferred stock would be first offered to members in the districts, and if not all taken by them would be offered to the general public. The common stock would be the stock controlling by vote the affairs of the corporation and the original issue would consist of but one share each to qualify the necessary directors, the remainder being issued from year to year to members, in return made for the deductions made from their tobacco for the retirement of the preferred stock. It is estimated that the deduction would be about one cent per pound annually.

With the letter from President Alsop is enclosed a voting blank to register disapproval not later than August 18. Those who do not return signed disapproval blanks will be understood to favor the proposition to create the corporation.

All of Glastonbury, a small part of East Hartford, and the tobacco towns south of Glastonbury, compose the two districts.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign.
Demand.4.56 13/16 Cables..4.57 1/16
FRANCE—Par 19.3 cents per franc.
Demand....5.51½ Cables.....5.52
ITALY—Par 19.3 cents per lira.
Demand....4.30 Cables.....4.30½
BELGIUM—Par 19.3 cents per franc.
Demand....4.52½ Cables.....4.53
GERMANY—Par 23.8 cents per mark.
Demand.. .000036 Cables... .000036
AUSTRIA—Par 20.3 cents per crown.
Demand.. .0014 Cables... .0014
DENMARK—Par 26.8 cents per krone.
Demand...18.57 Cables....18.60
GREECE—Par 19.3 cents per drachma.
Demand....1.85 Cables.....1.98
HOLLAND—Par 40.2 cents per florin.
Demand...39.29 Cables....39.33
HUNGARY—Par 20.3 cents per crown.
Demand.. .0057 Cables... .0057
NORWAY—Par 26.8 cents per krone.
Demand...16.77 Cables....16.80
SPAIN—Par 19.3 cents per peseta.
Demand...13.59 Cables....13.61
SWEDEN—Par 26.8 cents per krona.
Demand...26.70 Cables....26.73
SWITZERLAND—Par 19.3 cents per franc.
Demand...18.08 Cables....18.11
CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.
Hongkong—
Demand...52.125 Cables....52.25
Peking—
Demand...73.25
Shanghai—
Demand...70.125 Cables....70.25
PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.
Demand...49.25 Cables....49.50
JAPAN—Par 49.8 cents per yen.
Demand...48.80 Cables....48.92
ARGENTINA—Par 42.44 cents per Argentine paper dollar.
Demand...33.10 Cables....33.20
BRAZIL—Par 32.45 cents per paper milreis.
Demand...10.05 Cables....10.10

European Tourists Nearing Home

Mr. and Mrs. Percival Lowe, and Mr. and Mrs. Isaac Meyer, who have been enjoying a long European vacation, are due to arrive in New York tomorrow, Friday, on the Cunard liner *Aquitania*.

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Havana Tobacco Market Rather Quiet But Firm

Movement Not Brisk, But Export Houses and Some Almacenistas Continue to Buy or Make Commitments—Prices Governed by Quality—Vast Difference in Tobaccos from Various Sections.

HAVANA, Cuba, Aug. 9.—While there is very little movement in the Havana tobacco market, the export houses and some of the almacenistas continue buying and "compromising" packings and Vegas. If prices are somewhat lower than a few weeks ago, it is probably due to the lower value of the tobacco itself, the best of the crops having mostly been picked out during the first "culling." The prices asked in the market have not shown any change whatsoever, and although nobody thinks of making any profit to speak of this year, the holders seem to feel confident. The packers and speculators who use to sell only in the local market, that is to say, people without any foreign customers, are sure that their small holdings will not even be enough to cover the demand of buyers, who use to come down to Havana during the fall and winter, when tobaccos are well cured and ready to be worked. Although, considering the high prices paid for the tobacco and the large shrinkage from now to the fall or winter, the holders *would like* to sell. But they do not show any outward signs of being anxious. They seem to rely on the future.

Exporters Sending Samples

Several exporters have sent sample bales and sample-lots to their foreign clients, which show, that the foreign countries, who ought to know the prevailing prices by this time, are trying to do their best.

Large quantities, that is, considering the short crop in all sections, arrive every day, being inspected by the local exporters and foreign buyers, who are at present in Havana.

There is a big difference in the tobaccos from various sections, in quality as well as in cleanliness, and there is no doubt that people, who packed "clean" will get the benefit, as a 3rd Capadura or a Puntilla for instance, which does not give a good proportion of clean fillers, or which is not fit for stripping purposes at all, will have to be thrown sooner or later into the bulk of cutting tobacco, of which a relatively large proportion came out this year.

Importance of Good Packing

I can only repeat, that most of our packers, called this year the "independent packers," that is, those who do no export business, have packed little; but most of them paid special attention to the cleanliness of their packings and put up really good classes, in Remedios as well as in Vuelta Abajo. These people, who buy and do their own packing, without having to pay the high salaries and additional expenses borne by others who are not in it and who partly started packing the first year, will be able to give this advantage to any buyer who visits our market, so that the importers, dealers and manufacturers who have not engaged in any packings and purchases so far, will have a good chance to stay pretty close up with the first party.

Of Vuelta Abajo tobacco for export, the Northern Coast, the Lomas, Remates and Semi Vuelta, there is an excellent selection in the market already. The tobaccos are well selected and well prepared in order to stand a long storage, and although the quality is rather heavy, most of the goods will cure very well.

Some stripping plants have started already, while others prefer to give the tobacco some more storage. Within a few weeks from now, all of them will be busy again.

Northern Buyers in Market

Of Northern buyers there are quite a number in our market, among them are Mr. Fernbach, Matt Wengler from Chicago and Teddy Smith from New York, who is very well satisfied with the purchases a large local packer made and packed for his firm, saving in this way a whole lot of trouble and especially expenses. He has realized one of the best transactions and was very clever in getting a good man for it. His customers will undoubtedly appreciate this.

A splendid packing of Sancti Spiritus tobacco was put up by Muñiz Hermanos at Reina street, and also the large firm in Estrella street of Angel Prieto has several first class packings going on, especially in Sancti Spiritus, Camajuani, etc., receiving besides these, several large packings for sale from other sections, such as Las Vueltas, Fomento, etc.

Of Partido tobacco, mostly wrappers, quite some cigarleaf was sold lately to local and Tampa manufacturers, of whom several of the old timers are in our market.—GALLO.

British Prices Higher

WASHINGTON, D. C., Aug. 15.—"Compared with a year ago, tobacco prices in June, while exhibiting some fluctuations, were on the whole rather higher," says a report to the Department of Commerce from the American Consulate at London on the British tobacco market for June. The report continues in part:

"Imports in June, 1923, totalled 168,229 hogsheads and tierces; deliveries 8,206 hogsheads and tierces; and stock at June 30, 160,023 hogsheads and tierces. The latter compares with, a year ago, 178,552 hogsheads and tierces. Total deliveries for the half year of 1923 amounted to 42,276 against 36,299 hogsheads and tierces in 1922; 31,340 in 1921; and 32,713 in 1920. In the past month deliveries were well above the average.

"The market during the month continued active, the sale made being a full average for Kentucky and Virginia growths, and the lower classes of Brights are now in limited supply. Dark Nyasas also sold well, enquiries for the Bright cigarette types being difficult to fill.

"Although the amount of tobacco cleared from bond for May was less than in the corresponding month of last year, the deliveries to duty paying factories for the five months show an increase over those of the two previous years, and considering the conditions of trade generally in Great Britain this circumstance is considered remarkable."—LAMM.

Buying Connecticut Broad Leaf and Havana Seed

Large quantities of broadleaf and Havana seed tobacco have been sold by independent growers to buyers who have inspected the crop in the fields and who have offered from 46 to 50 cents a pound for it. These prices are for the crop in the bundle. Some Broadleaf crops have sold as high as 55 cents in the bundle. Growers on the west side of the Connecticut river have sold all of their Havana seed tobacco at good prices. Some East Hartford growers have also sold. The American Sumatra Tobacco Co., Meyer & Mendelsohn. I Kaffenberg & Sons and Hinsdale, Smith & Co. are some of the heaviest buyers.—East Hartford *Gazette*.

SELGAS & COMPANY
IMPORTERS & PACKERS
Havana & Porto Rico Tobacco
Warehouses:
Havana—Consulado 138-140
Porto Rico—Manati
128 Water St.
NEW YORK

New Cigar Slogan Hits Popular Chord

The new cigar slogan "After all nothing satisfies like a good cigar" is meeting with a splendid reception by the trade in all sections of the country.

Although announcement of the adoption of the slogan was only made on the first of the month, the T. M. A. office staff is finding it hard work keeping up with the most of requests pouring in from all quarters for cuts of the slogan and identifying design. Thus far, however, there has been no delay in meeting these requests, and it is hoped to fill them all promptly as received.

"Enthusiasm concerning the slogan is not limited to any particular division of the cigar trade," says Mr. Dushkind, Managing Director of the T. M. A. "Assurances of co-operation are pouring in from all quarters, and we earnestly hope that the universal adoption of the slogan which they presage will result in Bigger-Better-Business for the cigar trade."

The following are some of the expressions from the trade:

"We note the adoption of the slogan, 'After all nothing satisfies like a good cigar' which we consider very good and will use without fail in the next advertising that we get out. We think the Committee is to be congratulated on the result of its labors."—WORCH CIGAR CO., St. Paul, Minn.

"We believe it an excellent idea to use this slogan whenever possible, and we intend to use it wherever we can."—DITTGEN PAPER GOODS CO., Cincinnati, Ohio.

"It is with pleasure that we note by your circular dated August 1, that the Special Cigar Committee have agreed upon the Slogan 'After all nothing satisfies like a good cigar.' You will understand that the adoption of a slogan is particularly gratifying to me, because of my having originated the activity for a slogan during the early part of 1922. The Slogan, 'After all nothing satisfies like a good cigar,' is a good one. In fact, it is the best of any of those I noticed among the suggestions—excepting my own."—LEONARD WERTHEIMER, Wertheimer Bros., Baltimore, Md.

"We agree with you that the slogan is an excellent one and will no doubt produce beneficial results."—SCHWAB BROS. & BAER, INC., N. Y. City.

"We think it a very good selection and will give it all the publicity possible."—GEO. M. SCHMIDT, Cigar Box Mfr., Dayton, Ohio.

"We will use it in the most efficient manner. It is a very commendable slogan."—ROBY CIGAR CO., Barnesville, Ohio.

"We wish to state that we will cooperate on same. We would ask you to send us an electro of . . . and in ordering our advertising and various matters, we will be glad to have these inserted."—GANS CIGAR CO., INC., N. Y. City.

"We wish to express our compliments to those gentlemen who were in charge of the adoption of a slogan and also an identifying design to be used generally in the promotion of the cigar business. For our part we wish to say that we will be very glad to include this form of advertising in every form of advertising that we are doing."—JOSEPH J. SCHAEFER, Dayton, Ohio.

"Your slogan circular has been perused with interest and we are heartily in sympathy with this movement. To do our part toward promoting your idea, we are having 100,000 stickers prepared that we will distribute gratis to the trade."—MUELLER & SON CO., Milwaukee, Wis.

"I read with very considerable interest your circular showing final decision in the matter of slogan for the cigar trade. My personal opinion is that you have selected a very elegant slogan, especially when one considers the numerous angles. The more you repeat the slogan to yourself, the better you like it."—JACOB A. VOICE, Pasbach-Voice Lithographing Co., Inc., Brooklyn, N. Y.

"We received your letter advocating the use as a National Slogan of, 'After all nothing satisfies like a good cigar,' which has our hearty approval. Kindly send us cuts . . . for same and we will at once begin using them and feel sure this means Bigger-Better-Business for the cigar trade in general."—REISS-DABNEY CIGAR CO.

"We take this opportunity to congratulate the Committee through you on the wonderful choice they have made and also upon the design selected for the purpose intended. . . . for our part wish to advise that we will go into this proposition heart and soul and have already taken the matter up with our various suppliers in an effort to help the matter along.—AMERICAN BOX SUPPLY CO., Detroit, Mich.

"The idea of a slogan or phrase to be universally used in promoting the welfare of the cigar industry is undoubtedly good, and the phrase adopted is appropriate and well suited to the purpose for which it is intended."—NORTH STAR STATE TOBACCO CO., St. Paul, Minn.

"Will be glad to use this slogan on our stationary and ads."—BRINK-DOLAN CIGAR CO., Kansas City, Mo.

"Notice of the choice of the cigar slogan received by us. We wish to say that it is not only appropriate but a phrase that has many means all of which will have a good tendency in behalf of the cigar industry. The more we have studied this slogan the more we have become enthused and we propose to give it all the publicity possible in our columns, through both the news and advertising matter.—*Cigar and Tobacco Journal*, Minneapolis, Minn.

"We will do what we can to co-operate with you to give this slogan as much distribution as possible."—NEUDECKER TOBACCO CO., Baltimore, Md.

"This is a very good idea and we would like to co-operate and trust that every one in the business will do so."—TINKHAM BROS., Jamestown, N. Y.

"Our association intends to take this matter up very vigorously and we are going to use our best efforts to secure the co-operation not only of all our members, but of the entire cigar box industry."—NATIONAL CIGAR BOX MANUFACTURERS' ASSN.

Requests for Cuts

Among those who have requested cuts of the new slogan and design may be mentioned:

The General Cigar Co., N. Y. City.
Haas Bros., Cincinnati, Ohio.
Kraus & Co., Inc., Baltimore, Md.
F. E. Fonseca & Co., N. Y. City.
Miller, DuBrul & Peters Mfg. Co., Cincinnati, Ohio.
I. H. Weaver Co., Lancaster, Pa.
Electric Cigar Co., Flint, Mich.
H. L. Haines & Co., Red Lion, Pa.
Michigan Cigar Box Co., Detroit, Mich.
Central Cigar Box Co., St. Louis, Mo.
See & Co., Chicago, Ill.
South Jersey Tobacco Co., Mt. Holly, N. J.
Monroe Jarrett Mfg. Co., Trumbauersville, Pa.
Levi S. Levor, Attica, Indiana.

These illustrate the diversity of the requests.

ROBERT E. LANE
Representing CIFUENTES, PEGO & CO., of Havana, Cuba
"PARTAGAS"
107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4915

TADEMA HAVANA CIGARS
ARGUELLES, LOPEZ & BRO.
MAKERS
GENERAL OFFICE AND FACTORY: TAMPA, FLA.
EASTERN OFFICE: 222 PEARL ST., NEW YORK
WAREHOUSE: HAVANA, CUBA

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Abella

HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS
LEAF TOBACCO
DRAGONES 106-108 HAVANA, CUBA

Cable "Hermdiehl" Tel. A. 3682
HERMANN DIEHL
GERVASIO 182, HABANA, CUBA
Diehl's Havana Tobacco Cable Code, $15.00
Commission Dealer and Exporter
Havana Leaf Tobacco of all kinds
Special attention given to American and Foreign Accounts
STRIPPING PLANTS

ROBERT SCHUBERT CO., Inc.
SUMATRA and HAVANA TOBACCO
124 Maiden Lane (Nr. Water St.), N. Y. Phone John 3147

Cable "Nuco" Tel. A. 9067.
P. O. Box 1985.
MENENDEZ, MENDEZ & CO.
Dealers in All Kinds of Havana Tobacco
Specialty—Remedios & Vuelta Abajo Tobaccos
SITIOS 11, HAVANA, CUBA

Telephone M. 2368. Manuel Fernandez Grau.
Cable "Fegrau." Antonio R. Fernandez Grau.
FERNANDEZ GRAU Y HERMANO
Leaf Tobacco Dealers
Monte 116, Havana, Cuba
Large Stripping Plant, 199 Manrique St. Telephone M. 7643. General Offices, 199 Manrique St.

H. UPMANN & CO.
ESTABLISHED 1844
H. UPMANN HABANA
Bankers and Cigar Manufacturers
HAVANA, CUBA
CHAS. LANDAU, Agent, 35 Wall St. New York

HAVANA LEAF DEALERS
SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

CIGAR FACTORY UTILITIES
GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers — Cigar Gauges — Cuban Blades — Molds, etc.
113 Maiden Lane, New York

Get the Trade News from Tobacco

A NEW PARK & TILFORD PRODUCT

"TILFORD CIGARS"

THESE CIGARS ARE MADE BY OURSELVES IN OUR NEW YORK FACTORY. In every respect they embody the PARK and TILFORD standard of quality and value.

This new departure has been made for the man who wants a FRAGRANT, VERY MILD AND FULL-FLAVORED CIGAR.

MADE IN SEVEN SIZES:

Tuxedos	10c	Perfectos	2 for 25c
Deliciosos	10c	Invincible Finos	2 for 25c
Londres	10c		
Club House	15c		
Invincibles	15c		

PARK & TILFORD

"Sooner or Later—Why Not Now?"

JOSE HERMANOS

"The Cigar that speaks for itself."

We invite correspondence with good jobbers who are interested in a live wire proposition.

TERRITORY STILL OPEN

Josephson Bros., Makers

65 W. Houston St. New York

D. J. Keith, General Representative

B. WASSERMAN CO., Inc.

Established 1870—Incorporated 1902

77 Chambers St., New York

IMPORTERS OF HAVANA CIGARS

and

JOBBERS OF DOMESTIC CIGARS

Distributors of OPTIMO Cigars in Metropolitan Territory and the State of New Jersey

HAVANA CIGARS

The Leader in All the World's Markets

ROMEO y JULIETA

U. S. REPRESENTATIVE

WM. T. TAYLOR, 50 E. 42nd St.

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO GUTIERREZ, Representative

351 West 121st Street New York

Cable Toranoco

TORAÑO & CO.

HAVANA LEAF TOBACCO PACKERS AND DEALERS

SPECIALISTS IN PARTIDO

Cable: Toranoco 53 Estrella Street Habana

ROCHE & GALVAN

Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

Key West Key Notes

KEY WEST, Fla., Aug. 11.—Interest this week centered in the announcement that Mi Favorita Cigar factory, with other Park & Tilford holdings will now be controlled by the Schulte Cigar Stores Co. There has been no announcement of any change in the management of the local factory and none is contemplated. Those who are in a position to know say that the change will be of great importance to Key West, for the reason that the 250 stores owned by the Schulte interests will afford a greater outlet for the cigars made at the Mi Favorita factory. Old timers here tell of when Mr. Schulte, head of the chain of stores, was associated with the cigar business in this city, and those who are considered high class workers learned the trade under his management.

Work Resumed at Cortez Factory

The dispute which arose several weeks ago between the management of the Cortez Cigar factory and the cigarmakers has been settled and work was resumed Monday morning. The resumption of work at this factory was of great importance here, as the Cortez is one of the largest factories in this city, and several hundred Key West people gain a livelihood under its management.

It was with keen regret that the news was received here of the death of Henry Abrams in Tampa. Mr. Abrams had many friends here who were deeply grieved to learn that he had passed away.

Exports and Imports

The export business between Florida ports and Cuba increased from $5,079,613 in March of this year, to $5,765,917 in the following month, April, 1923. Key West's exports increased from $2,605,640 in March to $2,930,661 in April this year. Tobacco imported during April amounted to 181 pounds of wrapper, of unstemmed leaf there were 169,310 pounds valued at $125,619. Other tobacco received here is shown to be 90,381 pounds valued at $21,074. Of stemmed leaf tobacco there were 149,324 pounds valued at $166,431. Of cigarette paper, there were 590 pounds imported from Spain through Cuba, and 3 pounds from Cuba direct. This paper was valued at $180. Cigar bands and labels were imported to the amount of 401 pounds valued at $733.

Tobacco exported during the month of April shows 46,334 pounds of bright flue cured tobacco, valued at $3,449. Of dark fired Kentucky tobacco there were 808,935 pounds valued at $191,434. Cigars and cheroots numbering 14,000 were sent to the British West Indies, and to Cuba we sent 2,000. Cigarettes made in the U. S. A. numbered 252,000 sent to the British West Indies during April, but none were exported to Cuba. Plug tobacco went to Cuba to the amount of 65 pounds. Smoking tobacco numbering 162 pounds went to points in the British West Indies, and 7 pounds to Cuba. Of stems and scrap tobacco there were 13,936 pounds sent to Germany, presumably via Cuba, as it is included in the exports from Florida.

E. H. Gato, Sr., head of the E. H. Gato Cigar Co., returned to Cuba this week accompanied by his sons T. H. Gato and F. H. Gato.

Indiana News Items

To Use Cigar Machines

INDIANAPOLIS, Ind., Aug. 11.—"We don't plan at all to turn our factory into a machine factory," said Dan McCarthy, secretary of the Fendrich Cigar Co., Evansville, Ind., in speaking of the twelve machines soon to be installed in the big factory on Oakley street, the biggest cigar factory in the world under one roof and which employs more than 2,000 girls. "These machines are merely being put in on the second floor by way of an experiment."

Price Reduction Seems Paradoxical

A cut in cigar prices has been announced by George M. Platner and Co., South Bend, Ind. The cut, according to statements made public by Mr. Platner, is the direct outgrowth of the remodeling of the cigar store in the J. M. S. building. Recent rearranging of the retail department and the soda fountain and lunch counter has cut the overhead to such an extent that a cut in the price of cigars was made possible. The reduction is not an outgrowth of the drop in the original and wholesale costs of cigars, as one might be led to believe. According to reports received by local cigar merchants, the wholesale cost of cigars may go up. Several of the leading cigar manufacturing companies in the country have reported an increase in the price of pure, high grade Havana tobacco that will amount to an increase of $12 a thousand in the cost of making cigars. However, to date there has been no announcement of a raise in the wholesale prices.

Joseph F. Cullman, Jr., President Milton Samuels, Joseph Mendelsohn, Vice-Pres.
Chas. W. Duignan, Treas. Harry S. Rothschild, Sec'y

STERN-MENDELSOHN CO., Inc.

HAVANA & PORTO RICO TOBACCO

165 Front Street, New York

PACKING HOUSES: HAVANA, CUBA; CATANO, PORTO RICO

Tampa Tidings

TAMPA, Fla., Aug. 11.—Strouse & Holzman, through their attorneys, Altman & Morrows, have had David H. Austin appointed Receiver for Max Smith, Trading as the Tampa Leaf Tobacco Co. Total liabilities are said to amount to about $15,000.

Ned Berriman is expected back in Tampa from Chicago, shortly.

Open New Branch

Perfecto Garcia & Bros. have opened a branch factory in the building recently vacated by Salvadore Rico & Co., on their consolidation with A. Fuentes & Co. Manuel Garcia will extend his personal efforts to cover the supervision of this branch, which will manufacture the same line of high class clear Havanas as in their main factory.

Jorge Leon, of Hoyo de Cuba fame, is sojourning in New York.

The affable and efficient secretary of the San Martin & Leon Co., A. T. Roilins, has tendered his resignation to take effect as soon as his successor is installed. He carries the best wishes of friends for his success in a new enterprise to be announced later.

Jimmie Marsicano has purchased the interest of his partner, J. Hedessa, in their 12th avenue business.

Gonzalez & Mendez, Inc., have moved from West Tampa to Palmetto Beach (DeSoto Park), and are now occupying the old S. Rodriguez factory building. They have secured Sam Levy, formerly with Park & Tilford, to represent them west of the Rockies.

Joe Perez, accompanied by Mrs. Perez, is visiting the Cuban capital, meeting old friends and looking after tobacco interests there.

Manny Perez has terminated his visit to Tampa and returned to New York.

Among the passengers on Sunday's boat for Cuba, were Celestina Vega and Jose Escalante. On Thursday's boat was Harry Slavinski of the G. & M.

Finest Florida Packing

QUINCY, Fla., Aug. 10.—J. W. Shaw, of the Growers' Tobacco Co., is a thorough enthusiast when it comes to discussing the merits of Florida tobacco. Mr. Shaw says:

"We have the finest packing we have ever had and believe the trade at large will have a much kinder feeling toward Florida wrappers after they have come in contact with our finished merchandise.

"I spent yesterday looking over the Blackshear (Ga.) Bright tobacco market, and I believe we would do well to grow that type here in addition to our shade. We can grow a fine quality here because some was grown this year and brought a good price when sold on the Blackshear market."

Florida Growers Benefitted By Insecticides

TALLAHASSEE, Fla., Aug. 11.—Insect fighting methods introduced by the Federal Bureau of Entomology are saving tobacco growers in Florida more than $85,000 a year.

S. E. Crumb, assistant entomologist of the bureau of entomology at Clarksville, Tenn., is authority for the foregoing statement. These figures he asserted ought to justify the existence of that branch of the service.

"Figures are available in Florida," he said, "owing to the restricted area in which tobacco is grown, and the small amount that is grown compared with other sections. We are unable to point to any definite sum that we are saving the growers in other tobacco growing sections but we feel that our existence is already justified through a better understanding of our work."

Entomologists have been sadly misunderstood, Mr. Crumb said, many people regarding them as a "crazy creature, continually chasing around with nets in chase of bugs on which to try out experiments."

Other notable work of the Clarksville bureau to which Mr. Crumb pointed was the introduction of arsenate of lead and modern dusting machinery in the burley tobacco district, as well as in the dark tobacco section. He said that a new light weight model dust gun invented by the men in that bureau has just been turned out and will be demonstrated this season. The bureau also is working on experiments toward charging insecticide dusts with electricity in order to make them stick better to plants.

Florida produces a high grade cigar wrapper tobacco in several counties the crop in Gadsden county last year being valued at more than $1,360,000.

Protecting Tampa

The long fight of the cigar manufacturers of Tampa to secure protection for their brands against unscrupulous manufacturers of cheap cigars, advertised under the name of Tampa, has been crowned with success, in a decision of the Federal Trade Commission enjoining a firm of Greensboro, N. C., from using the name "Vantampa" for a brand of goods not made in Tampa and having no connection with Tampa.

The order of the Commission is a general one and applies throughout the country. It prohibits the using of the name "Tampa" alone or in combination with other words in "brands, labels or legends on cigars or the containers thereof made in any other place than the city of Tampa, Florida, or the Tampa district, so-called, unless, if the cigars are not made in Tampa, Florida, or the Tampa district, such word or words are followed by words in type or lettering equally conspicuous which state the true place of manufacture."

This ought to "hold" the pirating manufacturers "for a while."

The excellence, popularity and distinctive character of Tampa-made cigars have prompted avaricious manufacturers in other cities and states to use the Tampa name in labeling their products, to deceive the customer into the belief that the cigars are made in Tampa.

Of course, any smoker who has ever sampled a Tampa cigar, will be fooled only once with a North Carolina or other "fake"—but there are thousands of smokers who do not know any better and who "fall" for the deception. The order of the Federal Trade Commission should put a summary stop to the fraud.—*Tampa (Fla.) Tribune.*

Beinhart to Visit Various Tobacco States

QUINCY, Fla., Aug. 11.—E. G. Beinhart, who has been here for more than two months in charge of tobacco plant breeding investigations for the Florida and Georgia Tobacco Growers' Asociation, has taken his leave of this section for the time being, at least. Before returning to his home in Cincinnati, he will visit the tobacco growing sections of North Carolina, Virginia, Pennsylvania, Maryland, Kentucky and Connecticut, and will stop in Washington and New York.

Growers and packers here are hopeful that the expert work done during the brief stay of Mr. Beinhart will result in much future good for the tobacco industry. There is talk of raising sufficient funds to have this well known expert return to Gadsden County and devote his entire time to experiments in plant breeding with a view of securing plants that will be disease resistant. Dr. Tisdale, in charge of the State experiment station here, has also been making some extensive investigations along the same lines, and with two such well-trained experts in the field it is believed at least some of the problems confronting growers could be solved.

Back from Ohio

Harry S. Rothschild, of Cullman Bros., Inc., has returned from a highly successful trip to Ohio.

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.

Established 1873 Manufacturers New York

F. LOZANO, SON & CO.

U. S. BONDED MANUFACTURERS

HAVANA CIGARS

F. LOZANO
FLOR DE NARVEZ
VICLO

TRADE MARK

WALLS COURT
EL LESSERO
CALATRAVA

REG. U. S. PAT. OFF.

OFFICE & FACTORY TAMPA, FLA.

N. Y. OFFICE, 437 FIFTH AVE., N. Y.

PERFECTO GARCIA

& BROS.

Manufacturers of

World's Finest Havana Cigars

Office
208 N. Wells St.
Chicago, Ill.

Factory
TAMPA, FLA.

R. LOPEZ TRUJILLO

Manufacturers of Clear Havana Cigars Exclusively

KEY WEST, FLORIDA

La Mas Fermosa—Comal—Magnetica

A. E. HARDEE

HARDEE TOBACCO COMPANY

Growers and Packers

FLORIDA SHADE TOBACCO

MADISON, FLA.



PLANTATION & WAREHOUSES
MADISON CO. FLA.

A. E. FRALEIGH TOBACCO CO.

GROWERS—PACKERS—DEALERS

Florida Shade Grown Tobacco

MADISON, FLORIDA

HEYWOOD, STRASSER & VOIGT LITHO. CO.

Manufacturers of High Grade

CIGAR BOX LABELS, BANDS and TRIMMINGS

Selling Representatives

ADOLPH FRANKAU & CO., INC.
129 Fifth Avenue, New York

B. B. B. CO. (CANADA), LTD.
Montreal, Canada

Western Representatives

PAUL PIERSON
139 North Clark St., Chicago

ALBERT ABENHEIMER
Windsor Hotel, Denver, Colo.

Eduardo H. Gato's

1871 GATO 1871

Mild Clear Havana Cigars

For

Fifty Years

Our line has been the standard by which all **Clear Havana** cigars have been judged.

Write for open Territory

E. H. GATO CIGAR COMPANY

FACTORY: KEY WEST, FLORIDA

OFFICES: 16-22 HUDSON STREET, NEW YORK

E. P. Oakes — *Western Representative*

153 North Clark St. Chicago, Ill.

For Gentlemen of Good Taste

SAN FELICE

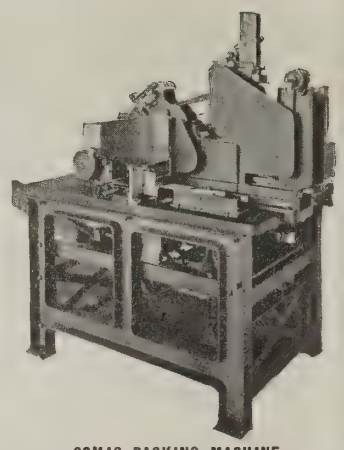
2 for 15c

Two Good CIGARS

EL VERSO

10c — 2 for 25c — 15c

The Deisel-Wemmer Co., Mfrs. :: :: Lima, O.



COMAS PACKING MACHINE,
Three Models, 25,000 Packages of Cigarettes in Ten Hours. American Form Pouch Package.

MACHINES

FOR

The Cigarette Industry

The Comas Cigarette Machine Company

manufactures cigarette machinery of unsurpassed design and construction, including the following:

COMAS STANDARD CIGARETTE MACHINE, for Spanish form of cigarettes; capacity 90,000 a day.

COMAS JUNIOR CIGARETTE MACHINE, for Spanish form of cigarettes; capacity 30,000 a day.

COMAS AMERICAN CIGARETTE MACHINE, for American form of cigarettes; capacity 250,000 a day.

COMAS IMPROVED AUTOMATIC FEEDERS, adapted to any standard style of cigarette machine.

COMAS IMPROVED CIRCULAR KNIFE GRINDER.

The company furnishes also Tobacco Cutters, Tobacco Granulators, Tobacco Stem Flatteners, and other machines for the cigarette industry.

Machines in use in all parts of the world. Write for illustrated catalogue.

COMAS CIGARETTE MACHINE COMPANY, SALEM VIRGINIA, U.S.A.

Detroit Retailers Enjoy Fair Summer Business

Cigar Trade Held Up During July, Despite Vacation Period —Factories Operating on Healthy Summer Schedules— Some Continue on a Full Capacity Production.

DETROIT, Mich., Aug. 11.—July retail business held up very well, despite the fact that many Detroiters picked that month to spend vacations out of town. Factories are operating on healthy summer schedules. Many, in fact, still on capacity production.

Dick Tobin, representing the Falk Tobacco Co., motored into town recently in a brand new flivver. He reports Herbert Tareyton and Johnnie Walker cigarettes going strong out in the state. Both brands enjoy a wide sale in Detroit.

Jack Finn, a Phillip Morris Ace, came to town and has been putting Phillip Morris and English Oval cigarettes over strong.

Lou Erdt, vice-president of M. Melachrino Co., was a recent visitor.

W. C. Foley, zone manager for Phillip Morris & Co., has been surveying this territory.

G. J. Byrne, who covers most of the down town section for General Cigar Co., is away on a three weeks' vacation, at Houghton Lake, Mich. G. J. is one of the old timers in this section, having been with the General Cigar Co. for the past ten years.

Making Satisfactory Progress

Arthur C. Fields, vice-president of Fields Cigar Corpn., tells me he is well pleased with the business of the newly organized company, during the past three months. The new sizes of T-R cigars have made a tremendous hit with the trade, and are repeating fast. Chas. F. Becker is local distributor. A new panetela size has been added to this fast selling line, and is taking on in a big way. Ike Simon, general field man for Fields Cigar Corpn., has been working recently with the sales force of C. F. Becker, and has done some very effective work.

Well Known

Met Harry Bassett a few days ago. Everybody knows Harry, of Tilford fame. Sure, Harry is Michigan representative for Park & Tilford, and has been doing some splendid work in the Motor City on this high powered line of cigars, through Bert Johnson Cigar Co., local distributor. Only the better class trade has been solicited on this quality brand. All the leading clubs and hotel stands feature Tilford at all times.

To Distribute Hav-a-Tampa

The Bailey-Wilkin Co. has been appointed local distributor for Hav-a-Tampa cigars. This popular smoke is well known hereabouts and already enjoys a wide distribution. Hav-a-Tampa cigar is a product of Hav-a-Tampa Cigar Co., New York and Tampa. A strong newspaper advertising campaign is to be started at an early date. Notices have been mailed to the trade announcing the new distributor.

Makes Cheerful Report

"Al" Tobias, who covers the west side for Bernard Schwartz Cigar Corpn., doing missionary work, where necessary, adding additional sizes and general promotion work on R. G. Dun cigars, reports this brand going at a swift pace. Dealers, he says, just can't get enough R. G. Dun cigars. Al says the factory at the present time is in a badly oversold condition. But relief is in sight as a considerable step up in production will be possible when the new factory, formerly owned and operated by F. Vega & Co., on Gratiot avenue, and just recently purchased by Bernard Schwartz Cigar Corpn., gets in full operation. About two hundred cigar makers will be employed at the new plant.



Charles Denby *2 for 15c.*

They satisfy the smoker because they are good, and the merchant because they sell.



LA FENDRICH

10c. to 3 for 50c.

H. FENDRICH, INC.
EVANSVILLE, IND.—ESTABLISHED 1850

Manufacturer and Jobber You Need

GENUINE AMBER

Our stock of ROCK and PRESSED AMBER CIGAR and CIGARETTE HOLDERS and PIPE BITS, in natural colors and black, is the largest and most complete in the U. S. A.

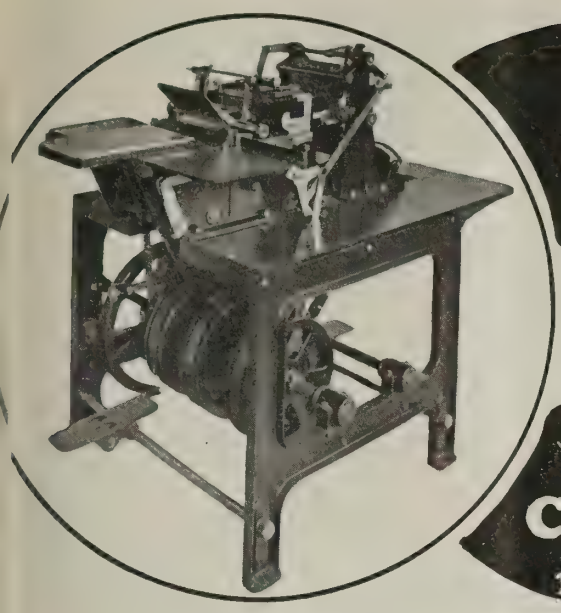
Highest Quality — Lowest Prices

Also all grades of NECKLACES and NOVELTIES.

Exclusive territory allotted jobbers of standing. Correspondence solicited

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AUTOMATIC LONG FILLER
BUNCH MACHINE

Two inexperienced girls can soon learn to operate this machine. One feeds the filler, the other the binders and the machine does the rest.

Gives you uniform work with unskilled labor.
Greater production and attractive savings in cost.
Easily adjusted to make light or full bunches.
Substantial construction gives long life.
Easy and inexpensive to operate.

Catalogue and any particulars upon request.

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INCORPORATED
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GREATER PRODUCTION AT LESS COST

Results of Good Team Work

R. B. cigars, the quality eight cent, wo for fifteen cent product of Rosenthal Bros., and jobbed in Detroit by Chas. F. Becker, is meeting with marked success n this market; due in a great measure o the untiring efforts of "Mike" Meyers, ne Rosenthal Bros. live wire representative in Detroit, and the 100 per cent upport given by the sales force of the ouse of Becker.—JIM.

New Orleans News

Fresh from Havana Market

NEW ORLEANS, La., Aug. 11.—Manuel Trelles, in charge of the manufacturing nd of M. Trelles & Co., after a brief isit to Havana, Key West, Tampa, acksonville and Savannah, has returned o New Orleans. His observations in ne tobacco belt of the Island bear out ne reports which have reached here bout crop shortage and high prices. While the crop is quite limited, he said, s quality more than compensates for ne scarcity of good, available leaf. This as particularly true of the Vuelta Abajo elt where the highest grade of tobacco grown. The packing houses generally ppear to have good stocks on hand, nough most of it has already been disosed of.

In Mr. Trelles' opinion, the high prices or leaf now obtaining will necessitate an dvance of from $8 to $10 per thousand n cigars containing pure Havana filler, present costs for leaf are maintained. ndismayed, however, by the outlook for ne ensuing year and confident that the gar manufacturing industry will be uite able to hold its own, Mr. Trelles urchased a full year's supply ahead, at pproximately fifty per cent higher than e had to pay for the same quality of af of the 1921 crop. On leaving the sland, Mr. Trelles made a tour of the obacco growing regions of Florida and eorgia, paying a special visit to his disributors in Savannah, Ga., from whom e received a very flattering offer of oods for future delivery.

Taken as a whole, Mr. Trelles said his trip had been very successful and satisfactory, to which statement he added further that he had found upon his return here that things had moved along very nicely in the factory during his absence, under the management of his two younger brothers, who are also members of the firm.

Passes to the Unknown Bourn

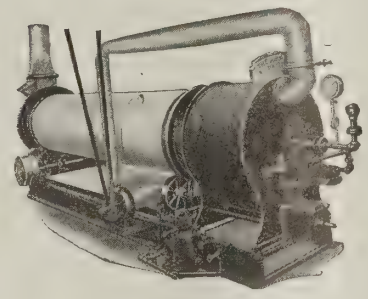
Mose Mayer, well and favorably known in cigar and tobacco circles in this city, in former years, has just passed away. He was formerly a salesman for the W. R. Irby Cigar & Tobacco Co., of this city, and subsequently with the Louisiana Tobacco Co., serving part of the time under Mr. DeBen, now vice president of the Crescent Cigar & Tobacco Co., who was associated with the Louisiana Tobacco for a short time. Mr. Mayer is survived by three sons, two of whom, the Mayer brothers, operated a cigar store at Rampart and Canal streets, until compelled to abandon the business by the inroads of progress. An eight-story rooming house now occupying the site, part of which was formerly occupied by them as a cigar store. Mr. Mayer was a 33rd degree Mason, and was buried with full Masonic honors.

Making Satisfactory Progress

A. F. Babin, of Falk & Babin, cigar manufacturers and leaf tobacco dealers, is on a tour of Texas from which territory he has already made himself heard in a satisfactory number of orders for the product of his factory. The Falk & Babin people have made such satisfactory progress with their Triangulares, that they have started putting up their La Fava in this form. They are being put up in neat wooden containers, 50 to the box, in bundles. They have ordered and have received 200 new molds, and with those already on hand are now turning out 4,000 Triangulares a day. They have just received another bunching machine with a new rolling bed from the Liberman Manufacturing Co., of Philadelphia.

Macrino Trelles, who looks after the outside territory for the factory in which he is part owner, has rejoined his family at Biloxi, Miss., on the Gulf coast, where they are sojourning for the summer. He will tarry there until September 1, now that his brother Manuel Trelles has returned to New Orleans.—CRESCENT.

"ADT" TOBACCO MACHINERY



The "Adt" Steam Dryers

for Drying Cigarette Tobacco — Smoking Tobacco — Cigar Fillers—Scrap—Snuff Tobacco —Stems, etc.

Recognized all over the world as the ideal machine for Tobacco Manufacturers.

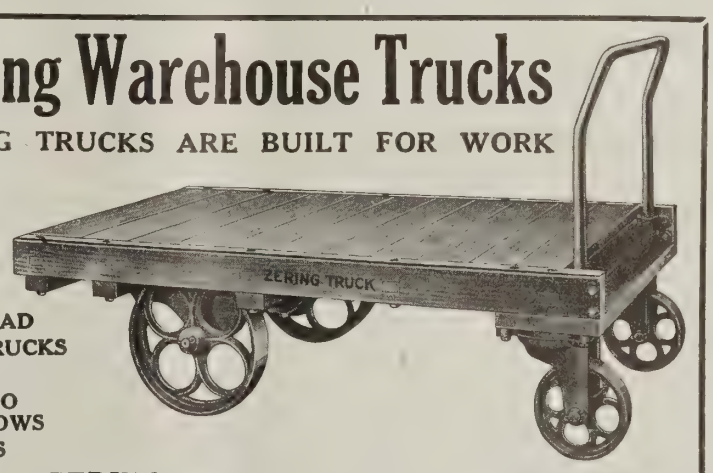
More than 500 Machines now in use.

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Established 1865

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Laurel leaves, Deer Tongue, Lavender Flowers, Slippery Elm Bark, Star Anise, Orange Peel, Angelica Root, etc.
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Fine Florida and Georgia Wrappers

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Growers, Packers and Wholesale Dealers in



Florida-Georgia Shade Grown Tobacco

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The FLORIDA-GEORGIA Wrapper is the Wrapper of the Hour

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Fine Florida and Georgia Tobaccos

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Originators of Shade Grown Wrappers in 1896

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FLORIDA SUMATRA TOBACCO CO.

Growers and Packers of Florida Shade Grown Tobacco

QUINCY, FLA.

Connecticut Crop Has Another Favorable Week

Period Was Ideal for Growing—Late Set Plants Need More Moisture—Harvesting of Early Crops Well Under Way—Dr. Geo. H. Chapman Resigns from Experiment Station.

HARTFORD, Aug. 11.—Another very favorable week has passed for the tobacco growers in the Valley, the weather having been warm and ideal for growing, although the late set tobacco needs rain. In the Hockanum section of East Hartford the work of harvesting has been pushed, and many of the growers now have a good proportion of their crops in the sheds. Due to the warm weather, curing has started out very favorably. The great amount of gum that is in the tobacco this season gives the leaf quality and weight, and indications are that the crop will weigh much heavier than for several years past. In the northern part of East Hartford and South Windsor, harvesting will start shortly, and the work will be carried along as fast as possible. A large acreage will be cut, not only in this section, but all over the Valley.

Crop Free from "Wildfire"

The crop is of remarkable color and size and is very free from wildfire, rust or storm damage. There is considerable late tobacco, but is coming along fast and present indications are that the poundage of the crop for the entire Valley will far exceed the weight of any one of the past several years. This increased production is what the growers need, as most of them have hardly "broken even" heretofore and need a good crop. In some fields the big type of Broadleaf is of tremendous size, and is difficult to handle without breakage.

Tobacco men from all over the country are being attracted to the Valley, and take trips through the tobacco belts. They concede that the 1923 crop is a "whopper" from all angles of view. A trip through the Valley will show what wonderful progress has been made during the past few years in the tobacco districts by the development of different types and the different methods of harvesting.

In the Broadleaf section there are no less than four different types of seed grown, and each one is almost exclusively grown in districts by itself. In South Windsor and East Hartford, the "John Williams" is the most popular type, while in the Hockanum district of East Hartford, and in Glastonbury, the "Hockanum Broadleaf," Roberts and Bantle types are specialized. These types are large and difficult to cure in the shed, and are liable to "pole-sweat" in a bad season, but many buyers prefer these types, as they are the best yielders for the manufacturer.

On the west side of the Connecticut River, and in Massachusetts, Havana seed is almost exclusively grown, although there are some lots of Broadleaf scattered through the section. The demand for primed Havana is not so brisk this season and most of this type will be stalk harvested. Round tip is growing in favor, and the acreage for the crop has been greatly increased. This type is primed, and indications point to a great future for it, as it makes a very desirable wrapper.

Shade grown, or an acclimated Cuban type of tobacco, grown under cloth, has long passed the experimental stage and today is a standard wrapper. The acreage is being increased, the increase this year being about 2,000 acres. If the crop is it is today can be safely housed and cured without much "pole-sweat," it will prove the highest percentage of upper grades of tobacco that has been produced for many years.

There has been something wrong with the past few crops, due to unfavorable conditions during the growing period, when a longer period of dry weather or too much rain has been experienced, and as a result there was too much low grade tobacco that could not be used in the cigar factories, and the grower "lost out" on his bank account. The Connecticut Valley tobacco grower cannot grow low grade tobacco at a profit, and when his crop yields around 50 per cent of this class of tobacco, as the past few crops have, selling from 5 to 10 cents, he simply has moved from Prosperity avenue to Broke street. The growers feel that the tobacco business is more in their favor this year, with the prospects of a bumper clean crop, and an organization now working under the management of able men to improve marketing conditions.

It is doubtful if there will be enough Broadleaf to meet the demands of buyers who have signified their intention of purchasing.

Insurance Coverage Extended

The Connecticut Valley Tobacco Association has just announced that the syndicate of insurance companies which carry the insurance of the association tobacco in the warehouses had extended the terms of the policy so as to furnish full coverage of their members' tobacco from the time that it is hung up in the curing barns to the delivery of the crop to the association's pools. In case of loss, payment will be made through the association for full value as determined by the association and insurance adjusters. The cost to the grower will be 33⅓ cents per month on each acre and the premium is paid for by the association and charged to the grower, and is made a part of the general packing and overhead charges of the 1923 crop.

President Alsop of the association is meeting with success in negotiating the large open account loans from the banks in the tobacco sections. Thus far each bank has agreed to extend credits from $5,000 to $450,000, according to its lending ability. Thus with sufficient funds at their disposal, without the actually pledged warehouse receipts for each case of tobacco, the association will be able to make the first payment on the 1923 crop as soon as the tobacco is packed and classified, and a check will be sent to each member with his packing report.

With the bumper crop now going into the sheds throughout the Valley, the officers are working out plans for the receiving and handling of it, and at a meeting of the first and second districts held in Glastonbury, plans for a co-operative warehouse for these two districts were discussed. Fred B. Griffin, general manager, said that the warehouse ought to be 300 x 48 feet, two stories high, with a basement, thus it would have a capacity of from 8,000 to 9,000 cases and would care for the tobacco in these two districts. It was estimated that such a warehouse would cost about $80,000.

Independents Selling at Good Prices

During the past few days there has been considerable activity on the part of the packers in buying up the independent crops and prices have touched "high notches" and within the past three or four days one grower is reported to have sold his Broadleaf interests for 75 cents per pound assorted, while others sold at around the 50 cent mark in the bundle.

(*Continued on page* 40)

EVERYBODY LIKES
RED TOP SNUFF
A Universal Favorite for 35 Years.
MANUFACTURED BY
BYFIELD SNUFF CO.
BYFIELD, MASS.

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GROWERS OF CONN. SHADE
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Established 1840
Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco
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W. S. PINNEY & CO.
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GROWERS PACKERS
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CONNECTICUT SHADE
UP TO A STANDARD NOT DOWN TO A PRICE
QUALITY TO BURN
SUFFIELD CONNECTICUT

IT PAYS TO HAVE UP-TO-DATE INFORMATION. READ TOBACCO

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CARDWELL
Scrap and Nail Cleaner
furnished with or without picking table

Cardwell
RICHMOND, VIRGINIA



This machine will clean more floor sweepings and scrap tobacco in 10 hours than 20 hands will do in a week by old methods. Separates the Stems, Nails, Sticks, Dust, Granulated Tobacco, and blows the fluffy tobacco over on the picking table where the strings and paper can be picked out by hand.

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BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
Ample for Redrying by Steam or Natural Season
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Clean, Uniform Strips a Specialty

ROCKY MOUNT, NORTH CAROLINA, U. S. A.

Danville Concerns Close Million Pound Sale

DANVILLE, Va., Aug. 15.—The Producers Tobacco Co. and allied interests, have just completed details of a sale of a million pounds of leaf tobacco stored here. The name of the purchaser has not been given. The tobacco will be moved out of storage here without delay, leaving additional room for the new crop. It is stated that this big deal will expedite the payment to farmer members of the Co-operative Marketing Association of the final installment of money owing them on the last crop. It is this delay in final settlement which according to some observers, has caused some restlessness among the growers. The third payment, were it made any time soon, would do more than any one thing, it is said, to inspire new faith in the growers' organization.

Favorable Crop Reports Continue

Reports from this section continue to bring good word of the crop. Good growing weather with generous rains have been experienced. In Franklin county however some twenty farmers have suffered heavily from a severe hail storm which slashed both the corn and tobacco crops.—TETLEY.

North Carolina Markets Delay Opening

(Special Telegram to TOBACCO)

WILSON, N. C., Aug. 13.—To meet the wishes of the Imperial, the Export and other companies who are heavy buyers of bright leaf tobacco, the eastern North Carolina Warehouse Association in session here today decided to postpone the opening of all the markets of eastern North Carolina for one week, therefore making the opening date August 28.

There was some opposition on the part of the warehousemen to doing this, inasmuch as the opening has been very extensively advertised, but the representatives of the buying companies stated that as the crop was somewhat late that an early opening would mean just a litt flurry of tobacco coming in and the mair tenance of expensive overhead for a wee so August 28 was finally and mutuall agreed upon.—MCFARLAND.

Fairmont Auction Sale Please Growers

FAIRMONT, N. C., Aug. 10.—A repo of the auction sales at this point since th opening, August 1, shows total sales t date, 950,162 pounds, sold for $201,875.8 an average of $21.25. These figures ar official, as they are from the books c the secretary of the Tobacco Board c Trade. Today, Friday, sales containe many of the better grades and the aver age was $25.78. Farmers are delighte with the prices.

No figures are available as to the Co op. receipts at this point, but their re ceipts continue very light, hardly 5 pe cent of what is being marketed at thi point, although they opened their ware house this season on July 17. But i justice to them it should be said that the opened at least two weeks too early, a they would probably have gotten in th 5 per cent by now had they opened wit the auction houses. Fairmont is one c the nicest and one of the livest littl towns in southeastern North Carolina It has opened for years with the Sout Carolina markets, as the crops are severa weeks earlier than in eastern North Car olina. It draws its trade from the fa mous Indian Swamp section that nearl always, regardless of the seasons, pro duces a very fine quality of tobacco. I is in a county in which three separate an distinct races of people live, with school and churches for each race.

It was in Robeson County, in whic Fairmont is located, that the "lost col ony" of Sir Walter Raleigh settled an being cut off from the mother country-England—intermarried with the Indians They are known locally as "Croatans, for the reason that when the expeditio returned from England to look for th colony left, no trace of them could b found and only the word "Croatan" foun

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LEAF TOBACCO DEALERS
ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLES UPON APPLICATION
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Established 1857
R. C. MORTON & CO. LEAF TOBACCO DEALERS
RICHMOND, VIRGINIA
Bright and Dark Virginia
Burley—Western—Seed Leaf
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Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

Buyers on All Important Markets in Virginia and Carolina

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cut with knives upon the trees, and those who returned to look for them went back to England under the impression they had been murdered by the Croatan Indians, who at that time lived in Robeson County.

Local historians some years ago identified these people as "the descendants of the lost colony," for in their blood flows that of the pure Anglo-Saxon and of the North American Indian, color, features and other evidences making the claim now undisputed. Twenty-five years ago the Croatans of this section were great hunters, silent and almost morose in their dispositions. With the coming of tobacco men to Ashpole, the former name for Fairmont, many of these Croatans began the culture of tobacco and finding it profitable, they abandoned the hunting lodges and settled down as farmers, so that today some of the best farmers in Robeson County are these Croatans. With the coming several years ago to Fairmont of E. J. Chambers of Virginia, O. A. Reeves of Tennessee and E. J. Davis & Sons of Martinsville, N. C., the town took on new life as a tobacco market, for these men were all trained and experienced tobacco men and of the very highest standing in the towns from which they came. They put new life in the tobacco industry of Fairmont; induced the Imperial Tobacco Co. of Great Britain to locate one of its factories here, and thus have put upon the map in great big letters, the name of Fairmont as a tobacco town. It is now one of the 5,000,000 pound markets of the South Carolina belt. Maybe, with the increase in acreage this year, its sales will run to 7,000,000 or 8,000,000 pounds.

Upon information and belief, up to this writing in the South Carolina belt, the auction markets have sold around 9,000,000 pounds. Reports from Timmonsville, S. C., Lake City, Mullins and other large markets indicate auction sales each day running until well after noon sometimes as late as four o'clock in the afternoon. Mullins and Lake City both run double sales. Mullins reports heavy sales all the week.

The Co-ops are receiving very little. It is reported that at some of their warehouses where the landlord had delivered part and his tenant, not having "signed," delivered his part to the auction markets, that in settling with the landlord the Co-ops before paying his advance penalize the tenant with five cents a pound, who had not "signed" and deducted it from the advance made the landlord who had "signed" and was carrying out his contract, but then, one hears a great deal which is not true about these things. The association is certainly not strong enough in either of the Carolinas to maintain a law of their own making—McFarland.

Favorable Weather Around Oxford

Oxford, N. C., Aug. 11.—The weather for the past two weeks has been most favorable on the growing crops. We have never seen late tobacco show such rapid growth and come into top almost within a month.

In our drive of the past two days, we have seen some good curings, both primed and cut which shows color, quality and ripeness.

If the seasons remain favorable and not forced to house the crop too rapidly, it should work out a very good one. There is a tendency, on the lighter lands especially, to burn; due no doubt to the recent wet weather followed by the extremely warm weather of the week.—W. A. Adams Co.

Reports Higher Prices

Greeneville, Tenn., Aug. 11.—C. B. Austin, of the Austin Co., has returned from a two-weeks' stay in South Carolina, where he was investigating Southern tobacco markets. He reports that the markets have opened up well, with prices equally as good as those of last year, and states that he thinks prices will be satisfactory this year.

On Fishing Expedition

Joseph Cullman, Jr., is again angling at Belgrade Lake, Maine, where the bass are reported to be biting this week.

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Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

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The Largest Tobacco Seed Growers in the World
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LEAF TOBACCOS
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Packing guaranteed. Samples submitted on application.

The Carolina Tobacco Crops and Markets

GREENVILLE, N. C., Aug. 13.—The date for opening the eastern Carolina markets has been changed from Tuesday, August 21, to Tuesday, August 28, one week later. This was done because tobacco is a little late and there is much curing yet to be done.

In Pitt County curing is well advanced and most of the curing will be over after this week. Though the crop is good, and has generally cured well, there is some late tobacco which will not be so good. There has been but few days without showers since July came in, and some of these showers have been heavy rains. This has given some tobacco a second growth and kept much of it green, which has been a great aid to the farmer, as it has been ripening almost as fast as it could be properly taken care of. In fact there has been some loss on account of this fast ripening. Rains, second growth and firing up have hurt the crop, perhaps 20 per cent, certainly not less than 15 per cent. The yield will be much greater than last year, but these and other causes have cut the crop, as before stated. Curing has been rushed the last two weeks, but September will find curing still in progress.

A ride through some section of Lenoir, Wayne and Greene counties shows very fine-looking tobacco, with prospects of a great yield. But much of it is the second growth, green, and will not cure well. There will be loss, too, from drying in the stalk. Indications were that fifty per cent of the crop seen was still in the fields. Much of it will be little good. But there was much very good tobacco.

The South Carolina markets have had a jubilant effect. Prices have been good. Much has been marketed. The Co-op has really handled a very small percentage of that marketed up to date.—HENRY T. KING.

Tobacco Barn Burns

MT. STERLING, Ky., Aug. 11.—Fire of unknown origin today destroyed a large stock and tobacco barn belonging to Jo W. Fogg, three miles from this city. B sides the barn, a large silo, hundreds tons of hay, all farm implements a milking machinery were destroyed.

The loss will reach more than $6,0 with about $2,700 insurance.

Experimenting With Tobacc Insect Pests

LEXINGTON, Ky., Aug. 11.—Jose Milam and W. B. Weakley, represent tives of the department of agricultu working out of the Clarksville, Ten office, are in Kentucky experimenti with insect pests attacking the tobac crop of this section. They have visit Fayette, Bourbon, Harrison, Woodfor Jessamine, Montgomery and Clark cou ties within the past two weeks expe menting with arsenate of lead, Pa green and other insecticides, and th relative effect on the insects attacki tobacco.

The grasshopper problem has be solved by Fayette County farmers, aid by the special agents and the expe ment station, whose facilities have be placed at their disposal, by the use a bran mash, 50 parts ordinary br one of Paris green, mixed with wa to which has been added the juice lemons, three lemons being used to gallon and a half of water. The gra hoppers eat this bran, and on the fa of John L. Buckley, in Fayette Coun 21 dead grasshoppers were found to t square yard the day following the pu ting out of this bait. It is used at t rate of about 35 pounds to the acre.

On the farm of Hon. C. C. Patri the grasshoppers had done considera damage to tobacco and the bait did lit good, because of the proximity of blue grass field, from which thousa of the insects would go into the tobac patch. By the use of a trap, construct of wood and tin, containing a pan of o the trap being so made that when haul across the field the grasshoppers jump into the machine and into the oil, t field was cleared of the pests, 235,000

(*Continued on page* 40)

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Dealers in all kinds of Leaf Tobacco
Buys on Virginia, Carolina and Georgia Markets. Samples cheerfully submitted upon request.
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LEAF TOBACCO BROKERS

Durham, N. C., U. S. A.

ALL GRADES OF LEAF TOBACCO AND STRIPS

SAMPLES UPON APPLICATION

urley Tobacco Men at Gallatin Gathering

GALLATIN, Tenn., August 11.—A great eting of farmers and their families s held at the Sumner county fair- ounds here today, a free barbecue be- served visitors, given as a compli- nt from local business men. The akers were Hon. Homer Hancock, nmissioner of agriculture; Ralph rgan, of the extension department of University of Tennessee; J. F. rter, President of the Tennessee Farm reau Federation; Harry B. Stevenson, uthern Field Agent of the American rsey Cattle Club; Ralph M. Barker, Carrolton, Ky., director of ware- uses of the Burley Tobacco Growers' -operative Association, and J. Sher- n Porter, editor of the *Burley To- cco Grower*, of Lexington, Ky.

Hon. Edward Albright, former U. S. rshal, editor of the *Sumner County ws*, presided and introduced the akers. Considerable enthusiasm was nifested and the speakers were given cordial reception. Probably five hun- d persons attended the meeting, part the speeches were made in the morn- and part in the afternoon.

Mr. Barker's address especially was interesting one, as he went into the tory of co-operative marketing of rley tobacco and, in a straightfor- rd, businesslike way, discussed the blems of the tobacco grower, using guage which, while at times very nted, evidently met with the approval the audience, judging by the applause. Mr. Barker told the growers of the gress made by the Burley co-opera- e in selling the 1921 crop at an ad- ce of 9 cents a pound over the price d for the 1920 crop and said that of 197,000,000 pounds signed up and ivered to the association all but 37,- ,000 pounds had been sold. He said t this 37,000,000 pounds had been dried in the association's own re- ers and that it is being held in the ociation's own plants until the market ready to absorb it at fair prices.

Mr. Barker said that if the tobacco p of 1922 had been marketed in the way the growers would not have eived for it as much as they have eived by 10 or 15 cents a pound. He gratulated the growers of middle Tennessee on their business sense in coming into the pool and declared that east Tennessee growers would have opportunity to join the association, if they desired to do so, at an early date.

Missouri Growers in Burley Association

LEXINGTON, Ky., Aug. 11.—Missouri has taken her place among the Burley Tobacco Growers' Co-operative Association, the committee of Missouri growers and business men having the organization in that state in charge having declared the pool on with a sign-up of more than 77 per cent of the tobacco acreage in the neighborhood of Dearborn and Weston.

The committee was authorized to turn over contracts pledging more than 2,000,000 pounds of tobacco to be marketed through the association and Director of Warehouses Ralph M. Barker was requested to make arrangements for the establishment of receiving plants at Dearborn and Weston, in Platte County.

Some of the field service representatives sent to Missouri to aid in the sign-up campaign will remain for a time to aid in signing up the remainder of the outside acreage, the committee being of the opinion that all the outsiders now will come into the association. Other counties in Missouri will also be visited until all growers have had an opportunity to join the association.

Off to the West

Alfredo Selgas, of Selgas & Co., importers and packers of Havana and Porto Rican tobacco, of 128 Water street, is off to Detroit, and has planned an extensive tour of the western territory.

En-Route for Europe

Benno Rosenwald, of E. Rosenwald & Bro., accompanied by his wife, sailed for Southampton last Saturday on the White Star liner *Majestic*. Mr. and Mrs. Rosenwald plan to stay on the other side for some considerable time and intend to visit the principal places of historic interest and the leading seaside resorts of England and the Continent.

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GREEN RIVER
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Steam or Air Drying; also handle in Continental Order.

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Clarksville, Tennessee, and Springfield, Tennessee, Districts
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Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage at Low Rates.

Correspondence Solicited.

Louisville Tobacco Market Reports

LOUISVILLE, Ky., Aug. 11.—The Louisville Tobacco Board of Trade issues the following report on the hogshead leaf tobacco transactions:

Tobacco Sales for the Week and Year to August 10

Warehouses	Week: Auction sales	Week: Private sales	Week: Total for week	Year. Jan. 1 to date
Turner	...	....	....	792
Kentucky	36	4	40	6,772
Main Street	...	....	....	2,686
Planters-Farmers	19	115	134	8,625
New Tenth Street	9	7	16	3,390
Louisville	...	....	....	4,102
	64	126	190	26,367
Year 1922			742	49,607
Year 1921			1,302	44,924
Year 1920			573	34,974

Classifications of this Week's Sales

	Old Crops.	1922 Crop.	Total
Burley	173	3	176
Dark	14	....	14
	187	3	190

Classifications of Sales Jan. 1 to Date

	Old Crops.	1922 Crop.	Total
Burley	8,902	14,676	23,578
Dark	2,224	565	2,789
	11,126	15,241	26,367

Classification of Sales to Same Date

	1922	1921	19
Burley	46,395	41,539	33,
Dark	3,212	3,385	1,
	49,607	44,924	34,

Comparisons with Previous Years

	1923	1922	19
Sales—			
Total sales of new crop to date	19,763	14,859	36
Sales of new crop to date.			
Original inspection	16,029	12,348	29
Rejections—			
Rejections this Week:			
Burley	35	....	
Dark	....	....	
Total	35	147	
Percentage of Rejections to Auction Sales:			
Burley	70	....	
Dark	....	....	
Total	55	26	
Rejections, Jan. 1 to Date:			
Burley	5,262	....	
Dark	496	....	
Total	5,758	10,341	9
Receipts—			
Receipts this week	136	524	1
Receipts, Jan. 1 to date.	18,940	30,025	37

Official Quotations at Louisville, August 10, 1923

	Burley: Dark Red	Burley: Bright Red	Burley: Colory	Dark Manufactur
Trash, (green or mixed)	7 to 8	8 to 9	9 to 11	to
Trash (sound)	10 to 12	12 to 14	15 to 17	4½ to
Common Lugs	12 to 14	14 to 16	18 to 20	5½ to
Medium Lugs	15 to 16	16 to 18	20 to 22	6 to
Good Lugs	18 to 20	20 to 22	22 to 25	7 to
Common Leaf (short)	12 to 14	14 to 16	18 to 20	8 to
Common Leaf	15 to 17	18 to 20	22 to 25	10 to
Medium Leaf	22 to 24	24 to 26	27 to 30	14 to
Good Leaf	26 to 30	30 to 32	32 to 35	18 to
Fine and Selections	35 to 40	40 to 42	42 to 49½	22 to

N. B.—Unsound or defective condition, length or color, or mixed packa from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

Paducah Prospects

PADUCAH, Ky., Aug. 11.—There is nothing to report on loose receipts. Practically all of the crop has been delivered and what remains in the country is of small consequence.

We are now getting up complete statistics of the production of the 1922 crop. The total will miss 88,000,000 pounds but little. Our estimate in the fall was from 85,000,000 to 90,000,000 pounds.

There have been more inquiries than usual for common lugs but stocks are about exhausted. There are, however, several hundred hogsheads available in dealers' hands that are held at higher prices than the present market and no sales have been made that have been reported. There has also been considerable inquiry for common and medium leaf and a few lots have been sold privately by dealers at prices ran from 12 to 25 cents. I understand Association has made some small s but what quantity or prices have been given out.

The past week has been very unfa able on the growing crop. We have too much rain over the entire dis and considerable damage has been the crop, especially in the flat and lands. It is hard to estimate the ex of the damage at this time but no d something like 10 per cent of the has been ruined from drowning or o flow. Then the damage from Frenc is considerable. On the other hand bacco has improved on the hill There is still danger of disease settin on account of too much moisture and land being too hard baked for fur cultivation and we will have to wait time to see the final outcome.—W. KENNEDY.

CABLE ADDRESS: "OBRIENCO." } LOUISVILLE BALTIMORE

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On all markets. We air dry and steam dry on most of the loose markets, and have the latest improved Philadelphia Textile Steam Dryer in our Louisville Factory for handling Leaf and Strips. Orders and correspondence respectfully solicited.

Kentucky Tobacco Sales During July

gures Compiled by the State Commissioner of Agriculture

NKFORT, Ky., Aug. 11.—W. C. Hanna, State Commissioner of Agriculture, s report of sales of tobacco in all warehouses in Kentucky during the month ly, 1923, as follows:

	Sale of 1921 or Previous Year's Crop			1922 Crop		
	Pounds	Total Dollars and Cents	Average Price per 100 Lbs.	Pounds	Total Dollars and Cents	Average Price per 100 Lbs.
Tobacco sold for growers.	4,290	659.30	$15.37	4,110	373.78	9.09
Tobacco sold for dealers.	164,485	17,749.21	10.79	4,025	309.04	7.67
Tobacco resale.....	97,445	10,767.96	11.05	137,170	15,967.55	11.64
l Burley and average.....	266,220	29,176.56	10.95	145,305	16,650.37	11.45
icker Tobacco sold for ers	53,950	1,853.16	3.42	13,605	1,820.54	13.38
icker Tobacco resale.....	1,015	60,39	5.95	5,100	222.12	4.28
l One-Sucker and average.	54,965	1,913.55	3.48	18,785	2,042.66	10.87
Dark Tobacco sold for deal-	.....	.....	....	2,200	210.57	9.57
l Fired Dark and average.	.....	.....	....	2,200	210.57	9.57
l total and average.....	321,105	31,090.11	9.67	166,200	18,903.60	11.38

Drive for Co-op. Mem- rs in Stemming District

PKINSVILLE, Ky., Aug. 13.—The veek was an active one in laying the ation for the membership drive to ıducted by the Dark Tobacco Grow- Co-operative association in the ning district. Among the leaders in ssociation work who are giving their ıal aid and presence are Clifton , chief of the field service division; . Cooper, director of warehouses; Farley, of Henderson, director; /. Cooper, of Henderson; W. I. La- campaign chairman for Henderson y; W. H. Ogden, county chairman ebster county; Tom Waller, chair- or Union county, and several others. number of meetings have already ıeld and the situation is reported to good shape and prospects excellent large signup. In a speech at Hen- ı, R. E. Cooper emphasized the ity for community effort in support- nd strengthening the association. address was heard with closest at- n by a large audience composed of ess men and farmers.

"If the prosperity which the association has brought to the communities in the area covered by it is to continue and increase, it will be necessary for every element in the towns as well as in the country, to co-operate heartily in the coming drive," said Mr. Cooper. He pointed out that the association must grow in order to keep up with changes of crop territory and, "in order to demonstrate to the buying interests that it is such a virile organization that it cannot be overlooked as a market factor."

"There is one large buying company," Mr. Cooper declared, "that is waiting for some sign of weakness in the association to concentrate its forces for an attack; we must protect ourselves. In protecting ourselves we protect every other grower to a certain extent, and any force or institution which has done, and is doing, as much for all communities served as the Dark Tobacco association deserves the support of every man and woman in it. And this is the time to show colors. Only by actual work can those who approve the co-operative plan of marketing prove it."

Some changes in the schedule of drives

Clown Cigarettes and Old Hill Side Smoking

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(INCORPORATED)
BUYERS, REHANDLERS AND REDRYERS ON
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FOR DOMESTIC AND EXPORT TRADE
Green Rivers, Burleys, Darks, Virginia and Carolina Tobaccos
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With Capacity of 200,000 Pounds Per Day.
Samples Submitted.
Orders and Contracts Solicited.
OWENSBORO, KY.
LOUISVILLE OFFICE: 1120 West Main St., LOUISVILLE, KY.

nnounced for the several counties have een made. Union county poolers will ake a united effort to obtain new mem- ers on Wednesday, August 22. This ill be preceded by a rally in Morgan- eld on August 18 at which John R. lanks, the Billy Sunday of co-operative arketing, will speak. The drive in Hop- ins county is set for Thursday, August 3 and in Henderson county for Friday, August 24. The workers in Henderson ounty will meet in Henderson the pre- eding Saturday to hear Clifton Rodes, ead of the field service division, speak.

The splendid success achieved in the nembership drive in the One Sucker dis- rict, which was the first test of this sort o be made since the organization was efinitely launched, has enthused all the eaders. More than 5,000 new members ere added to the association lists in the temming district. As soon as the Stem- ing district drive is completed the iembership campaign will be launched in ie Dark Fired and the Green River istricts.

W. M. Fallon, tobacco representative f the War Finance corporation, arrived ere a few days ago, to appear before the oard of directors. His business is in eference to a loan to be made to the as- ociation. Discussing the association, Mr. Fallon said: "My investigation of the association is highly satisfactory, both as to its condition, credit standing and the manner in which its affairs are being handled. Everything seems to be going along in good shape and the feeling of the people in general toward the association appears to be excellent."

Soon after the association was definitely launched the War Finance corporation extended a credit of $7,500,000. Since then this has been only partially drawn upon, the needs of the association having been very largely taken care of by the banks of this section and some of the larger cities. While in this section Mr. Fallon will make a visit to a number of the association centers and thoroughly investigate conditions in each of these. He has been here, and through the district, several times already, and is in close touch with the affairs of the big grower organization.

Interested in Election of Directors

The election of directors for the coming year is a matter in which the membership is now showing a lively interest. This election will be held next month, the usual form of association procedure to be followed which calls for election of delegates at county mass conventions on September 5, and election in turn by these delegates of the directors, one from each of the 23 districts, on September 22. These directors will meet and elect the officers and also elect two directors at large, one from Kentucky and one from Tennessee.—M. E. Bacon.

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Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice

TWO STANDARDS
for dealers
Send us a trial order. We guarantee satisfaction.
LARUS & BRO. CO.
Richmond, Va.

Greene County Has Bright Crop Prospects

Greeneville, Tenn., Aug. 11.—The rains of the past ten days have had marvelous effect on the Greene County tobacco crop. The long weeks of unbroken drouth were beginning to tell on the weed, which was getting in bad shape, but the drenching showers which have fallen almost daily recently have brought it out, and the crop now bids fair to be one of the best and finest yields per acre in the history of the county. This coupled with the immensely increased acreage will swell the number of pounds sold in Greeneville this year.

Owensboro Outlook

Owensboro, Ky., Aug. 11.—Excessive rains during the week have been somewhat hurtful in localities of the Green River district and a moderate percentage of the crop has been very much injured or totally destroyed. However, that part not injured by the rains is doing nicely and making rapid growth.—J. S. Phelon.

CABLE ADDRESSES { U. S. A.—Command, Owensboro, Ky. / ENGLAND—Invade, Liverpool.
ROSS TOBACCO COMPANY, (Incorporated)
(Formerly called ROSS-VAUGHAN TOBACCO CO.)
BUYERS, REHANDLERS AND REDRYERS OF
LEAF TOBACCO and STRIPS ON ORDER
FOR HOME TRADE AND EXPORT
Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
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G. F. VAUGHAN TOBACCO CO.
BUYERS, REHANDLERS, REDRYERS OF
LEAF, STRIPS, STEMS AND SCRAPS
FOR HOME AND EXPORT TRADE
Samples Submitted. LEXINGTON, KY. *Contracts Solicited.*

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J. S. PHELON
Leaf Tobacco Broker
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to green Rivers and Burleys.
Stemmery and Air Drying Factory
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Warehouse and Steam- Drying Plant
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BURLEY BRIGHTS STRIPS SCRAP
CODES: { Arnolds No. 5 / A B C 5th Ed. Improved
LEAF TOBACCO
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GREENEVILLE, TENN.
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Leaf Tobacco Dealers and Brokers
All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf. We respectfully request your inquiries and Orders.
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WIRE HOOPS
We Are Manufacturers
Special Soft Wire Quick Shipments
W. F. Robertson Steel & Iron Co.
Cincinnati, Ohio

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Importer and Packer of
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FINE
SEAL OF LEXINGTON
CIGARS
A HAND MADE PRODUCT
MADE ONLY BY
THE JOHN C. GUY CO., INC., LEXINGTON, KY., U.S.A.

SEAL OF LEXINGTON CIGAR
A Genuine 10c Hand Made Product. Blended Havana Filler and Broad Leaf Binder.
Open Territory Assigned to Jobbers Only.
THE JOHN C. GUY CO., Inc., Lexington, Kentucky

A Smoker Blind-Folded or with His Eyes Closed

Can not tell whether he is smoking a cigar having a dark or a light wrapper.

Cigar manufacturers know that the mildness or strength of a cigar is governed solely by the Tobacco in the filler.

We feel that the consumer should be educated by means of a publicity campaign to the fact that when he wants a pleasant mild smoke it makes no difference whether he chooses a dark or light wrapped Cigar.

It is conceded that no Tobacco in the world combines so many essentials to the making of a good mild cigar as Porto Rican. Besides being aromatic and fragrant it possesses practically no chlorine and therefore burns evenly and freely.

This year's crop is of exceptional quality, which means that a treat is in store for the American smoker, as Cigar Manufacturers throughout the entire Country are realizing more and more that Porto Rican Tobacco used as a filler exclusively or blended with other Tobacco makes a cigar which pleases the majority of smokers who prefer a mild but fragrant cigar.

GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

W. L. Dannahower
Agent

136 Water Street, New York Telephone, John 1379

San Francisco Again Turning to Trade Activity

A Day of Intended Celebration Was Thrown into One o Mourning by Death of President Harding—Necessity Calls for Early Renewal of Business Activity.

San Francisco, Cal., Aug. 7.—The death of President Harding in San Francisco turned what had been intended as a day of celebration into a day of mourning. The afternoon of the day following the sad news, all traffic stopped, the stores were closed, and the city went into mourning; the more pronounced and striking because of the sudden and unanticipated change of program.

But the great tide of human events cannot stop even for the greatest of men, so the hum of industry and trade of necessity is as loud and insistent as before. The necessity seems imperative. The Pacific is rapidly being reduced to a good-sized pond as the Atlantic has been. Trans-pacific trade has tripled since the war, and it is up to the West Coast to accept the challenge of the new call of commerce and civilization; and with the help of eastern capital and eastern industry it is rapidly doing so. The bay region has never seen so rapid a period of real growth and home construction. Oakland, east of the bay, has seized the pennant of leadership, and is constructing more homes in proportion to population than any city on the Coast.

Getting into Working Order

The Petri Cigar Co. is slowly getting its new plant into working shape. It is already operating on a very extensive scale, though so far confining distribution to intensive work in California and Arizona. P. A. Bricca states that their jobbers all along the line have been doing loyal work, so that their cigar has been gaining ground. In San Francisco, their jobber, the Rinaldo Co., has in a few months increased orders 100 per cent. The Petri Co. is preparing to put on a five cent machine made cigar to be labeled Fair Way. It will be ready for distribution in about a month.

Takes on Imporico

The Rinaldo Cigar Co. has added to its stock a Porto Rican cigar, the Imporico. This is in response to the call of the independent dealers for such a cigar, with margin enough to justify their handling it. They have large and well-made sizes at 5c, 10c and two for 25c.

Manilas Have Heavy Placement

Henry W. Peabody & Co. report that their Manila cigars are having heavy placement, especially the Flor de Intal and La Plantina. They handle a number of other brands; also special factory brands and find the whole Manila trade from Chicago west constantly growing.

His Two Best Bets

Milton Glass, the popular salesman who talks the products of the American Cigar Co. and Havana-American Co., into every stand he bumps against, has just returned from a frolicksome vacation. He took in the famous Tia Juana. Of course the bull-fights and horse racing are interesting diversions down there; but Milton says the two best bets he saw were Belmonts and Chancellors.

Saw State at Its Best

E. Horn, of the Golden State Leaf House has just returned from a month's automobile trip through the south part of the state, accompanied by his family. He reports a delightful trip, with but few hot days in the San Joaquin valley. They made the valley, the coast, Fresno, Los Angeles, San Diego, and the beach resorts; and got to see California at its best. Harold Horn is now taking a tour "in the open."

A. Czarnecki, the Frankel, Gerdts & Co., salesman, is making the south coast to Los Angeles and will return through the San Joaquin valley. On his recent trip to Humboldt County, he found everything flourishing.

Lorillard Branch Manager

Stephen L. Crocker has been placed in charge of the P. Lorillard Co. branch in San Francisco, and is busy getting acquainted with the trade and with the condition of things in his new territory.

The Rinaldo Co. reports that the campaign for the San Felice has been so successful, that they are oversold, and have been obliged to send in hurry-up orders.

On the Links

Dick Bythener, the golf enthusiast, of E. Rosenwald & Bro., is spending his vacation in polishing up his game on the links of the Inwood Country Club, Long Island.

Spokane Dealers Answer Complaint

Washington, D. C., Aug. 15.—The Federal Trade Commission has received an answer to its complaint in Docket 1032 against the American Tobacco Co. from a number of wholesale tobacco dealers of Spokane, Wash.

The dealers deny that: "they were informally organized in any manner or form, or that they associated together or co-operated together for the purpose of fixing discounts or prices for the purchase and sale of tobacco products, except that these respondents did, for the purpose of preventing such tobacco products from being sold at a profit less than the cost of doing business, undertake to fix prices for the resale of certain tobacco products where such sales were to be made and consummated solely within the state of Washington and not otherwise."—Lamm.

Root Rot Resistant Strain

Somerset, Ky., Aug. 11.—That the root rot resistant strain of burley tobacco developed by the Kentucky agricultural experiment station can withstand the attacks of the disease root rot, thereby decreasing heavy annual losses suffered by leaf growers, is being demonstrated by Pulaski county farmers who are growing the resistant strain in comparison with common varieties, according to a report of County Agent W. C. Wilson. There are 28 demonstrations of this nature being conducted in the county by farmers who are co-operating with the extension division of the College of Agriculture at Lexington.

RUTHENBURG, DERIZANZ & CO.

Packers of

Superior Vegas of Porto Rico

Main Office: San Juan, Porto Rico

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Grower and Packer

PORTO RICO TOBACCO

Warehouses: MARTIN PENA, PORTO RICO

Office: 173 WATER ST., NEW YORK

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Siboney —*Aug. 7*

Cases

- osvenor Nicholas & Co..... 8
- Wasserman Co..... 8
- irk & Tilford..... 14
- ntral Union Trust Co..... 33
- itish Empire Trading Co..... 3
- ited Cigar Stores Co..... 5
- nson & Hedges..... 2
- arkland & Reed..... 2
- pers & Mott..... 1
- arles & Co..... 2
- S. Nicholas & Son..... 1
- ew York & Cuba Mail S. S. Co.. 21

S. S. Pastores —*Aug. 12*

- irk & Tilford.....2 cases

Tobacco from Cuba

S. S. Siboney —*Aug. 7*

Bales

- Bernheim & Son..... 200
- iend & Co..... 40
- ax Schwarz..... 165

Barrels

- Emil Klein Co..... 10
- nerican Cigar Co..... 65
- . K. Gresh & Sons (Norristown, Pa.) 10
- ax Schwarz.....117
- . A. Andre..... 5
- Hevia..... 10

Packs

- Bernheim & Son..... 145
- ax Schwarz..... 4
- ewman & Gach (Chicago)..... 12
- ayuk Cigars, Inc..... 28
- Rossin & Son..... 227

S. S. Essequibo —*Aug. 10*

- ernard, Judae & Co.....226 packs

Cigars from Porto Rico

S. S. San Lorenzo —*Aug. 8*

Cases

- orto Rican American Tob. Co.... 108
- ited Cigar Stores Co..... 90
- llar, Lanza & Co..... 3
- yal Bank of Canada..... 2
- Order 2

S. S. Choctaw —*Aug. 13*

- ited Cigar Stores Co..... 28
- orto Rican American Tob. Co.... 32
- fanzon & Rodriguez 12

S. S. Zulia —*Aug. 13*

- fanzon & Rodriguez ..... 36 cases

Tobacco from Porto Rico

S. S. San Lorenzo —*Aug. 8*

Bales

- aurice Winter & Co..... 10
- ax Gans' Sons..... 14
- Marqusee & Son..... 25
- H. P. Cigar Co. (Phila.)..... 558
- Herreras..... 102
- seph Holzman..... 78
- o Hirsch..... 8

Barrels

- nerican Sumatra Tobacco Co.... 400
- Rodriguez..... 27
- dustrial Leaf Tobacco Co..... 200
- rlach Bros..... 50
- H. P. Cigar Co. (Phila.)..... 266
- aurice Winter & Co..... 100
- amburger Bros. & Co..... 47
- ax Gans' Sons..... 57
- dor Cohen..... 8
- dro Costa..... 124
- Marqusee & Son..... 58
- o Hirsch..... 129
- Herreras..... 10
- Order..... 230
- Order.....50 packs

S. S. Edith —*Aug. 8*

- Klorfein .....5 barrels

S. S. Choctaw —*Aug. 13*

- B. Lichtenstein & Co.....31 bales
- B. Lichtenstein & Co. ..... 8 packs

S. S. Zulia —*Aug. 13*

- dro Costa.....36 barrels

Cigars from Manila

S. S. City of Birmingham —*Aug. 13*

Cases

- H. W. Peabody & Co..... 29
- S. Frieder & Sons (Cincinnati).... 4
- To Order 16

Tobacco from Rotterdam

S. S. Veendam —*Aug. 13*

Bales

- Manus, Muller & Co..... 32
- H. Duys & Co..... 70
- A. Bornholdt & Co..... 15
- Consolidated Cigar Corp..... 108
- American Malaya Trading Co..... 22
- Herzog & Sarluy..... 16
- W. Van Doorn..... 245

Cases

- S. Rossin & Sons..... 20
- H. Duys & Co..... 23
- Max Maier 1
- W. Van Doorn..... 187

Tobacco from Demerara

S. S. Paria —*Aug. 10*

- Dart Tobacco Co.....4 cases

Pipes from Southampton

S. S. Berengaria —*Aug. 11*

Cases

- Alfred Dunhill 4
- Durham Cigar Store 1

S. S. Zeeland —*Aug. 11*

Cases

- A. Oppenheimer & Co..... 5
- F. Murray Hill & Co..... 17

Pipes from Le Havre

S. S. Paris —*Aug. 11*

Cases

- A. Oppenheimer & Co..... 2
- F. Murray Hill & Co..... 13
- R. H. Meehan & Co..... 1
- Interocean Forwarding Co..... 2

Pipes from Rotterdam

S. S. Veendam —*Aug. 13*

- A. B. Newman & Co.....7 cases

Cigarettes from Porto Rico

S. S. San Lorenzo —*Aug. 8*

- Porto Rican American Tob. Co...4 cases

Cigarettes from St. Croix

S. S. Paria —*Aug. 10*

- Tobacco Products Export Corp...3 cases

Cigarette Paper from Le Havre

S. S. Pipestone County —*Aug. 10*

Cases

- H. H. Strauss..... 50
- Rose & Frank..... 87

S. S. Paris —*Aug. 11*

Cases

- Rose & Frank..... 3

Cigarette Paper from Antwerp

S. S. Zeeland —*Aug. 11*

- P. J. Schweitzer, Inc.....52 cases

Cigarette Paper from Liverpool

S. S. Celtic —*Aug. 7*

- British American Tobacco Co..21 cases

Licorice from Alexandretta

S. S. River Orontes —*Aug. 7*

- McAndrews & Forbes Co. (Philadelphia) .....1,488 bales

Licorice fror Killini

S. S. River Orontes —*Aug 7*

- McAndrews & Forbes Co....4,217 bales
- McAndrews & Forbes Co.....743 bags

Back from Porto Rico

Willem Quanjer, New York representative of H. Fendrich, Inc., cigar manufacturers, of Evansville, Ind., has just returned from Porto Rico, where he has been spending an enjoyable vacation.

AIXALA & CO.
Packers and Dealers of Havana Tobacco
ALSO PORTO RICAN TOBACCO
New York Office — M. A. André 169 Front St.
Havana Office — Corrales 6, 8 and 10

Warehouses: Caguas, P. R.
ISIDORE COHEN
PACKER OF
PORTO RICO TOBACCOS
147 WATER STREET NEW YORK, N. Y.

L. SCHMID & CO., Inc.
Importers of Sumatra Tobacco
138 WATER STREET NEW YORK

Cable "Jarieraco," San Juan — Code A. B. C. 5th Edition
ALONSO RIERA & CO., Inc.
THE TOBACCO PALACE
58-62 Tetuan St., San Juan, P. R.
Importers and Exporters of Leaf Tobacco
The oldest tobacco house in Porto Rico

Cable "Rodevia" — Code A. B. C. 5th Edition
Bayamon, P. R.
RODRIGUEZ, HEVIA & CO.
Barrio Nuevo, Bayamon, P. R.
GROWERS, PACKERS and STRIPPERS of PORTO RICAN TOBACCO
Specialty—Comerio and Naranjito Tobacco

KOHLBERG-GONZALEZ CO.
INCORPORATED
PORTO RICAN TOBACCOS
144 Water Street, NEW YORK Tel. John 2821
Warehouses & Plantations: AIBONITO—COMERIO—GURABO



DONATO VIGIL & CO.
Importers and Exporters of
LEAF TOBACCO
San Juan, Porto Rico

MAX GANS' SONS, Inc.
Packers, Growers & Importers of
PORTO RICO TOBACCO
197 Water Street, New York

HERMANN J. ROSE
Packer of Porto Rican Cigar Leaf Tobacco
Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.
Quality, Not Price SANTURCE, PORTO RICO

RAMON MORAN & COMPANY
Growers, Packers & Strippers of
Porto Rican Leaf Tobacco—Exclusively Inland
MANATI, PORTO RICO

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THE MEADS TOBACCO CO.

If It's TOBACCO *We Have It*

RED LION, PA. U. S. A.

W. K. Gresh & Sons
NORRISTOWN, PA.
Manufacturers of
The MEDITATION Cigar

Write Us if you need
PENNSYLVANIA
Correspondence Solicited
Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

E. L. NISSLY & SONS
Growers and Packers of
CHOICE CIGAR LEAF TOBACCO
Packing Houses, LANCASTER & FLORIN
Main Office, FLORIN, Pa.
Critical Buyers always find it a pleasure to look over our samples
Samples cheerfully submitted upon request

I. H. WEAVER COMPANY
LEAF TOBACCO
237-39-41-43 N. Prince St. LANCASTER, PA.

PENNSYLVANIA TOBACCO
All Lancaster County Grown
The Cream of the Rich Northwest Section
MT. JOY FARM PRODUCTS CO., Inc.
Co-operative Packers and Jobbers
MT. JOY, PENNSYLVANIA

CIGAR FACTORY EQUIPMENT
CIGAR MOLDS
CIGAR MACHINERY
SUCTION TABLES
BUNCHING MACHINES
SCRAP CUTTERS
TOOLS AND SUPPLIES
THE MILLER, DUBRUL & PETERS MFG. CO.
CINCINNATI, OHIO.

Pennsylvania Market Going Along Very Quietly

Trading Characterized by Steady Stream of Small Transactions—Many Inquiries Concerning 1921-2 Tobaccos—Sampling Pleases Packers—J. G. Reist Dies Suddenly.

LANCASTER, Pa., Aug. 13.—The slow current of midsummer sales continues to flow lazily in the Lancaster market. Trading, while not very brisk, is consistent, and a steady stream of small transactions keeps the market moving. This ever present interest in Pennsylvania and the continued demand, even during the slack season, is an indication of the great stability of the local industry and the capacity of the market to absorb the output of Lancaster grown cigar leaf.

Closing Up Old Stocks

Many inquiries arrive at local warehouses concerning both 1921 and 1922 tobacco and give promise of a thorough clean-up of all goods by the time the Fall buying is completed. Most interest is displayed concerning the stocks of low grades and black rot of the 1922 crop. One independent packer is reported as having sold a quantity of the damaged goods for filler use at a price in the neighborhood of 13 cents per pound, and indications point to much of this quality cigar leaf being bought similarly.

Bayuks Still Buying

Bayuk Cigars, Inc., have continued their activities in the Mt. Joy section and have made purchases aggregating 1,500 cases. This includes practically all of the holdings of the Mt. Joy "co-ops" in addition to several other small packings. No other notable sales are recorded for the week and the remainder of the transactions were small. The price remains firm and shows no signs of breaking. Neither does it exhibit any tendency to soar and all sales to date were made, allowing for differences in quality, on practically the same terms as the early season transactions.

Samples Show Up Well

The majority of the packers are at the present time sampling their goods. The leaf that was subjected to the bulk sweat is coming out in excellent shape, and in some cases packers have reported 100 per cent good tobacco where this treatment was given. The case sweat goods naturally contain considerable tobacco that is rotted, and damage will run high where the natural sweat was employed.

Have Fine Havana Type

Growers of Havana tobacco in the river section about Washingtonboro can boast of a fine crop this season. The leaf is finely developed and will yield heavy. Many of these farmers are already cutting their crop, and the curing sheds are beginning to fill up. The acreage of this type of tobacco in Lancaster county is, of course, small and will count for but little in the aggregate output of tobacco; but the Havana industry is, nevertheless, significant. It was not so many years ago, and easily within the memory of many growers, that more than half of the tobacco growers in the county raised Havana. Repeated failures of this type and the proven fact that only a limited area was adapted to its culture have restricted Havana growers to a small coterie along the river who annually make a great success of their specialty.

Important Experiments

Although the highly diversified Lancaster county farm is the stabilizing factor in the local tobacco growing industry, the rotation of the various other crops with tobacco has often proven the source of trouble. The definite relation between farm crops and tobacco and the effect that corn, wheat and hay have h upon the seedleaf has been determin heretofore largely by guess. The fir definite data on the subject has be gathered this year by Otto Olson, Fe eral Tobacco Expert, at his experiment station at Ephrata. Mr. Olson h shown that, when wheat follows tobac in the rotation, the yields of both cro bear an inverse ratio to each other. heavily fertilized and heavy yielding t bacco field was productive of the lowe yield of wheat the following year, M Olson proved. The experiments w continue next year with hay planted the wheat and tobacco will follow t grass.

Benefit Would Be Great

Should a definite system of rotati and fertilization be evolved from the experiments, the benefit to the tobac growing industry would be very gre When conclusive results may be dra from the work at the end of sever years' experiment, it is altogether po sible that fertilizers and the rotation schemes now employed by growers m be "jockeyed" about so as to produ even a better grade of tobacco than now grown and in larger quantities.

Veteran Tobacco Man Passes Awa

John G. Reist, veteran tobacco man Mt. Joy, died suddenly last week as result of a stroke of paralysis. A gro er and packer for some two score yea the founder and leading spirit of t chain of co-operative warehouses in t country, Mr. Reist, who devoted t larger part of his time and energies the improvement of the tobacco indust in the country, was extremely acti until the day of his death and died "the harness" while on a trip to Baltimo for the purpose of inspecting the fert izer plant, through which the Lancas County Farm Bureau will purcha goods for the growers. Mr. Reist ganized and fostered the Mt. Joy operative packing plant, and was president since its inception in 1919. was very active in the affairs of the La caster County Tobacco Growers' As ciation throughout its memorable histo of thirty years, and was closely identif with all of the various growers' act ities in the county.

Inspection Tour August 20

The thirty-first annual run and au mobile inspection tour of the Lancas County Tobacco Growers' Associat will be held on Monday, August 20. T itinerary of the trip will include the bacco sections about Landisville, E Petersburg and Lititz, and the party w finish the day with a survey of the wo done at the Ephrata Experimental S tion. It is expected that hundreds growers will attend this event which the largest of its kind held in the ea Frank P. Willits, Secretary of Agric ture, will address the growers at a sh meeting at Ephrata.—KEYSTONE.

Polish Match Excise

WASHINGTON, D. C., Aug. 14.—T Polish excise tax on matches was creased on June 27, 1923, from 80 to Polish marks per box of not more th 60 matches, according to advices fr Consul General Kenna, at Wars Owing, however, to the low excha value of the Polish mark, Mr. Ke states that this tax is not expecially s nificant.—LAMM.

D. DREUX, Inc.
Successors to Wm. Quanjer, Inc.
Importers of Sumatra and Java Tobacco
Telephone John 2709 136 Water Street, New York

York County News

Recovering from Injuries

RK, Pa., Aug. 11.—B. S. Sentz, ger of the Consumers' cigar box ry, Red Lion, who was severely in- l about the heels and ankles recently, he fell from a step ladder, while ing in doing some work in the fac- is able to be about the factory. He en from his home in an automobile t the factory he is placed in a wheel His heels are injured to such ex- that he is unable to stand upon his

evated to Town Fire Marshal

Edward Mate, Red Lion, who in ad- to being a tobacco broker, finds to engage actively in the duties of a teer fireman, has been made town marshal. He has also been ap- ed by the Pennsylvania bureau of protection an assistant state fire al. Mr. Mate immediately entered his duties to see that all rubbish, to cause fires, in the factories and places be removed. The Red Lion office came in for the first offense t having a closed top wire mesh re- le.

Jacob Doll Passes Away

ob Doll, cigar manufacturer and d merchant, died suddenly on Aug- at his home in Saginaw. Mr. Doll ttended a community festival during evening and after returning to his spent a half hour sitting in a chair. hen retired to his room and went d, when the end came without warn- His death is attributed to heart dis- The deceased was 72 years old. remains were buried on Aug. 8 at aw.

G. & I. Partnership Dissolved

e partnership heretofore existing en F. K. Galebach and E. Spurgeon te, operating as the G. & I. Cigar of Windsor, has been dissolved by l consent. The business will be ued by Mr. Galebach under the firm of the F. K. Galebach Cigar Co. nkrote will be employed as sales- Mr. Galebach was in the employ ıany years of Otto Eisenlohr & and has also been a factory fore- or the Pennsylvania Cigar Co., of ster. He has had long experience igarmaker and manufacturer. The he manufactures are the Little er, Worthington, La Bengora, and Opinion, which Mr. Galebach will compete with any other of cigars in their class as long igars.

F. K. Galebach Cigar Co., of or, gave its employes and their es an outing, Sunday, at Long along the Susquehanna river. The on was spent in games and swim- in the river. A wholesome lunch- as served.

eign Buyers Curtail Purchases

reports of the large British to- and pipe export houses now being ed refer to the curtailment of oreign business during the past aused by the currency troubles of ean and South American coun- At the 42nd annual meeting of Brothers & Co., Ltd., London, W. ilsdale, chairman of the company, ewing the operations during 1922- ched upon the outlook for foreign s in the coming year, and was give a little encouragement to ckholders. He said:

the last occasion on which we ad the opportunity of expressing the feeling of quiet confidence hich the directors looked forward future; not ignoring, then, the position of industry in general, luly emphasizing difficulties that common lot of all who are con- with our national trade and com-

confidence has been justified and ectations realized in the year that review. After a consideration of the financial position that is now disclosed as the outcome of a year of exceptional prosperity, we have the satisfaction of looking forward to the future with courage and increased confidence.

"I wish, however, at the outset to remind you, or utter a warning that present conditions in the industrial world make it impossible to forecast a future that is still full of uncertainty and doubt. Whatever efforts we put forward in the development of our trade, we are constantly confronted with measures for the control of industry by our own and foreign governments, which influence our trade in a manner that we can neither foresee nor control.

"The hopes and anticipations formed during the last four years for peaceful co-operation among the world States that had been well night hurling themselves to destruction in the world war have, unfortunately, not been realized, and the new conditions under which British trade will be carried on in the future, while still a matter of doubt and uncertainty, are nevertheless very different from those that we had anticipated.

"The present is a time of disillusionment, and we recognize that the old States and the new-created ones approach the future with very different ideas from those that we, in this country, have cherished. The ideal of mutual good will, free exchange of resources, and unhampered trade between these various nationalities scarcely exists, and the desire among Eastern and Moslem races to free themselves from the tutelage and direction of the Western world is emphatic and persistent.

"For England the consequences are, of course, of considerable gravity; and a marked curtailment of our export markets with such countries may be immediate, although I trust not an enduring, result.

"The prospects for the business of this company, however, are bright and hopeful, and it is only so far as these may be interfered with by *force majeur* that I would sound a note of warning and of caution; but let us turn to a more cheery subject, *i. e.*, the consideration of our accounts for the year ended March 31, 1923."

Baltimore Market

BALTIMORE, Md., Aug. 9.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND: Receipts increased to 2,167 hogsheads, while sales decreased, being 1,074 hogsheads for the past week. There seemed to be a slight easing off in prices for some grades, while others sold at outside quotations.

OHIO: Receipts 38 hogsheads; no sales reported.

Association Data

The Leaf Tobacco Association of Baltimore City, issues these statistics for the week ending August 8:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date	Same 1922
Maryland	2,196	9,821	12,017	10,510	14,612
Ohio....	38	666	704	626	516
Total .	2,234	10,487	12,721	11,136	15,128

Reinspection this week: Maryland, 29; to date, Maryland, 1,507; Ohio, 78.

Deliveries

	Maryland				
	Coastwise and Domestic	Foreign	Total	Ohio	Total
This week	293	458	751	31	782
Previously	3,286	9,362	12,648	1,148	13,796
	3,579	9,820	13,399	1,179	14,578

Stocks in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1....	9,590	3,025	12,615
Receipts since...	10,510	626	11,136
	20,100	3,651	23,751
Delivered since..	13,399	1,179	14,578
Stocks today....	6,701	2,472	9,173

Sales

	Maryland	Ohio	Total
This week.....	1,074	...	1,074
Previously	8,167	977	9,144
Totals	9,241	977	10,218

MANILAS

DIRECT FROM FACTORY TO YOU

ALWAYS FRESH

ABSOLUTE GUARANTEE

C. G. WILSON, Inc.
24 STONE STREET
NEW YORK

FACTORY REPRESENTATIVES

Detroit Hand Made



SUMATRA WRAPPED—
Packed in Wood
2 for 15c (Worth More)
MAZER CIGAR MFG. CO., Detroit, Mich.

MARSHALL FIELD

NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets *Philadelphia, Pa.*



Made of the finest Havana

BROKER actual size

Smooth Sailing

is only another name for swift selling. For you it means more profits, less labor, quick turnover.

All these things are yours when you sell Girards. They move. All you've got to do is keep a box or two out on the counter.

They buy Girards on reputation and keep on buying them on quality.

Antonio Roig & Langsdorf
Established 52 years PHILADELPHIA

GIRARD

America's Foremost Cigar

Philadelphia Pleased With Fall Trade Outl

Manifested by Activity in Cigar Leaf Transactions—F Rican Purchases Are Particularly Lively—Busines Smaller Cigar Factories Stand Out Prominently.

PHILADELPHIA, Aug. 14.—Convincing evidence of the confidence the manufacturing interests have in the excellence of the fall market outlook is afforded by the report of the leaf houses. August, in this trade is not ordinarily as dull as it is in many others, but not for a long time has there been such activity in all branches of leaf buying, and particularly in Porto Rican, as just now reported. The advance in price, whether as result of that great activity, or whether a contributing cause for it, certainly has not deterred buying, not only for immediate requirements but for sometime ahead. Of course activities have mainly been on the part of the smaller and medium sized manufactures, because the largest producers, with national distribution, long ago made provision, and as a matter of fact, have on hand supplies adequate for some time to come.

Conspicuously Active

Incraese of business for the small and medium factories was the outstanding development of the week. There better business is interpreted as an indication of a growing demand locally and nearby, for it is to this trade they particularly cater. As for the largest distributors their oversold condition shows little improvement, not only because orders continue to pile up but also because of the long vacations taken by competent workers.

Still Able to Buy Smokes

Return vacationists now exceed in number the outgoing, and although those who are back are "short in purse," it has not at all affected their buying of cigars and particularly of cigarettes. Both transient counter and box sales are reported this week to be larger than they have been at any time since the 4th of July, and though the retailers are jubilant, they still are confident that it is but the beginning of a larger measure of prosperity immediately ahead and which will most markedly manifest itself after Labor Day.

In New Congress Headquarters

Artisans still are competing with executives of the Congress cigar Co., in space occupation in the new home at 3rd and Spruce streets. All the company officials are now located there, together with all the clerical force. These offices, with their exquisite effect in walnut panellings and carvings, constitute the handsomest in the cigar manufacturing business in this country and unquestionably will be the show place of the industry. Headquarters were visited during the week by Charles Bock of the Bock-Stauffer Co., of Pittsburgh, a La Palina distributor, Sales Manager Willis A. Andruss, acting as host.

Bayuk News

William G. Kimber, Jr., credit manager for Bayuk Cigars, Inc., is seriously ill in the Presbyterian Hospital, suffering from a nervous break down. Louis A. Kramer of the corporation, is spending his vacation at Balls' Camp, Maine. Victor Marks of the sales force, who is doing special missionary work with the Neudecker Tobacco Co., Baltimore, called at headquarters during the week. The company has been informed that the New York Stock Exchange has ruled that transaction to and including September 3 in Bayuk Cigars, Inc., 7 per cent Cumulative Sinking Fund Preferred stock and common stock may be settled by delivery of either certificates bearing name of Bayuk Cigars, Inc., or Bayuk Brothers, Inc., but that after that date only certificates of Bayuk Cigars, Inc., will constitute a delivery.

Stand Changes Hands

The cigar stand, newly opened at 7th and Chestnut streets, changed hands during the week and is now under the ownership of H. Marion.

The stand in the new Jefferson Building, 10th and Chestnut streets is being conducted by Harris & Harris, br not heretofore engaged in the David Harris is actively in charge stand.

Creditors to Get Settlemen

Creditors of the Cigar store a and Market streets, until recently ducted under the name of Abe an with Abraham Rendleman in char Patrick Hennessy behind the count pect to receive settlement of their on the basis of fifty per cent ca fifty per cent notes. The stand i being conducted by the Ruyera Co.

Sell Leasehold

Yahn & McDonnell have sold th held by them on the property 1508 nut street, which has ten years to the Provident Trust Co., for $1 Yahn & McDonnell leased the pr in 1918 for a fifteen year term at nual rental of $18,000. For four it was occupied as a cigar stand, store and restaurant. Early present year their establishment closed and a temporary lease was with a financial institution. The $1 payment by the Provident Co., f next decade is a bonus, because assume the $18,000 rental.

Buys Residence

Samuel Paley head of the Co Cigar Co. has purchased the reside Sedgwick and Stenton avenues, fr W. Mark. It occupies a lot 135 feet and was held for sale at $75,0

Hope to Clear "Mystery"

Through the arrest last week o bert Fein of 41st and Poplar stree police hope to solve the "myste swindling of 20 cigar dealers in weeks. In one specific case and testimony of Frank P. Will Sales ager of the G. H. P. Cigar Co., Fe held in $500 bail for Court. Imme after the first hearing Fein, who years of age, was held on another of larceny preferred by I. Minsk Diamond street. Testimony pr showed that Fein, misrepresentin self as an employee of the G. Cigar Co., called retailers on the and asked if they could accom with a loan of a few hundred ci meet a pressing demand. A boy was sent for the goods. The poli lowed Isadore Rush, 14 years ol he met Fein and handed over boxes of cigars, preliminary in tions having been made by detecti ployed by the G. H. P. Co. F tempted to escape, but was caugh boy told the police of several trips made at Fein's instigation. He w over for court under bail. The Minsky caused Fein's re-arrest.

Frings Brothers, widely knowr Philadelphia, jobbers and manu ers, during the week took title to ing in Pottstown, Pa., to be us cigar manufacturing purposes.

Retired Farmer Passes Aw

News was received in this city the week of the death of Edw Mickey, at the age of 77 years, in ville, Pa. Death was due to a co tion of diseases. He was a farmer and tobacco dealer, and prominent member of the Church Brethren.

The local office of the Departr Commerce, in the Witherspoon B Juniper and Walnut streets, has r requests from China for machin sealing cigarettes in tins.

Confidence of cigar manufactu York County in the future of the try is evidenced by many building tions in progress there, the lates the new building of the East F Cigar Co., and of Harry L. Ha Red Lion at Spry. The latter is one of the best cigar factories in trict although it will be only of m size.

Answer Federal Trade Complaint

WASHINGTON, D. C., Aug. 7.—Haas, aruch & Co., of Phœnix, Ariz., have led an answer with the Federal Trade ommission in Docket 1031, which is a omplaint issued against that company id others.

The firm makes a general denial of ie charges made against it by the Trade ommission. In its answer the firm lenies that it is now or at any time as associated or co-operated with the her respondents for the purpose of fix- g discounts or prices for the purchase or sale of tobacco or tobacco prod- cts in the state of Arizona or any her state in the United States."

General Denial of Charges

In making its general denial, the firm ates further: "This respondent denies iat in the year 1921 or at any other me, for the purpose or with the effect eliminating competition among the spondents or among sub-jobbers of gars or cigarettes or other tobacco oducts, or among retailers thereof or nong manufacturers thereof, or for the irpose or with the effect of restraining terstate commerce in the purchase or le of cigars or cigarettes or other to- acco products, or for any other purpose, lawfully did or at all entered into any greement or understanding or conspir- y with the respondents therein named, with any of them, or with or through ieir respective corporate organizations any thereof, or co-operated with said espondents or any of them, to fix uni- orm or any discounts or prices at which gars, or cigarettes or other tobacco oducts handled through the respondent orporations should thereafter be resold. Jenies that it entered into any agree- ient, understanding or conspiracy for ie accomplishment of the purposes al- ged, or any of them, or any purpose, id denies that it did, pursuant to said leged agreement or understanding or onspiracy in the year 1921 or at any me, fix, abide by or adhere to the dis- ounts so alleged to have been fixed or greed upon, or has since such year 1921, ursuant to said alleged agreement or nderstanding or conspiracy, fixed, ided by, or adhered to, discount prices alleged to have been fixed or agreed pon."—LAMM.

'ells About Indiana's Anti-Cigarette Law

LA PORTE, Ind., Aug. 4.—Talks against ie use of tobacco by boys and girls nder 21 years were made at the Chris- an and Friends church Sunday schools st Sunday by H. M. Gard of Knights- wn, Ind., a representative of the No- obacco League of Indiana, Inc.

When questioned as to the work of ie state organization, Mr. Gard said: We are not attempting to take tobacco om men over 21 years, but we do pro- se to inform the public in regard to diana's stringent cigarette law and so enforce it."

He mentioned that Henry, Randolph, elaware and Franklin counties are en- rcing the law against the sale of cig- ettes to minors and that the officials Goshen, Elkhart, Mishawaka and outh Bend are planning a campaign for nforcement of the law.

Mr. Gard declared that cigarettes have een placed on sidewalks in Indiana wns to induce children to use them.

He quoted the following Indiana laws his addresses:

"It shall be unlawful for any corpora- on, company, firm or person to sell, arter, furnish, procure, or give away, rectly or indirectly, to any minor any garette, cigarette wrapper, or any sub- itute for either, of to persuade, advise, unsel or compel any minor to smoke any cigarette. Any such corporation, company, firm or person violating any of the provisions of this section shall for the first offense, on conviction, be fined not less than $10 nor more than $50; and for the second offense, such corporation, company, firm or person shall, upon conviction, be fined not less than $10 nor more than $50, to which may be added imprisonment in the county jail or workhouse for any period not exceeding 30 days."

"That it shall be unlawful for any person under the full age of 21 years to misrepresent his or her age and state that he or she is over the age of 21 years in order to purchase, procure, use, sell or otherwise dispose of any cigarette, or other article mentioned in section one of this act."

Waxes Eloquent on Benefits of Co-operation

The world's history is but a succession of chapters of the same import on the question of the laborer. Black as night through long ages has been the gloomy lot of the companion of the ox. Citizenship with a voice in the government did not come within the view of those in high places for the worker.

Sad, sad, indeed, was the condition of the builder, the artisan, the mechanic and the man who followed the plow. No slave was meaner nor lower, and thus passed the centuries when the doctrines of the divine right of kings was supreme.

Yet, through all those passed years, burned the fires of hope in the minds of those peons of labor that the day would come when those same slaves could raise their heads and turn their faces to the sun of the new-born day when their voices could and would be heard and listened to.

It had almost passed into an axiom that no farmer movement could succeed, because the farmers would not stick together. But that statement has ceased to be axiomatic, for our farmers have at last woke up and by collective marketing now dispose of several of their products at prices that make the farm a profitable source of revenue.

No longer are these crops dumped upon the market by our farmers in a wild scramble to let go the fruits of their year's work at whatever price the shrewd speculators cared to pay him. And once out of the hands of the farmer then soared prices of farm products.

But changes are taking place on the farm today, all the result of co-operative effort. Only from a few farmers does the manufacturer get any tobacco as soon as ready for the market. The pool takes the great bulk of this farm product and holds it until such time as the manufacturer pays such price as the pool asks.

For the past two seasons this has occurred in the burley tobacco belt, and none can gainsay that the pooler has made the price. Even the non-pooler, who in a measure has been benefitted, will admit this fact.

And the tobacco tenant on the farm, how his lot has been improved none can gainsay. Thus at one stroke the pool has benefitted both the landlord and his fellow-laborer—the tenant—as well. It is a very modern miracle.

Now that our tobacco growers have this in hand will they not continue in a movement that has wrought them so much good?

It is said that there is fear of an overproduction this year. If that be true, this fact would make stronger the necessity for sticking together in closer union than ever and strengthening themselves by getting within the pool every grower possible.

The pool must be preserved. It must succeed, and it shall succeed if our happiness and our prosperity are to endure. —*Shelby (Ky.) Sentinel.*

EL PRODUCTO

for real enjoyment

MILD DIS- TINCTIVE BLEND



Bouquet 10c straight

Escepcionales 3 for 50c

There is a size and shape and color of El Producto to suit every smoker's preference.

Prices range from 10c to 30c. But between one El Producto and another there is never the slightest difference in mildness, quality or blend.

Here is another reason why the volume of El Producto's sales is increasing so rapidly.

G. H. P. CIGAR CO., Inc.
Philadelphia

New York Branch 131-135 Prince St. Indianapolis Branch 235 E. Ohio Ave.
Detroit Branch, 2130 Grand River Ave.

Protect that Delicate Aroma

Safeguard your cigars, cigarettes and tobacco by packing them with Diamond F Protective Papers. Good both as an inside or an outside wrapping.

Diamond-F PROTECTIVE PAPERS

GLASSINE—is noted for its fine transparency and grease proof qualities. This paper is free from wax and is particularly adapted for the tobacco trade. It can be had in either plain or beautiful embossed sheets of various designs. Write today for samples and a quotation on an attractive protective paper that will safeguard your goods and save you spoilage losses.

Diamond-F

Diamond State Fibre Company

Bridgeport (Near Philadelphia) Pa.

In Canada: Diamond State Fibre Co. of Canada, Limited 245 Carlaw Ave., Toronto, Ont.

Five in Foil 25c.



Ten in Tin 50c.

Tins of 25 and 50 as well. Four inches of a 25c. cigar

ALSO MANUFACTURERS OF

FLOR DE MOSS LA TERESA SAY-SO

KRAUS & CO., Inc.

BALTIMORE, MD.

AMERICA'S FINEST LABELS

GOLD LEAF AND BRONZE WORK OUR SPECIALTY

Samples Submitted on Request.

H. J. FLEISCHHAUER
68 No. Fourth St., Phila., Pa.

Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N. Y.

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

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Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

Trade-Marks Filed

In U. S. Patent Office

The following trade marks were published in compliance with Section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

* * *

Ser. No. 166,950. Lebwohl & Mindich, New York, N. Y. Filed July 15, 1922.



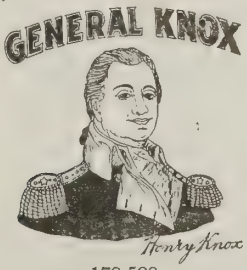
166,950

No claim is made to the words "Box" and "Trade Mark" apart from the mark shown on the drawing.

The particular description of goods.—Tobacco, Cigar, and Cigarette Boxes Made of paper or Cardboard. *Claims use* since July 1, 1922.

* * *

Ser. No. 179,599. John C. Herman & Company, Harrisburg, Pa. Filed April 24, 1923.



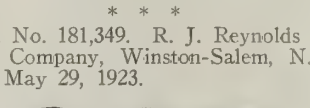
179,599

Trade mark consists of a facsimile signature and portrait of Henry Knox, deceased, Revolutionary general and Secretary of War 1785-1795, and the words "General Knox."

The Particular description of goods.—Cigars. *Claims use* since Sept. 4, 1908.

* * *

Ser. No. 181,349. R. J. Reynolds Tobacco Company, Winston-Salem, N. C. Filed May 29, 1923.



181,349

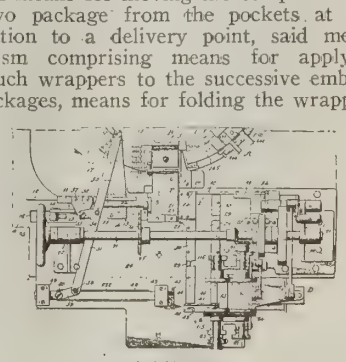
The particular description of goods.—Cigarette Paper. *Claims use* since May 19, 1923.

Patents Recently Granted

By U. S. Patent Office

No. 1,462,326. CIGARETTE-POUCH-PACKAGING MECHANISM. Hilarion de Escobales, Brooklyn, N. Y., assignor to H. Escobales Co., Inc., New York, N. Y., a Corporation of New York. Filed Feb. 4, 1921. Serial No. 442,404. 45 Claims.

Mechanism for applying pouch wrappers to embryo cigarette package and arranged for co-operation with a cigarette packaging machine comprising an intermittently moving rotary horizontal mold table provided with pockets in which the embryo packages are formed and means for moving the completed embryo package from the pockets at one station to a delivery point, said mechanism comprising means for applying pouch wrappers to the successive embryo packages, means for folding the wrappers



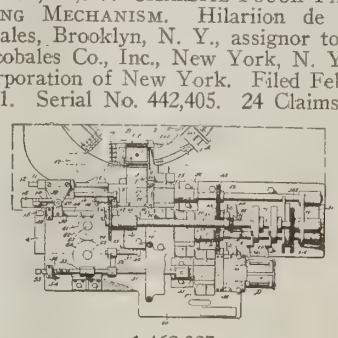
1,462,326

into pouch form about the packages, and means arranged for connection with an operative part of said machine for moving the embryo packages from said delivery point to said pouch wrapper applying means.

26. The combination with a machine for forming and initially wrapping and successively delivering cigarette packages at a discharge point, of means for automatically gumming and applying cup wrappers to successive packages delivered by said machine.

* * *

No. 1,462,327. CIGARETTE-POUCH-PACKAGING MECHANISM. Hilariion de Escobales, Brooklyn, N. Y., assignor to H. Escobales Co., Inc., New York, N. Y., a Corporation of New York. Filed Feb. 4, 1921. Serial No. 442,405. 24 Claims.

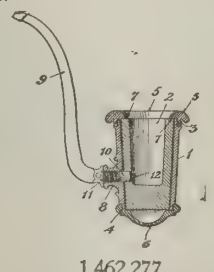


1,462,327

Cup wrapper applying mechanism arranged as an attachment for a cigarette packaging machine in which initially wrapped cigarette packages are successively delivered, said mechanism comprising means for automatically forming cup wrappers about successive packages delivered by said machine, and rotary transfer means for moving the packages from the machine discharge point to said cup wrapper applying means.

* * *

No. 1,462,277. CASING FOR SMOKING PIPES. Louis Graveure, New York, N. Y. Filed Sept. 21, 1921. Serial No. 502,261. 2 Claims.

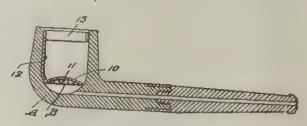


1,462,277

An article of the class described comprising a casing for a corn cob pipe consisting of a tubular metal member having a projecting internally-threaded boss extending from one side thereof, a pipe bowl received within said member with its stem opening in alignment with said boss, means on one end of the member for retaining the pipe bowl within said member, and a stem having a threatened end adapted to be received in said boss and into the stem opening in the pipe bowl.

* * *

No. 1,462,425. SMOKING-PIPE ATTACHMENT. John T. Shaw, Jonesboro, Ark., assignor of one-half to H. W. Applegate, Jonesboro, Ark. Filed Aug. 31, 1920. Serial No. 407,152. 1 Claim.

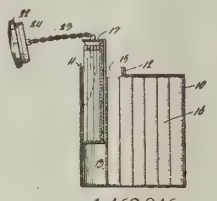


1,462,425

A smoking pipe attachment comprising a circular grate like member adapted for disposition within the bowl of a pipe near the bottom thereof, an upstanding support carried by the grate like member and terminating in a split ring frictionally engaging within the bowl of the pipe.

* * *

No. 1,462,846. WATERPROOF CIGARETTE CASE. Elwood G. Bell, Chicago, Ill. Filed Nov. 18, 1921. Serial No. 516,122. 2 Claims.

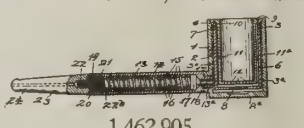


1,462,846

A cigarette case including a casing having a rounded side and an opening in one end adjacent said rounded side, a partition in the casing extending across the opening defining two compartments, a match container substantially semi-cylindrical located in the smaller of the two compartments, said container having an opening in one side wall, a pair of flanges on he flat side of the container, a strip of abraisive material held between said flanges, and a closure for opening the casing.

* * *

No. 1,462,905. SMOKING PIPE. John B. Frost, Buckley, Wash. Filed Apr. 16, 1921. Serial No. 461,911. 1 Claim.

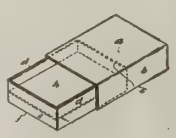


1,462,905

In a pipe for smoking tobacco and the like a plurality of telescoping bowls the innermost bowl adapted to contain the burning tobacco being spaced from the next adjacent bowl throughout except for a supporting annular rim and the outermost bowl being spaced from the next adjacent inner bowl by a helical flange defining a helical passage, said helical passage communicating with the space adjoining the innermost bowl adjacent the supporting annular rim and said latter space communicating with the cavity of the innermost bowl by passages formed in the latter's bottom.

* * *

No. 1,462,971. CONTAINER FOR MATCHES. Sidney Alfred Leane, Farrell's Flat, South Australia, Australia. Filed May 16, 1921. Serial No. 470,130. 3 Claims.



1,462,971

In an improved container for matches wherein an opening is formed in the fixed floor of the match drawer for the admission of a partially consumed match a movable or false bottom for the drawer of slightly less width and length than the interior of the drawer for the purpose of supporting unconsumed matches and separating them from consumed matches which are inserted through openings in the floor of the drawer substantially as described and as indicated in the drawings.

Buys Havana Leaf

Max Elkan, of Ed. Youngheart & cigar manufacturers, of Montreal, w recent visitor to the local leaf ma and is reported to have secured a cor erable quantity of Havana leaf.

Trade Revival Reported

Herbert Holzman has returned fr productive trip to Pennsylvania Maryland. He noticed a decided re of trade in these localities.

Tobacco Insect Pests

(*Continued from page 28*)

them being killed in an hour an half.

Arsenate of lead experiments conducted with the mule-drawn du of which Mr. Milam is one of the ventors. He said that more than hand dusters have been purchased farmers in this section to sprinkle tobacco with insecticides. The Ter see men will remain in Kentucky some time experimenting on the fa of tobacco growers.

Connecticut

(*Continued from page 25*)

A certificate of reduction of ca stock of the E. A. Fuller Tobacco Inc., of this city, has been filed with Secretary of State. The certificate duces the authorized capital stock $125,000 to $109,000 and is signed by S. Fuller and J. J. Connors, a maj of the directors.

Fire of undetermined origin destr a six acre tobacco shed and stock belonging to Henry Philipps of Suf Conn. No tobacco was in the she the time.

Dr. Chapman Resigns

Dr. George H. Chapman, formerly nected with the Massachusetts Agr tural College, and for the past two y as research director of the sub-statio the Connecticut Experiment Statio Windsor, Conn., has resigned his pos and taken up tobacco work in Porto R He left during the past week to as his new position. Dr. Chapman has a lot of hard work in the Connec Valley on tobacco and is an authorit many of the diseases in tobacco and published many valuable bulletins, only on diseases but also on fermenta of tobacco. While Connecticut re his going, they wish him "Good L in his new job. No one has yet chosen to fill the vacancy.

Mr. Israel of the American Cigar was in the nearby tobacco sections a days ago. He had with him two C growers, and visited several differen bacco fields.

A house and barn belonging to I man Bros. of Ellington, Conn., and c pied by W. J. Maynard, was destr by fire last Sunday. The origin is known and the loss was estimate $6,000, partly covered by insurance. Maynard family was away at the and the only one in the house wa workman who barely escaped with clothes he had on.

Charlie Eden of the F. H. Crygier bacco Co., of this city, started somet a short time ago when he started a gu ing contest, each day publishing a pic of a ball player for the contestan guess the name of the player. The mand for Penrod cigars is growing Salesmen are covering the state and keeping the shipping department filling orders.

CLASSIFIED ADVERTISING

PRICE TICKETS FOR CIGAR AND CA STANDS
SEND FOR SAMPLES
DOUGLAS CO.
683 SIXTH AVENUE, NEW YORK

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXVI. No. 17 NEW YORK, AUGUST 23, 1923 Per Annum, $3.00 Per Copy, 10 Cents

Wisconsin Market Has a Vigorous Buying Spurt

Northern Section Scene of "Feverish" Rush—Movement Shows Signs of Slowing Down—Dry Weather a Disconcerting Feature—A "Hot Time" During Winter Seems Probable.

EDGERTON, Wis., Aug. 19.—Buying ade a vigorous spurt in the northern gions the past week. Sweeney for ndrich Co.; Jenson for Spitzner; Wile Sons for Bayuk Cigars, Inc. Mc-tosh, Bekkedal and others searched antically for the few decent crops. The ovement seems to be dying now, but rhaps no growers of good tobacco have t had the chance to refuse or accept to 32 cents a pound for their tobacco. is a funny thing, there are practically crops of binders worth the name as t.

"Bone Dry"

The weather is as dry as a bone. Many the sandy loam localities have not had rain since early June. After a splen-d start, the northern regions are pro-icing one of the dryest-year crops in story. Corn fields fully matured, but ly knee high, and of very sparse owth, and seared grass greet the eye every hand.

Vernon county is producing perhaps e dryest-year crop in its recent history. onroe, Jackson and Buffalo counties e as bad. Crawford and Trempealeau unties had a little longer moist spell in e spring, but even there every "ridge" op's chances of being binders are prac-ally nil, and the valley crops that can ome through" without rain are very, ry few.

Binder Crops Being Bargained For

The few valley crops that are promis-g to be binders are being bargained for prices ranging up to 32 cents. It is rd to conceive, but it is so. There is so another undeniable fact—a large nount of stemming has been bought in e early buying at prices around 25c. here are chances for trouble in this di-ction. However, one firm is said to ve an 18-inch clause in its contracts, d another different clauses as to differ-t possible finishes to the crop with ifferent prices for it. Perhaps the total 23 sold will equal 3,500 acres.

Prospects Point to "Warm" Period

The independents are again setting the ice on the crop, and prices are so high at the pooled growers are in an up-ar again. The prices paid will be al-ost impossible for the pool to equal. ne firm boasts of over 400 acres of ooled tobacco being falsely sold to them, ut finding out they were pooled after ey said they were not. Another hectic inter is promised. All the "grief" is ot perhaps going to be undergone by the ool. If the dry, short tobacco growers re "docked," many independents will in the pool.

Conjecture as to Neprud's Future

The entire directorate of the pool was e-elected with the exception of Helmar eprud. It is conjectured whether, or o, he will lose his official job as pub-city director. The nays apparently ave it. The pool will be through assort-ng in a couple of weeks.

Some Good Crops in Southern Section

In the south, the tobacco is coming along fine with plenty of moisture in many sections. On a ten-mile drive in a banner Southern section, 21 poor crops, 24 fair crops, and six excellent ones were seen by the writer. The writer has seen only two Northern good crops after over a hundred miles in the dry Northern belt.

Many cases of '22 binders have been marked up mentally by the owners recently.

Stewart McGriffin has resigned as Wisconsin head of the American Cigar Co. He is to go in business with Harper, of Tomah.—BADGER.

Cigar Slogan Pleases Box Manufacturers

E. A. Wampole of American Makers Corporation, manufacturers of cigar boxes, etc., at Perkasie, Pa., writes to TOBACCO, as follows:

"We have read with exceedingly great interest an article in your journal on the new Cigar Slogan, 'After all nothing satisfies like a good cigar.' We heartily congratulate the T. M. A. for selecting such a pleasing and spicy slogan, and feel confident if properly advertised, the cigar industry will derive very beneficial and lasting results."

Northern Wisconsin Pool in First Annual Meeting

MADISON, Wis., Aug. 18.—Resolutions asking for a more perfect system of grading tobacco, a re-districting to prevent a variation of more than 200 growers in any district, and election of a new board of directors, was the chief business transacted at the meeting of the Northern Wisconsin Co-operative Tobacco pool representatives this week.

The directors elected are Gust Davidson, Westby; Lars Lien, Edgerton; A. C. Johnson, Soldiers Grove; John Danielson, Colfax; John Dahle, Deerfield; John Ellickson, Cambridge; Martin Emilson, Chaseberg; Haaken Haakenson, Eleva; A. W. Hanke, Cashton; D. A. McCarthy, Edgerton; Theodore Ordold, Chippewa Falls; C. B. Shoemaker, Janesville; R. S. Steemke, Morrisonville; John Thompson, Windsor; C. P. Thompe, Whitehall, and L. L. Tompson, Viroqua.

The 96 delegates who attended decided not to tie the hands of the directors in any manner and left with them the development of the activities of the pool, without recommendation other than the resolutions passed.

At a meeting of the new board of directors the following officers were re-elected: Jens Davidson, president; Lars Lein, vice-president; A. C. Johnson, secretary-treasurer.

Edward Nordman, commissioner of markets, addressed the delegates. In part, he said:

"The success of the tobacco pool shows what the farmers can accomplish when they organize and co-operate in the marketing of their products.

"The pool has enabled farmers to meet buyers on an equal footing and to market their tobacco in an orderly manner, saving the waste and unnecessary expense connected with haphazard selling.

"The achievement of the pool proves that organization and co-operation are invaluable factors in improving conditions in agriculture."

Threaten a Burley Crop Cut Out in 1924

(*Special Telegram to* TOBACCO)

LEXINGTON, Ky., Aug. 21.—A cut out of the 1924 Burley tobacco crop was urged in a resolution adopted by six hundred Bourbon County growers, at Paris, Ky., with one dissenting vote.

Growers of Fayette County will consider the same proposition at a meeting called for next Saturday.

Considerable sentiment in favor of cut out of next year's crop reported from a dozen counties in central Kentucky, which are large producers.—J. SHERMAN PORTER.

Don't Want to Discredit the Pool System

PARIS, Ky., Aug. 18.—More than 600 Bourbon County farmers, attending a meeting in the Court House this afternoon, favored cutting out next year's crop. One man voted "no." The meeting was called to order by Claude M. Thomas and James M. McClure was elected permanent chairman and secretary.

"You are here," said Mr. McClure, "to agree on some orderly and decent plan to continue the good conditions which exist. It must be done in a proper spirit. We are not here to coerce any man, nor to bring discredit upon the Burley Tobacco Marketing Co-operative Association. Its officers should not be brought into this discussion. We were told a year ago to be careful as to the amount of tobacco we raised this year. I do not believe we have taken that advice as we should have done."

Senator H. S. Caywood said that the tobacco pool was a splendid idea and that everyone should stand behind it. Action should be taken at once so as to enable landlords and tenants not to make contracts for next year, he said.

The chairman was empowered to appoint a committee to formulate plans for working the cut out in Bourbon County.

Ocean Cigar Stands Popular

Faber, Coe & Gregg, Inc., cigar importers and distributors, of 36 West 37th street, are to remove to larger and more commodious premises, at 206 West 40th street, shortly after Labor Day, in order to cope with the rapid expansion of their business. It is interesting to note that the cigar store and stands on the big steamer *Leviathan*, which are controlled by this organiaztion, are being well patronized, and that transatlantic passengers are highly pleased with the innovation.

Co-op Holds Spot Light in North Carolina

(*Special Telegram to* TOBACCO)

WILSON, N. C., Aug. 21.—The Co-op. Association opened its eastern Carolina warehouses today. Not a pound of tobacco was received at Wilson, Goldsboro or Tarboro—no receipts reported up to noon. Very small receipts reported at other stations.

The town of Greenville, in Pitt County, is overrun with people today, on account of the cases to be tried there. G. H. Pittman is suing the Association seeking the cancellation of a co-operative marketing contract, which he alleged was secured fraudulently. Attorneys for the Association made plea to have case moved to another jurisdiction, claiming that a fair trial could not be had in Pitt County. The motion was denied by Judge Horton. At six o'clock the jury had been selected.

Pitt County is the largest tobacco producing county in the state. A month ago when the one hundred and eight suits were started against the Association, Mr. Wilson, secretary of the Association, gave out a statement to the newspapers, saying that there were only a few recalcitrant members; that Pitt County was loyal. Attorneys for the Association evidently do not agree with their secretary. The verdict of the jury is likely to have far-reaching results.

Judge Horton is recognized as one of the ablest jurists in the state, and his decision will be awaited with the keenest interest. Everything in his court moves with a snap, but on account of the multitude of witnesses, and the big array of counsel, the case will probably continue for several days before getting to the jury.—MCFARLAND.

Pleads for Co-operation

SHELBYVILLE, Ky., Aug. 18.—J. Sherman Porter, of Lexington, editor of the *Burley Tobacco Grower*, was the principal speaker at a big meeting of farmers and tobacco growers here today. Mr. Porter said that only two questions were involved in the fight between co-operative marketing and the old auction system.

"The first question you must decide," said the speaker, "is whether you desire all the profit from your work in the tobacco fields, or whether you desire to divide that profit with pinhookers, speculators, and loose leaf warehousemen. The second question is whether you desire to put yourself in a position to have something to say as to the price you are to receive for your tobacco.

"If you do want all the profits from your work, come into the Burley co-operative and you will get them. If you do not, stay out, and you most certainly will continue to divide with others.

"If you want to have a say as to the price you are to receive the only way in the world you can get that say is to come into the Burley co-operative and stand with the 88,000 other members of that association for the price you want. If you do not come into the association it is certain that the price the buyer fixes will be the price you get, for acting individually you are as helpless now as you were when tobacco was bringing

the prices you got for the 1920 crop and even less.

"For two years you have shown the world that you could collect your price for your product. You will do that for four more years under your present contract. Join your neighbors in this movement, which is not only a movement for better present prices for tobacco, but a movement for a permanent prosperity wherever Burley tobacco happens to be the chief cash crop."

When You Reject Goods, Reject Them

There is nothing truer, both in law and common sense, than that the only way to do a thing is to do it. Wasn't it Horace Greeley who said that the way to resume specie payments was to resume?

And so the one and only way to reject goods which when they arrive prove to be not what you ordered, is to reject them. Don't play with the situation or with your rejection—reject the goods wholly, completely and without any string. Otherwise you may find your rejection no rejection at all and be compelled to take goods and pay for them.

At the present moment a buyer of goods amounting to over $50,000 is meditating in sorrow over the truth above set down. He bought goods which weren't what he ordered, rejected them and demanded his money back—he had paid for them on sight draft before inspection—and ordinarily he would have gotten it back, but in order to strengthen his case on the rejection he had some of the goods used. The court said that having rejected the goods he had no right to do any acts of ownership over them at all. Having done acts of ownership, his rejection went for naught, the goods were his and he couldn't get his money back.

Think of that—$50,000, or a large part of it thrown away merely because of one act of indiscretion. To save others from the same experience I am writing this article.

It is fundamental of course that the buyer who buys one kind of goods and gets another kind doesn't have to keep them. Or if he does keep them he is entitled to some rebate if they are poorer than what he bought. But he must fish or cut bait. He can't play fast and loose, he can't carry water on both shoulders. He can't reject and accept at the same time. If he rejects he mustn't do anything with the goods which is inconsistent with his position that they belong to the seller. If he does do anything inconsistent with his position that the goods belong to the seller, he will be held to have accepted and is then limited to his right to get back the difference between the contract and the value of the goods sent him.

This case I have referred to was particularly unfortunate for the buyer. He ordered this big block of goods on the seller's representations that they were such and such quality, and he paid a sight draft for them before he saw them. Upon inspection, he saw that they were quite inferior to the seller's representations, and he notified the seller at once of this and of his rejection of them. The seller did nothing. Having been paid in full he could afford to do nothing. Further demands by the buyer also elicited no satisfactory response.

Now at this juncture the buyer should have finally advised the seller that he was holding the goods merely as security for the repayment of his money and then begun suit for his $50,000. If he could have proven that the goods were in fact inferior he would have gotten his money back with interest.

His fatal mistake was in believing that he could try out some of the goods while waiting for his case to be reached. He sent one lot of them to one expert and another lot to another. Then when the case came up for trial the seller defended on the ground that the buyer, by exercising acts of ownership over the goods had waived his rejection. The court upheld him and so did the Appeal Court.

This is from the decision:

"The plaintiffs having rejected the goods as early as May 1, and repeatedly thereafter, subsequently assumed to perform certain acts respecting the goods which the defendant claims amounted to acts of ownership and constituted as matter of law an acceptance of the goods.

"The act is explicit and unqualified in its statement that if the buyer, after he discovers defects in the goods, does any act inconsistent with the ownership of the seller, he is to be deemed to have accepted the goods.

"And under the common law, if the buyer accepted the goods after he had examined them, or had an opportunity to examine them, he thereby estopped himself from rescinding the contract of sale.

"The exercise of acts of ownership over the goods is a manifestation of acceptance of them as is any use of the goods by the buyer in a manner proper only on the assumption that the buyer is owner. To make alterations in the goods is an exercise of dominion ordinarily inconsistent with anything but ownership. It has repeatedly been held that altering the nature of property, making changes in it, and especially subjecting it to processes of manufacture, are, without regard to the private intent which accompany them, unmistakable acts of ownership.

"If a buyer does an act which is inconsistent with the seller's continued ownership, the law assumes ownership to be in the buyer.

"In the instant case the defendant insists that plaintiffs exercised an act of ownership under the doctrine above referred to, and that they must be held as a matter of law to be estopped from thereafter asserting that they did not accept the goods, and thereby estop themselves from rescinding the contract. But the plaintiffs urge that in subjecting these goods to use, they were within their rights, and that their act was not inconsistent with the seller's continued ownership of the goods, inasmuch as a buyer is entitled to take some portion of the goods and subject them to a test, even though the test involves a destruction of some of them—in cases where a test is necessary to determine whether the goods conform to the contract.

"It is no doubt true that a buyer has a right to make a test, if it is necessary that the test should be made. But, if the nature of the goods can be determined by inspection alone, test is not necessary.

"But the rule that the plaintiffs had, as buyers, a right to test the goods is inapplicable to the facts. The purpose of a test is to enable the buyers to determine whether to accept or reject the goods. The right to make the test is to be availed of, therefore, while the question as to the rejection of the goods is open, and not after it has been determined. In this case the goods had been absolutely rejected by the buyers in the most positive terms over and over again before the plaintiffs ordered some of the goods tested."—*Copyright, August, 1923, by Elton J. Buckley.*

Praises Connecticut Crop

Howard Cullman and Harry Rothschild, of Cullman Bros., Inc., have returned from a visit to their Connecticut plantations. Both Mr. Cullman and Mr. Rothschild express their enthusiasm over the wonderful crop, and endorse the opinion of Joseph Cullman, Sr., recorded in the August 2 issue of TOBACCO, regarding its remarkable quality and progress.

Western Outlook Brightens

Mark Levine, of H. Duys & Co., Inc., is covering the Western States. Mr. Levine notices a decided improvement in business conditions throughout his territory.

Home from Europe

Mr. and Mrs. Percival R. Lowe arrived in New York last Friday on the Cunard line *Aquitania*, after spending an enjoyable two months' holiday abroad.

Keystone State Business Brisk

Herbert J. Curtis, of Arthur Bornholdt & Co., 139 Front street, is in Pennsylvania this week, booking many orders for Sumatra and Java wrappers.

How to Awaken a Sleeping Industry

Experiences of General Cigar Co. with Advertising Based on Intervie by James True with Fred Hirschhorn, President of General Cigar Co.

In *Printer's Ink*

Many an office wall bears a legend to the effect that only a very live fish can make steady upstream headway. This obvious truth evidently has been repeated innumerable times to spur individual effort, but it applies as well to entire organizations, to methods and practices and particularly to a merchandising policy that can drive a business ahead at a remarkable rate in a lagging industry that has made no headway against opposing conditions during the last decade.

While such a policy as outlined here is applied to a cigar business, its elements have been proved to be vital and fundamental, hence they should be even more effective when applied to lines of business in industries that encourage lively selling effort because of their progress.

During the recent convention of the Tobacco Merchants' Association, held in Washington, much time was devoted to discussions of the conditions of the cigar industry in its relation to other industries in the tobacco manufacturing field. The fact was brought out that the cigars manufactured in the country last year totaled about eight billion, showing no increase over the volume reached more than ten years ago, while the production of pipe tobaccos has grown to a satisfactory extent, and the volume of cigarettes has increased enormously.

One of the many interested attendants was Fred Hirschhorn, president of the General Cigar Co., and he seemed anxious to suggest constructive ideas for stimulating the consumption of cigars; but the condition of the industry is entirely foreign to his own experience. Last year, the business of the General Cigar Co. showed a profitable growth, increasing the progress of previous years, and for the first four months of this year the increase is 41 per cent over the volume for the same months in 1922.

Five hundred and seventy-four million cigars was the total production of last year, and the General factories are now producing them at the rate of 14,000,000 a week. In Class B cigars, which retail from five to eight cents, this company now manufactures 23.7 per cent of the country's production.

Looking at the Industry with the Company's President

After one of the convention meetings at the New Willard Hotel, Mr. Hirschhorn mentioned some of the peculiar conditions and vicissitudes of the cigar industry, and discussed the salient features of the policy that is responsible for the success of this company.

"There is nothing," he said, "that will ever take the place of good cigars. Many cigarette smokers find them enjoyable as a contrast, and I am sure that a proper organization of the industry and the general use of modern merchandising methods will produce a healthy growth. Our company has noted many indications that our success is due largely to the fact that we have created business by encouraging the smoking of cigars, and there is no reason that I can see why a similar general merchandising policy would not be productive for the entire industry.

"Our progress has been rapid and genuine because I'm sure our policy was first formulated on sound principles, and because we have adhered to it consistently. The policy is simple—it has only three predominant elements, and each one considers as of equal importance the interests of ourselves, of the jobbers, the retailers and the consumers.

"The first element deals with the necessity of producing outstanding values. Instantly you will see how that bears on all of the factors of our distribution. It is the subject discussed more than any other in our offices. Every member of our organization is concerned with making our goods as attractive as possible both in quality, appearance and conc

"We are convinced that unless yo offer outstanding values you have or nothing to advertise in a prof way. And our consideration of adv ing is second in importance as ar ment of our policy.

"Strangely, you will hear discu as to whether or not the consumer for advertising. Now, I do not the facts as to this in other lin business; but I do know that you c make the consumer pay for adver in the cigar business, and I do no lieve that such a thing can be done p ably in any line. You cannot mak consumer buy a cigar in profitable tities merely because it is adver You cannot bolster up with adver the sale of a cigar that is weak in It has been tried a number of tim the industry, and it has invariably f

"Our own experience well illus the answer to the problem. We hav reputation of spending a great de money for advertising, and if I state appropriation in dollars it would large; but it is comparatively sm

"This expenditure we look upon investment. Figure it out as you as an expense it is too negligible t fect the retail price in the slightes serves to make our values widely kn which is invaluable, and it adds no to the prices the consumer pays.

"Advertising has not only mate assisted us in building up a large vo of business, but it serves to mai the volume. It has not only establ our values in the minds of many mer it serves as a reminder and prevents sumers from forgetting our goods we attempted to save our appropri and stopped advertising for a year sale of our goods would undoub drop off to some extent. And a re tion of even 15 per cent in our vo would necessitate increasing our p to a point that would increase the r prices of our goods. So I'm sai saying that the consumer buys our g at lower prices than would be pos if we did not advertise them."

The Cumulative Value of Advert

The cumulative effect of the adv ing was also discussed during the i view, and Mr. Hirschhorn declared the consistency of the company in it vertising had been of greatest value. said that the General Cigar Co. ha ways believed in sticking to its plans policies.

"We began advertising so long a he continued, "that I've forgotten year. Our first appropriation was sr but it has grown steadily every year the business, and we have always s it as planned, regardless of temporary verse conditions. The advisability curtailing expenses never has cause to reduce or suspend our adverti neither have periods of excessive de when we could not produce enough gars to fill all orders. It is largely cumulative effect of advertising builds good-will, and that is a matte continuity and consistency, of steady less building; not a matter of seas effort.

"The third element of our policy, distribution, is the result of develop and growth in our determination to the retailer the quickest turnover sible and deliver our cigars in pe condition into the hands of the consu

"About 65 per cent of our produc is distributed through our own job houses, which are operated under name. The balance is sold through independent jobbers, who control competitive territories. All whole stocks are located at points most venient for distribution, and we cover entire country on a freight-paid basi the retailer, giving him the same pric our goods, no matter where he hap to be located.

Four years ago, we inaugurated the tem of delivery by salesmen. We fur- hed a number of our men with cars ipped with specially designed bodies carry 20,000 cigars each. The sales- n sells what the dealer requires, kes delivery at once from his stock l attends to the collections.

Most of our salesmen are now work- in this way. They see their cus- ners frequently, they replenish their omobile stocks almost daily from our bers, and they have demonstrated be- nd question that the system for us is most economical and convenient yet ised.

This system of selling would be im- sible if we manufactured a very large e; it is facilitated because we make five brands and very few sizes. The bert Burns, full Havana filled with imported Sumatra wrapper, in three es, and Van Dyck with all-Havana er and a Connecticut shade-grown apper, are made in five sizes to sell ten cents, two for a quarter and fif- n cents. White Owl, a large cigar h all domestic filler and Sumatra apper, retails for eight cents, two for een, and is now selling at the rate of ,000,000 a year. Bobbies are fairly ge with all domestic filler and Su- tra wrapper and are made in one size sell for eight cents, two for fifteen. illiam Penn is a small domestic cigar h an imported Sumatra wrapper, ich retails for five cents . Thus, we ve five brands with only eleven sizes.

Of course, in selling our volume with se few items, there are many things t should be considered besides the es I've outlined. The best merchan- ing policy ever devised would not be ccessful unless it were demonstrated the right kind of an organization.

Every salesman, every foreman and ecutive we employ occupies his posi- n because he made good in a less im- tant position. Our men are all gradu- s from a lower rank, and they're all ly justified in anticipating promotion they make good where they are. We er go outside of our organization for n to fill responsible positions, hence have an exceptionally enthusiastic, al organization which expresses our icy in all of its activities.

ow the Company's Model Retail Stores Help

Another great aid to us has been our ailing of cigars. Our eighty stores models of their kind, and, while they profitable, they are not conducted profit. We established them to learn first hand just what our retailers were against, and to determine the prefer- es of the public. The stores have en- ed us to furnish our salesmen with aluable suggestions as to retail econo- s and selling methods, suggestions ich enable them to talk intelligently retailers about every phase of their siness.

Our business is conducted on a low ss percentage of profit to increase ues and, by accelerating turnover, es us a more satisfactory return on investment. For the same purpose, ask our jobbers and retailers to take rofit on our goods that is slightly less n the average, and they find that the ults are just as satisfactory to them- ves as to us.

However, the organization, the stores many other things, are only the tools h which we are working out our icy, which is the most important of Given the right kind of an organiza- n, I am convinced that our experience ves that the policy I have outlined, policy of outstanding values, intelli- nt sales effort and advertising, and a venient service, with equal considera- n for all concerned in the distribution the goods is fundamentally sound and only policy that will enable a business overcome the handicaps of indifferent rkets."

Off to the Westward

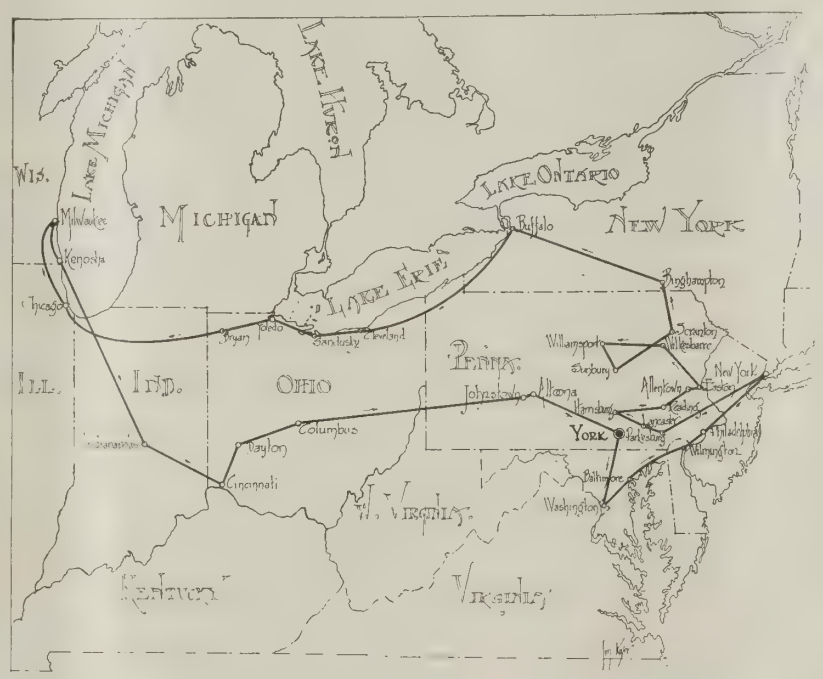
. Golovine, of 173 West Broadway, w York, whose cigar factory is in st Tampa, Fla., is off on a swing und the business circle, which is to lude Buffalo, Cleveland, Detroit and er points farther west, calling on his le. He is expected to return some- e in September.

Great Enterprise of the Manchester Cigar Co.

York, Pa., Aug. 18.—Lieutenant Karl S. Ort and Ray N. Paris, of the Manchester Cigar Co., this city, have returned from an advertising campaign covering eight weeks in which the merits of the Havana Cadet, the famous 5-cent smoke of the Manchester Co., were set forth in cities and towns of eight States and the District of Columbia. In the campaign, the company's airplane was utilized, with Lieutenant Ort as pilot, this being the first time a tour of this extent was attempted to advertise a 5-cent cigar, or, indeed, any priced cigar. The farthest point west reached in the campaign was Milwaukee, Wis. Lieutenant Ort and Sales Manager Paris were accompanied as far as Cleveland, O., by J. F. Reichard, proprietor of the Manchester Cigar Co.

The "Hop Off"

The trio left York about the middle of June, opening the campaign in Lancaster, Pa. From Lancaster, they proceeded to Reading, Easton, Wilkes-Barre, Williamsport, Sunbury and Scranton, all in Pennsylvania. Binghamton and Buffalo, in New York, followed, after which came Cleveland and Toledo, in Ohio. Then



they proceeded to Chicago, Ill., and Milwaukee. Facing east again, they went to Indianapolis, Ind., to Cincinnati and Dayton, O., to Pittsburgh and Johnstown, Pa. From one to 10 days' time was spent in each place. The campaign covered eight weeks. Air flights were made four weeks in succession without losing a day because of bad weather. A total of 10,000 miles was covered in 150 hours' flying time at an average speed of 65 miles an hour, without any loss of time by trouble with the airplane, which functioned perfectly throughout the entire trip.

On many of the trips, Lieutenant Ort was accompanied by Sales Manager Paris, except on long "hops," when it was necessary to carry 60 or 65 gallons of gas, which alone weighs approximately 400 pounds. Sales Manager Paris reports excellent results from the company's novel advertising methods, particularly in the smaller cities and communities.

Some Difficult Flying Sections Encountered

Lieutenant Ort states that some very difficult flying country was encountered in the mountain regions of Pennsylvania, but after leaving Buffalo and until reaching Steubenville, O., there were plenty of landing fields available along the route.

The bombing from the airplane has proved very successful in attracting public attention, and is followed by a shower of handbills, carrying illustrations of the Havana Cadets and container, the name of the manufacturer and the local jobber.

An Unexpected Event

The Manchester Cigar Co. received some publicity it had not figured on at Binghamton, when one of the bombs failed to explode until it struck the plaza of the courthouse. Thus what would have otherwise gone unnoticed in the daily press was played up under an eight-column headline. Immediately upon the landing of the airplane, the pilot was accosted by an individual distinguished from other citizens by his brass buttons and badge. He rode a motorcycle, and said he had come from city hall to invite the pilot to call there. The invitation was accepted by Lieutenant Ort and Sales Manager Paris, but when the pair reached there the magistrate frankly informed them that he had been unable to locate any statute providing a penalty for their "extraordinary" offence. He agreed to compromise by levying a fine of 100 Havana Cadets, which was promptly produced and the smokes distributed among the members of the police force.

Storm Hits Plane

At Dayton, O., where there are dozens of airplanes in the air every day, the aerial bombing of the Havana Cadet plane attracted considerable attention, and was commented upon by the press of the city. From Dayton east, the tour was uneventful until reaching Johnstown, where the airplane, while resting on the ground, was bowled over by one of the severe electrical storms which swept that section on August 8. The airplane was incapacitated for further flying until repairs could be made.

New Machine Added

So well satisfied with the results from the airplane advertising campaign were the officials of the Manchester Cigar Co. that within 48 hours after receiving the news of the accident at Johnstown, they had delivered to them in York a new plane to replace the damaged one. The original plane will be repaired with the idea in mind of sending the two planes through the South this fall.

After conducting advertising campaigns with the airplane in Johnstown and Altoona, the Manchester Cigar Co. representatives will work in Atlantic City and other coast resorts until September 10 before proceeding to the South.

Advertises Two-Dollar Bill as a Calling Card

To win a place on the counter tops of its dealers for Blue Boar cigarettes, the American Tobacco Company is advertising a two-dollar bill as the calling card of its division managers. In page space in business papers, the company is telling dealers of its plan to give Blue Boar cigarettes prominent display. Wherever a division manager finds a carton of these cigarettes on the counter top he will promptly give the dealer a two-dollar bill. The company proposes to give $150,000 to tobacco retailers in this campagin, the advertising says.—*Printers' Ink.*

The Pacific Representative of Pasbach-Voice, Is Out

Pasbach-Voice Lithographing Co., Inc., of Brooklyn, is sending a notice to the Pacific Coast trade, which reads as follows:

"Please be advised that we have dispensed with the services of Franklyn B. Pollock and that he is no longer associated with us.

"As soon as we decide upon a proper representative for your territory, we will arrange to have him call on you for the purpose of ascertaining your lithographic requirements. Until such time, will you be kind enough to communicate with us direct, it being our purpose to give you the benefit of the very lowest prices and every reasonable service that you may expect.

"You have our assurance that your requirements will be taken care of just the same as though our representative was on the spot; in fact, we would appreciate your telegraphing at our expense, on any inquiries for prices or other matters which may arise.

"We are enclosing herewith specimens of our recent cigar label and band work and if we are favored with your business, we know you will be pleased.

"The courtesy of a reply will be appreciated."

Pasbach-Voice announce that they are about to select a new representative for Pacific Coast territory, and that official announcement will be made shortly.

A Tough Proposition

Charles B. Daley, of Cambridge, Mass., writing to the *Boston Telegram*, says:

"I wish to tell Mr. Caldwell a few things in regards to his anti-tobacco crusade.

"According to all the known laws of nature, when you smoke a cigar you ought to drop dead. But as you have noticed don't.

"Not only do you survive the experience but you derive considerable satisfaction from it. And you can keep on doing it several times a day all your life and yet live to be 80 years old, do your work, raise a family and enjoy first-class health.

"We are told that the crusading moralists will soon forbid smoking.

"The most convincing proof that tobacco is harmless to men is found in the statistics and practice of the life insurance companies.

"If tobacco shortened human life the insurance companies would not overlook that fact.

"The fact that the governments engaged in the great war provided their troops with tobacco rations while trying to keep them in perfect physical condition, is also evidence that it does not seriously injure health.

"All countries have their own narcotic and you cannot keep it from them. Tobacco is the most harmless and that is why we use it. History proves that torture, punishment, and prohibition cannot prevent the use of tobacco. In view of the foregoing facts I have mentioned and according to the letters of other readers I think the Antis are up against a 'tough' proposition."

New Norfolk Office

W. O. Smith & Co., freight brokers and forwarding agents of 32 Water street, New York, and various other places, make the following announcement to their friends and patrons:

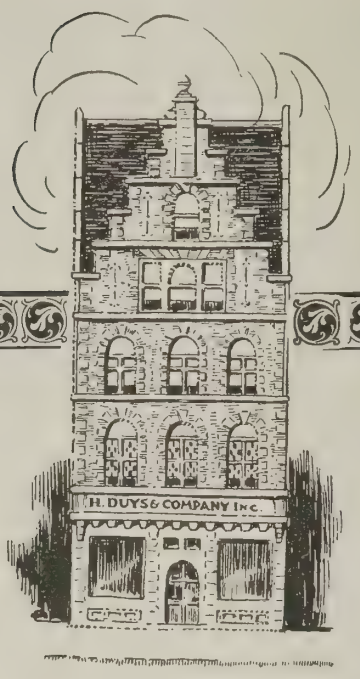
"Due to the increase of export traffic through Hampton Roads, we have moved our Baltimore branch to Norfolk, Va.

"Our manager, E. P. Howard, is a native of Norfolk and thoroughly conversant with the handling of foreign shipping.

"We wish to express thanks and appreciation for past business and solicit your continued patronage."

The new Norfolk office is in the McKevitt Building.

Other offices and agents of W. O. Smith & Co. are: John S. Connor, Marine Bank Building, Baltimore, Md.; Biddle W. Allen & Co., Whitney Central Building, New Orleans, La.



Manufacturers buying

Sumatra or Java Tobacco

without looking over our line, do themselves an injustice.

Our stock comprises such enormous quantities and of such varied selections, that we are bound to suit the most fastidious buyer.

Our purchases of the 1922 crop of Sumatra are upward of 10,000 bales.

H. DUYS & CO., Inc.

142 WATER STREET NEW YORK

American Headquarters for Sumatra and Java Tobaccos

ade Authorized Agents for Germinal Cigars

rank E. Childs & Bro., Inc., announce they have been authorized by cable m the Germinal Cigar & Cigarette tory Co., Limited, of Manila, that y have been appointed as the exclusive ing agents east of the Rocky Mounis for all brands owned and manutured by the Germinal factory.

he Germinal and Flor de Legarda nds include the following sizes:

Sizes and Shapes

ondres, one-tenth, in one bundle; tains, one-tenth, 7 in a bundle; ndes, tenths, 10 in a bundle; Chamns and Vincendores, each twentieth, ded, 5½ inches; full Perfecto shape; fectos, 5 inches, and Royales, 4⅝ hes, each in twentieth packing, banded, Perfecto shape.

The new exclusive selling agents say that they have some desirable territory still open.

Ernest J. Moss is manager of the cigar department for Frank E. Childs & Bro., Inc. His office is at 79 Front street, New York.

Orlik Staff Augmented

Alfred Orlik, manufacturer and importer of pipes and smokers' articles, of 80 Fifth Avenue, announces that L. Allen Stultz has joined the sales force and will call on the trade, starting the first week in September.

Expects Good Fall Business

Grosvenor Nicholas & Co., 60 Broad street, cigar importers and distributors, report that the summer resort business is keeping up well, and that a big fall business is confidently anticipated.

Adopting Your Trade-Mark to Export Markets

By Bernard A. Kosicki, Division of Foreign Tariffs

In *Commerce Reports*

Your trade-mark is a salesman. A esman must gain approach before he sell. If he fails in establishing a id of interest between himself and the yer, because of objectionable remarks, pearance, or manner, his failure re- cts on the character of the goods. Your ade-mark sells the integrity of your m, the quality of your goods, and your od will. It must appeal to the purchaser. It must convey a desire to purase. It must recall distinctly agreeable pressions made by previous purchases. oreign markets demand different selling ethods. Is your trade-mark a good lesman abroad?

A trade-mark, to be effective, must be ractive, simple, and distinctive. Beuse of the differences in language and stoms in foreign countries, exporters e often faced with the problem of deding whether the domestic trade-mark ould be retained or a new one adopted ore suitable to the particular area in nich trade is contemplated.

Without a doubt, the intrinsic value a purely American trade-mark is less road than in the United States. In neral, these three factors operate toard diminishing the effectiveness of a mestic trade-mark in foreign markets:

1. The trade-mark may be unpronunceable in the foreign idiom.
2. Its essential meaning and distinveness may depend upon a word comnation which either has no significance undesirable connotation in the foreign nguage.
3. It may contain coloring or illustraons objectionable to certain races.

One instance was noted in the United ates in which foreigners, desiring a rticular brand of cigarette, called for nother by name, owing to the difficulty pronouncing the first trade-mark. If e goods are on display it is easy for the uyer to make his preference known. If ot, he attempts to do so by describing e brand, thereby increasing the opporunities for substitution.

This condition of indistinct recollecon of a trademark, quite prevalent road, often gives rise to a peculiar ethod of unfair competition which is ry difficult to remedy. Distinctive merican products quite universally enoy prestige as such in foreign markets. s a result, such goods are frequently alled for and designated as "American" ther than by the name of the brand.

Trading on National Good Will

Due to this preference for certain prodcts of the United States there have been oted numerous instances to profit by the od will developed without committing tual infringement. In one instance a reign firm placed on the market a rand of baking powder under the mark American Imperial Baking Powder." lthough there was no deception as to rade-marks between this and a well-nown American brand, it was reported at the sales of the latter product sufred because both brands were accepted s of American origin and therefore ually good.

Other instances have been observed in which variations of a well-known trade name have been adopted, conforming especially to the current pronunciation given the original trade-mark by foreign purchasers. To preclude the possibility of unfair competition of this character, it is advisable to register not only the trade-mark as used, but also variations which are approximately similar in appearance and pronunciation to the original. This practice of defensive trade-mark registration has been followed by many exporting concerns with excellent results in heading off attempted infringements or at least minimizing the possibility of their occurrence.

That foreign competitors should aim at passing off their merchandise as American, either by implication or by false indications of origin such as "New York," "Chicago," etc., speaks eloquently for the years of conscientious effort exerted by reputable concerns in developing a strong good will toward American goods. It emphasizes the importance of the retention of characteristic features in trade-marks which stamp the goods as American. It strengthens the objection often expressed against the adoption of trade-marks so closely designed for foreign markets as to conceal the origin of the goods.

Modifications to Meet Varying Conditions

Nevertheless, it is often highly desirable to make a material modification or simplification of a domestic trade-mark in order to impress it firmly upon the minds of foreign purchasers. If the trade-name is combined with an illustration, and offers difficulty in pronunciation, a translation of the word may improve the value of the trade-mark without detracting from its general appearance. If the trade-mark is a proper name, such adaptation is not possible; but owing to the greater security which such a trade-mark enjoys, especially if it represents also the name of the producting firm or individual, there is less possibility of actual infringement.

Without a doubt goods in foreign commerce are most effectively identified through pictorial trade-marks; that is, marks in which the word and the illustration have an identical meaning. Popular examples are such trade-marks as "Star," "Lion," "Eagle," "Carnation," etc. Such trade-marks, however, should be distinguished from those in which the illustration is merely supplemental or added for effect, to catch the attention of the purchaser. There are a great many such trade-marks in use in the United States, in which the illustration is not directly associated with the word mark. In these the illustration and word mark are not interchangeable, and a knowledge of the meaning of the word is necessary in order to make the illustration intelligible.

The value of a good pictorial trade-mark is tremendous, since it is understood by both literate and illiterate. It passes equally well in the markets of Latin America or the Far East. The lan-

(*Continued on page* 40)

EMANELO

Highest Grade

Conn. Shade Wrapped Havana Filled Cigars



Backed By Thirty Years' Honest Cigar Making



LAWRENCE BARRETT

Wrapped With Finest Quality Sumatra Havana Filled

D. EMIL KLEIN CO., Inc.

438-440 E. 91st STREET, NEW YORK

A Gentleman's and Sportsman's Smoke



MATOAKA

BLUE RIBBON TOBACCO

in 15c tins and pound tins

AND

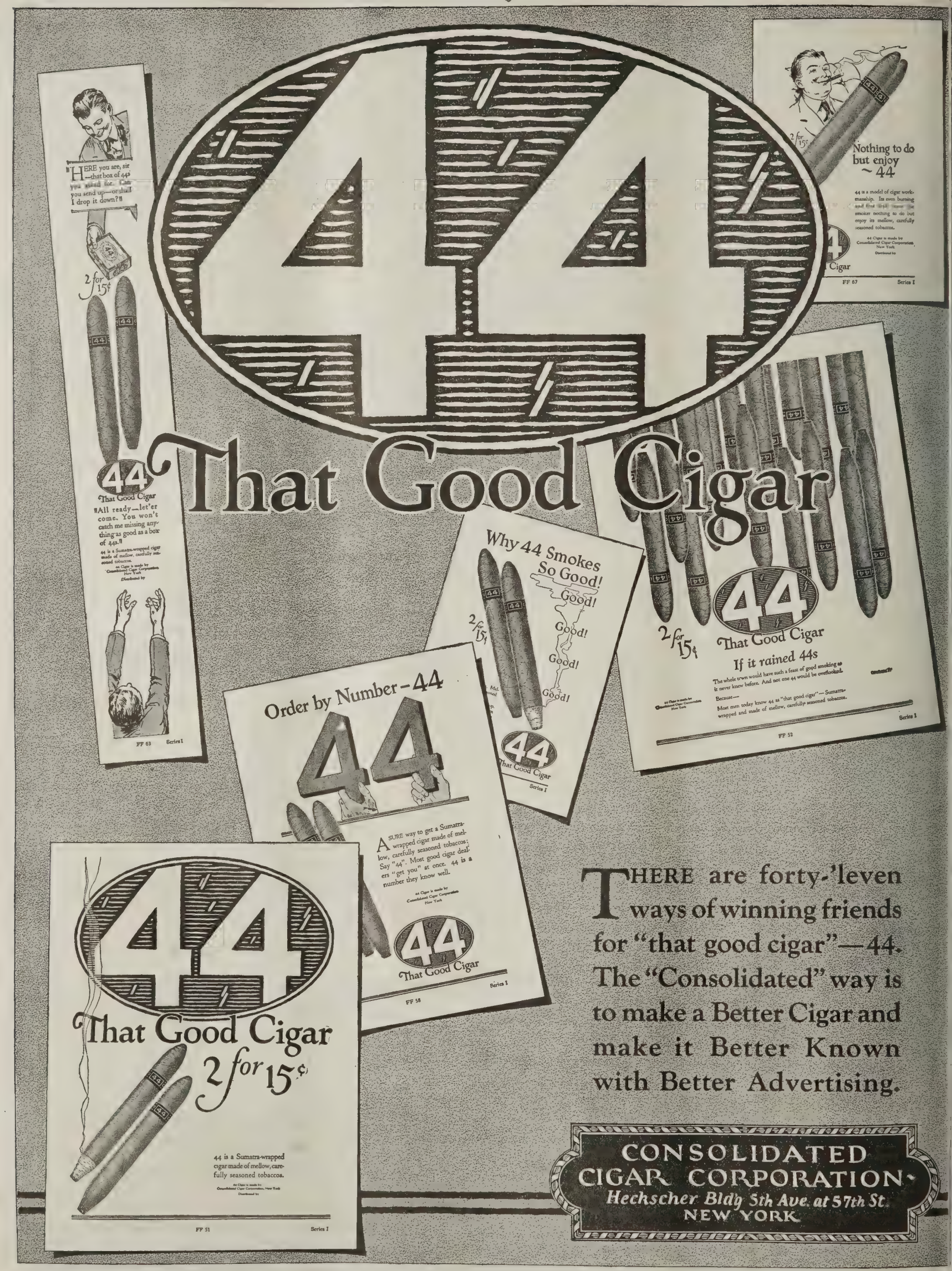
MATOAKA CIGARETTES

Now Sold at 20 for 20c.

Nationally Approved by Discriminating Smokers

PATTERSON BROS. TOBACCO CORP., RICHMOND, VA.

Read Tobacco and Keep Up-to-Date


44
That Good Cigar
"HERE you are, sir —that box of 44s you asked for. Can you send up—or shall I drop it down?"
2 for 15¢
44
That Good Cigar
"All ready—let 'er come. You won't catch me missing anything as good as a box of 44s."
44 is a Sumatra-wrapped cigar made of mellow, carefully seasoned tobaccos.
44 Cigar is made by Consolidated Cigar Corporation, New York
Distributed by
FF 63 Series I
Nothing to do but enjoy ~44
44 is a model of cigar workmanship. Its even burning and fine draw leave the smoker nothing to do but enjoy its mellow, carefully seasoned tobaccos.
44 Cigar is made by Consolidated Cigar Corporation, New York
Distributed by
Cigar
FF 67 Series I
Why 44 Smokes So Good!
Good!
Good!
Good!
Good!
2 for 15¢
44
That Good Cigar
Series I
Order by Number – 44
44
A SURE way to get a Sumatra-wrapped cigar made of mellow, carefully seasoned tobaccos: Say "44". Most good cigar dealers "get you" at once. 44 is a number they know well.
44 Cigar is made by Consolidated Cigar Corporation New York
44
That Good Cigar
Series I
FF 58
2 for 15¢
44
That Good Cigar
If it rained 44s
The whole town would have such a feast of good smoking as it never knew before. And not one 44 would be overlooked.
Because—
Most men today know 44 as "that good cigar"—Sumatra-wrapped and made of mellow, carefully seasoned tobaccos.
Series I
FF 52
44
That Good Cigar
2 for 15¢
44 is a Sumatra-wrapped cigar made of mellow, carefully seasoned tobaccos.
44 Cigar is made by Consolidated Cigar Corporation, New York
Distributed by
FF 51 Series I
That Good Cigar
THERE are forty-'leven ways of winning friends for "that good cigar"—44. The "Consolidated" way is to make a Better Cigar and make it Better Known with Better Advertising.
CONSOLIDATED CIGAR CORPORATION
Hechscher Bldg 5th Ave. at 57th St.
NEW YORK

Tells of Chances to Increase Business

By FRANK H. WILLIAMS

We always feel in this store," said proprietor of a very successful middle tern tobacco store, "that there are two rs of increasing our trade.

The first way is by selling more goods the individuals who come into our re. That is, by increasing the average ount purchased by each person who en- our establishment.

And the second is by getting more ple to come into the store.

Let me tell you how we put these methods over effectively in getting re business as from the methods we other tobacco store proprietors and nagers may get ideas which they can ily adapt to use in their own stores.

The making of a greater sale, on the rage, to each person who enters the re calls for the exercise of real sales- nship on the part of every member of store staff who stands behind the nter. It makes it necessary for the espeople to constantly suggest to cus- ers that they buy other articles. For tance, when a man comes in and buys nagazine, the salesperson to whom he rs his money must then suggest that buy another magazine or that he buy igar or a package of cigarettes. Just at the salesman suggests the customer chase is, of course, entirely up to the esman and is governed entirely by the y the salesman sizes up the customers l the conditions surrounding the initial e.

'For instance, if a young man comes and buys some sort of sporting pub- ation or an outdoor magazine, then salesman, who is familiar with these blications, will say something like this the customer:

"'Have you ever tried those Golf cigarettes advertised on the back cover of t magazine? That's a dandy ad for cigarettes and they're dandy cigarettes, too.'

'This, in nine cases out of ten, makes customer turn over the magazine and k at the advertisement the salesman spoken about.

'And then, from this opening, it is the iest sort of a thing for the salesman to ke the sale of a package of the cigarettes thus advertised to the customer, o, perhaps, has had no intention of rchasing anything more from us than magazine.

'In other words, by this simple little esmanship stunt we have materially sed the amount of the sale made to t individual customer. We may, even, ve doubled the amount the customer uld, without this selling effort on our t, have bought from us.

'Again, a customer may come in and a single cigar from us. When this the case we size up the customer and whether or not he has any other ars in his pocket and whether he has aspect of being a pretty consistent oker. If he has no other cigars visible l if he seems to be a pretty regular smoker, we say something like this to him:

"'If you'll buy fifty cents worth of these cigars you'll save money.'

"In the majority of cases this sort of a little sales talk always gets a rise out of the customer and he wants to know how much he'll save. Then when we tell him it is quite an easy matter to go ahead and make the sale. Every time we do make a sale under such circumstances we are materially increasing the total amount purchased by that customer and are going far toward achieving our desired goal of increasing the average amount of goods purchased by every person who enters our store.

"In cases where prosperous looking individuals buy one or two cigars at a time we nearly always try to sell them a box of the cigars and in many instances we are successful in doing so.

"In all of our intensive selling along these lines we try hard not to get into the habit of saying, 'Is there anything else?' We find that such 'salesmanship' isn't selling at all because it leaves the entire propositon up to the customers and the most natural thing in the world for customers to say to such a question is 'No.' Instead we always try to get a constructive slant into our selling. We try to get the attention of the customer first by referring to some way he can save money, or by talking about something in which he has evidenced an interest and in this way we get his attention and then hook up with some of the goods we carry in stock and by doing all this sell goods to him.

"Since we have put this intensive selling campaign into effect in our store we are selling half again as much, on the average, to every individual visitor to our store as we formerly sold. Which is pretty good evidence that the stunt is worth while from a business standpoint and which may make other tobacco stores want to do the same thing.

"And now as to the things we do in an effort to get more men to come into our store.

"We rely quite heavily on our window displays in achieving this greatly desired result.

"We figure this way about our show windows: Window display advertising is advertising to prospects right at the point where another step will take them into the store. So if our window displays are attractive enough and interesting enough, they will make men stop and look and after having made them stop and look they will make the men come into our store.

"Consequently we always try to get something into our window displays which will prove of real interest to the men passing our store and which will not only make them stop and look but which will make them enter our store and buy goods.

"In pursuance of this plan we change

(*Continued on page* 40)

Porto Rican Cigars

Long Fillers

In Packages of 25

At $20.00 to $35.00

Sizes 4½—4¾—5—5½ and 6 inches

Jobbers Only

Porto Rican Scraps of the New Crop

Samples can be seen

MANUEL MADERA

130 Pearl St., New York

Arthur Bornholdt & Co.

Importers of

SUMATRA

139 Front Street New York

Amsterdam

Frascati-Nes

Alfred W. Penner

Western Representative

Room 416, 186 North La Salle St.

CHICAGO . . . . ILL.



After

tobacco is fully
aged and cured—

After

tobacco is carefully
cut and blended—

After

tobacco is properly
packed for smoking,
the sooner you smoke
it,—the better it is.

Buy

a tin of Tuxedo today,
smoke a pipeful, and see how
good fresh tobacco can be.

Tuxedo

is now delivered to your dealer
fresh from the factory—each
carton dated, showing the last day
upon which it can be sold. This
insures your getting Tuxedo fresh
from the factory—fresh wherever you
get it—fresh whenever you buy it.



w Canadian Sales Tax

he Minister of Finance in his budget ch regarding the collection of a 6 per sales' tax proposed to be assessed he Canadian government made sug- ons which quickly brought strong ests from the Canadian tobacco trade. Dominion Cigar and Tobacco As- ation vigorously opposes the proposed ndments and the *Canadian Cigar and acco Trade Journal* is strongly aug- ting the efforts of the trade to have Finance Minister's proposals modi- In a recent article on this subject journal pointed out some of the usion the new tax proposals would to. It shows that recent amend- ts to the 1923 budget provisions call- for payment of the 6 per cent. sales (when this new tax becomes opera- January 1, 1924), at the time of ortation of raw materials and the ite of the tax to manufacturers when raw materials are shown to have been l in manufacture, with subsequent re- ment of the tax when the manufac- d articles are sold, have developed ng opposition for many business in- sts and associations. The Minister inance on June 26 introduced a notice notion to further amend the provisions the Act rescinding the previous un- dy clause reprinted in part as ows.

Provided that the consumption or s tax specified in this section (six cent.) shall be payable in goods.... orted by a licensed manufacturer or ducer if the goods are to be used in, ought into, or attached to articles to manufactured or produced for sale d which are articles subject to the con- mption or sale tax or on goods import- by a licensed wholesaler or jobber ose sales are to be accounted for under provisions of subsection (7); or on ods sold by a licensed manufacturer or ducer to a licensed wholesaler or job- whose sales are to be accounted for der the provisions of subsection seven this section."

The foregoing amendment had not, at time of writing, come up for dis- ssion of the House in committee, but is expected that it will be passed.

Payment of a tax of 6 per cent. on raw f tobacco when imported would be a st burdensome impost on tobacco and gar manufacturers in view of the neces- ies of the industry for holding leaf cks for long periods before they are ken for use.

The various phases of the question ere outlined in a memorandum to the inister of Finance recently by the Do- inion Cigar and Tobacco Association. ecause the representations made to the inister cover some interesting points lative to the Government's machinery r tax collections from the tobacco in- stry, the letter is reprinted in full low:

"On behalf of the cigar and tobacco anufacturers of the Dominion, we are ain approaching you in connection with e amendments to the sales tax pro- sions insofar as the payment of the % tax on imported raw material is con- rned.

"It is our conviction, based on most apparent facts, that if the cigar and tobacco trade be exempted from the payment of this 6% on raw materials, in our case imported raw leaf tobacco, that it will work to the mutual advantage of Government and trade.

"In the first place all raw leaf entering a licensed cigar or tobacco factory is of necessity a raw material and cannot be used by the manufacturer in any other manner than in the production of finished articles,—tobacco or cigars—which will themselves be subject to the sales tax on finished products. This means that every pound of raw leaf tobacco subjected to the impost of 6% on importation would also be subject to the same rebate when taken for use in the factories. Freeing tobacco of the import impost would relieve Government machinery and double entries for every cent collected thereon will have to be rebated eventually, to the confusion of the various Government departments and hardship to the manufacturer.

"The very fact that tobaccos are regarded—and guarded—by the Government in a manner different from any other commodity lends itself to the simplification of considering and treating this industry in a manner different from others. Tobaccos are at all times under direct Government supervision. They arrive 'in bond' and remain 'in bond' until taken for actual use. Before tobaccos enter any factory they are under Government control and supervision. The manufacturer cannot use his raw material without the sanction of the Government through its Excise Department and officers.

"If, then, tobacco is at all times under the direct control of the Government it should appeal to you that this industry could and should be freed from the necessity of first paying a tax and then collecting the said tax back from the Government. This means not only unnecessary work and cost to the manufacturer, but to the Government as well. We believe it to be your desire to eliminate duplication of effort and to simplify as far as possible the workings of the sales tax. We are convinced that the foregoing facts, when brought to your attention, will result in changes we have asked.

"There is another angle—the manufacturers'—to this question, which cannot afford to be overlooked. That is the financial hardship it imposes on the manufacturer. From time to time, in the past, we have drawn your attention to the hardships under which this industry is working. This provision for the collection of the 6% tax when tobacco is imported adds considerably to the cost of manufacturing and the hardships attendant thereto.

"You are aware that tobacco is not used by the manufacturer as soon as received. Supplies for a year, two years or more must at all times be held. Tobaccos brought into manufacturers' bond on, say, August 1, 1923, would likely remain there until the Fall of 1924 or even 1925 before being taken for use. If your original ruling is carried out it means that for a year and a half or two years it will cost 6% to finance raw materials. This, we submit, was not the purpose or intention of your resolution.

(*Continued on page* 40)



Every Month
Over Four Million People Will See
BAKELITE — *REDMANOL*

Pipe and Holder National Advertising in 14 Leading Magazines and 8 College Papers.

This advertising starts in the September issues.

An ever increasing demand for **BAKELITE** and *REDMANOL* Pipes and Holders is sure to result. Dealers with a good assortment will reap the profits.

BAKELITE CORPORATION
8 WEST 40th STREET, NEW YORK



BAKELITE
REDMANOL
are the registered Trade Marks for the Phenol Resin Products manufactured under patents owned by
BAKELITE CORPORATION

THE MATERIAL OF A THOUSAND USES

The Latest Smoker's Novelty



Novelty Smoker's Outfits

Serviceable and Artistic

The Monkey's tail clips the end of your cigar.

A Lamppost holds the match box. Two additional ash trays on the large tray.

Entire outfit made of solid spun brass, nickel plated or polished. Highest grade workmanship thruout. Also the same in mounted tray stands.

G. M. FIEDLER MFG. COMPANY
332 EAST 47th STREET NEW YORK CITY

Cleveland Trade Ship "Cruising in Calm Waters"

Dealers Not Complaining About An Overwhelming Rush—Not Dashing Around Looking for An Outlet for Enthusiasm—Everything Going in a Quiet, Solid Sort of Way.

CLEVELAND, Ohio, Aug. 18.—As to business conditions in general, in so far, as they pertain to affairs of the cigar, cigarette and tobacco business, there is not much to report. Dealers are not finding that business is getting a great deal worse. On the other hand it is not getting so much better that dealers can afford to take a week off to enthuse over it. It is the sameness of things, day after day without much variation and change that one must tell about. Cooler weather is setting in. It looks almost like it is due to stay with us for a while, too. It is felt that cooler weather, after a sultry, long hot spell, will boost matters, cigar and cigarettly speaking, to a very desirable degree. Let us hope so. Meanwhile the good ship, *"Cleveland Business,"* continues its untroubled cruise in calm waters.

Al Spellman In Town

Al "Nemo" Spellman, jovial and as fat as ever, "hove" in town early this week. Al was filled with brand new enthusiasm over the way things are breaking for the San Telmo brands in this and every other territory. Joan of Arc, especially, is meeting with high favor through this section of the country.

In Atlantic City

Sam Klein, who operates a very high grade cigar store on Superior Avenue, near the Public Square, is in Atlantic City this week on his vacation, and dropped a line to assure me that he is enjoying himself to the fullest degree.

A Visitor

Frank M. Lopez, representing Garcia & Vega was a visitor in Fifth City cigar circles this week. Frank has been having not one least little bit of trouble in selling lots of the Garcia & Vega cigars to all of our local dealers.

Coming from Mott Haven

Louis J. Tropauer, manager of the Mott Haven branch, New York, of the General Cigar Co., is expected in town about Thursday, Aug. 23. The object of Mr. Tropauer's visit will be to see the local correspondent who happens, by the way, to be related to Mr. Tropauer to the extent of a brother-in-law. It is expected that Mr. Tropauer will spend some little time at the Wallace & Schwarz Co., local distributors of the General Cigar Co. line.

Two Vacationists

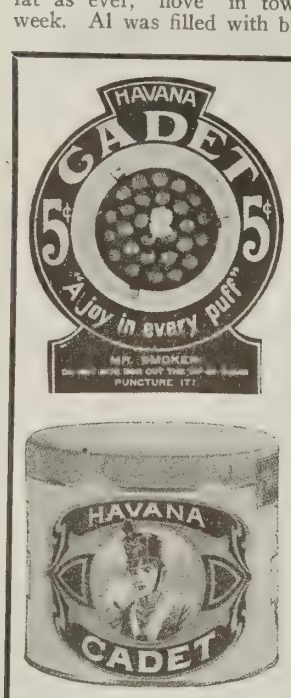
I was fortunate enough to get cards this week from both Jimmy Werner, manager of the busy cigar stands at the May Co., and Billy Deal, manager of the cigar departments at the thirty odd Standard Drug Co. stores. Both of these cigarists are having the times of their young lives, and write that it would be hard to get back to work again only for the knowledge that everything is all-right and ready to keep moving at the same fast pace it has always gone.

From Cincinnati

A. M. Richman, vice-president and general manager of the Gray-Richman-Juergens Co., manufacturers of high grade cigars, was a visitor in town this last week end. Mr. Richman came from the Queen City, Cincinnati, and was all prepared to take back with him some large orders for the G.-R.-J. products.

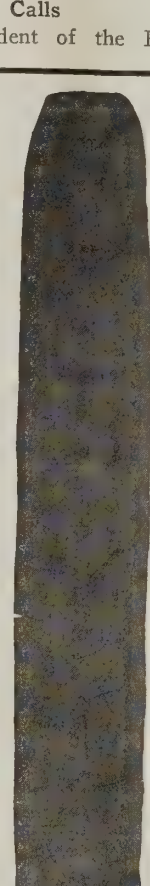
Fields Calls

Art Fields, president of the Fields Cigar Corp., called on his local jot the A. D. Goodman Co. Mr. Fields greatly pleased with the results of s extensive campaigning on his T. R. ci a smoke that seems to be going ever ward in popularity and success.—H



"A Joy in Every Puff"

HAVANA Cadet CORONA 5 CENTS



Havana Cadet as seen in the Sky and on Earth



GUARANTEED HAVANA FILLED. IT HAS NO EQUAL

Manufactured by

MANCHESTER CIGAR CO.

YORK, PA.

R N. PARIS
Sales Manager

The Schaefer Expansi

DAYTON, O., Aug. 18.—Announcem has been made by officials of the Jos J. Schaefer Co., cigar manufacturers, the purchase of the business of the Davis Sons Co., manufacturers of cig having factories in Columbus and C cinnati. The sale price was not gi The Columbus factory was sold to Mazer Cigar Co. of Detroit.

The Schaefer Co. maintains its m factory on Joe street, Dayton. It a has branch factories in Newark, D ware and Chillicothe, O.

According to officials of the comp purchase of the new business will dou its annual output to between 15,000,(and 20,000,000 cigars more a year. B plants will be operated under the sup vision of the Dayton office.

Allen Davis, a member of the fi which was sold, will continue with Schaefer Co. in the position of sa manager. He will make Dayton headquarters. His chief duties will the development of western territo where the Davis Co. operated chie The company manufactures several po lar brands of cigars.

Officials of the Schaefer Co. say t ultimate plan is to move the Davis business to Dayton. However, this w necessitate the enlargement of its pres factory facilities.

The Schaefer firm was organized years ago by Joseph J. Schaefer, w died in 1910. At the time of his death t business was continued and operated the estate. Its business is conducted u der the supervision of the three so Eugene, Charles and Joseph Schaefer.

It is said purchase of the business the Davis Co. is the first step in t firm's business expansion program.

Testing Tobacco Smoke f Monoxide Poison

WASHINGTON, D. C., Aug. 18.—T much mooted question as to whether t carbon monoxide present in tobac smoke constitutes a hazard to the smok in confined indoor spaces seems to ha been settled as a result of tests just co pleted by the Department of the Interi at the experiment station of the Bure of Mines at Pittsburgh, which demo strated the danger to be negligible.

The tests, which were performed the course of general studies of t Bureau of Mines relative to gas hazar in mines, were made on three men co fined in a closed chamber whose dime sions were 1,000 cubic feet. The thr subjects puffed merrily for the space an hour and a half at cigarettes of eve variety, Turkish, Egyptian, the old Vi ginia brand, and the type wherein t smoker "rolls his own." Following th the smokers drew energetically at an i finite variety of cigars—cheroots, Pitt burgh stogies, black Manilas and Havan of choice degree. Finally they puff frantically at pipes, at pipes of clay a cob, at pipes of meerschaum a briar. At the conclusion of the pe formance the air of the closed chamb had become so smoky that it was impo sible to see across the room. The atmo phere was so irritating to the eyes th it was necessary to wear goggles.

Samples of the atmosphere and bloc samples of the smokers were then take for analysis. It was found that in n instance did the carbon monoxide conte of air exceed 1-100 per cent. The max mum blood saturation was 5 per cen Some of the subjects supposedly inhale their smoke, but the tests indicated th such inhalation, though it may have ex tended to the bronchial tubes, did n penetrate throughout the lungs.

In the Adirondacks

Sam Wasserman, of the B. Wasse man Co., cigar importers and jobber 77 Chambers street, is enjoying a wel earned vacation in the Adirondacks.

Turning Accommodations Into Trade

By LESLIE E. DUNKIN

Most tobacco merchants are accommoating, but many of them complain when ey are asked to accommodate anybody, stead of turning the accommodations o trade as might be done if there is harp eye open to business. Most of merchants, who make a habit of acmodating people, do it quietly and e it understood that it is not customary do it and then it is only to customers, the wise merchant will advertise the ommodations through the newspapers, ng that as a means to increase their of satisfied customers.

t is not necessary for a person to be ustomer of the wise merchant's place business to get accommodations from n, nor is it necessary to make any purise at the time the accommodation is de. If a person should want a check hed or even should want a package, chased at some other store, wrapped send away, all that will be necessary to come to the wise tobacco merchant's re and it will be done as cheerfully though the person were a customer d were purchasing a hundred dollars' rth of merchandise at the time. Of urse, necessary precautions will be takagainst fraudulent checks.

It will soon be seen that business will e care of itself, if the tobacco merant can get the public to come to his ce of business. When any two citizens more want to have a little conference, will be a good advertisement for the bacco store to have them come to it. small room or a small corner, equipped ith ash-trays and cuspidors, will prove be a big asset to the live tobacco merant. A small sign, saying "Do Not oaf Here! Somebody Else May Want his Place!" will solve the problem of e unprofitable loafers.

To assist the thought of the accommoations for the customers, he will advertise in the papers, emphasizing, "Come o The City Cigar Store." The follow.g will be a copy of one of his numerous dvertisements:

When you are downtown
Come To The City Cigar Store.

When you want somewhere to make yourself at home
Come To The City Cigar Store.

When you want a check cashed
Come To The City Cigar Store.

When you want a package wrapped to send away
Come To The City Cigar Store.

When you want a refreshing smoke or chat
Come To The City Cigar Store.

When you want to see your friends or enemies
Come To The City Cigar Store.

When you want to win somebody's friendship
Come To The City Cigar Store.

It doesn't make any difference what you want or if you don't want anything

Come to The City Cigar Store

The tobacco merchant may be bothered with people coming to him for postage stamps. It means a great deal of trouble for him without any profit. Very few of the stamp customers at first will make any other purchases at the time. It also means an amount of money has to be invested in postage from week to week to satisfy this unprofitable demand. He feels, though, that his business will not stand his refusing to sell stamps, so he will set to work to figure how he can turn his stamp-customers into profits and regular trade customers.

"People run out of stamps without thinking about it," the merchant will think to himself, "but they don't run out of envelopes and stationery without thinking about it."

That gives him an idea. He takes two or three boxes of stationery and two or three packages of envelopes, which he can purchase at wholesale prices, and places a two-cent stamp on each envelope. He adds the price of the stamps plus five cents extra for the trouble of placing the stamps on the envelopes, to the price of the stationery and envelopes. An attractive display of these will be made near the stamp drawer with the following catchy statement—"No Stamp Shortage With These." It will not be long before he will notice a marked increase in the volume of his stationery sales and an equally marked decrease in the volume of his unprofitable stamp sales. The stationery sales will bring a profit to the tobacco merchant for his accommodation to the customers.

A tobacco merchant may be troubled with his many friends and would-be friends leaving packages at his store while they do other shopping—to save the trouble of carrying them around. This will create a demand for more space and for more sales help to care for the packages. The merchant can not afford to make an extensive practice of doing this and yet he feels that he cannot afford to refuse to do it. The wise plan will be to take the money, that would be necessary to hire another clerk, and invest it in a large metal "10c Checking Cases," that are found so often in railroad stations. This case will be placed in a prominent place in the store, but nothing will be said about refusing to keep packages free. The dimes will keep dropping into the slots for them, and the public will soon stop asking the merchant to keep their packages for them free,—turning accommodations into profit and trade.

A tobacco merchant may meet the problem of giving free matches to purchasers of cigars to be used when away from the store. The gas lighter at the cigar counter is used for the first cigar or the first light, but the customer always wants a match or two to stick in his pocket. That means a steady drain on the profits of the store, yet the merchant feels that he cannot afford to drop the custom. He will meet the problem by displaying a small card, saying "Penny Box of Matches Free with Each Purchase of Three Cigars." This will solve his match problem and will increase his cigar sales.

A tobacco merchant can solve his check-cashing problem by placing a sign near the cash register, saying "Checks Cashed Free With a Purchase." He will not refuse to cash checks without a purchase, but the positive suggestion presents a better plan for the one desiring to have a check cashed. The telephone connections with all the banks of the city will be a good safe-guard against fraudulent checks.

A tobacco merchant can solve his telephone problem by placing a sign near the telephone on the counter for public use, saying "Line Busy? Have A Smoke While You Wait! Time Will Pass Better For You!"

There are many more accommodations, that the merchant might have for his customers, but with each one there will arise many opportunities for turning it into cash.

Imported Belgian Pipes

Scholtus pipes are to be introduced into this country by B. Van Leer, of 136 Water street, New York, who has been appointed agent for the United States and Canada. The pipes are made of excellent briar-wood and can be retailed at moderate prices. The Scholtus pipe is made in Belgium by the famous house of Scholtus, known extensively in England and the Continent. Mr. Van Leer has a variety of samples on hand, while another shipment is on the way. The Scholtus pipe should prove very popular with discriminating pipe-smokers on this side of the Atlantic.

To Return for Fall "Races"

Samuel Mendelsohn, of Meyer & Mendelsohn, Inc., is spending an enjoyable vacation at Long Lake, N. Y., and expects to return to New York about August 30, in time for the fall "races."

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

Mill-Factory and Main Office
NEW HAVEN, CONN.

-Salesrooms-

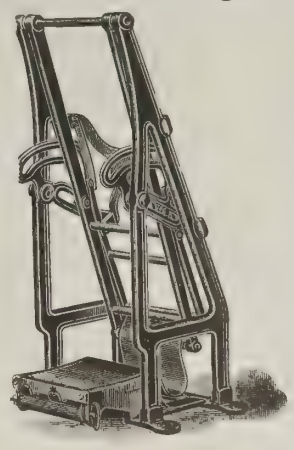
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THE STANDARD BUNCH MACHINE

Will Cut Your Cost and Make Better Cigars



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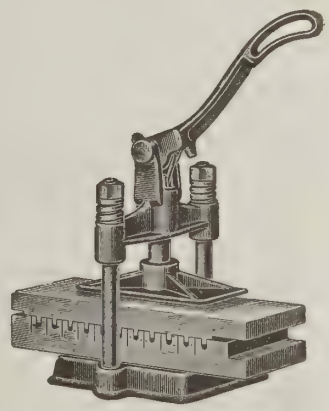
6,000,000 Cigars Daily

are made in the United States on the **Standard Bunch Machine.** Why not make yours on the machine that is used by the makers of the best and largest selling brands in the country. Put your cigars in the same class by using the Standard Bunch Machine which produces workmanship superior to hand work and makes a saving of 40% on Binders and 10% on Fillers.

Price $35.00 F. O. B. Detroit

Write us for particulars and free trial offer

THE
STANDARD SHORT MOLD LEVER PRESS



Patented

Features No Other Press Has

When pressure is released, the handle will remain up and can be operated with one hand. With our specially hardened springs, this Press will give all molds a positively uniform pressing, taking care of variations of thickness of the molds, and pressing the entire length of the mold, insuring an even pressure to all the bunches. Our Press weighs but fifteen pounds and occupies less space than any other press on the market.

One Mold Size, Price $5.00 each
Two Mold Size, Price $6.50 each
Net F. O. B. Detroit.

Worthy of its name—STANDARD. Almost indestructible. Different in construction. The most pressing power with the least effort. Adjustable in a few seconds.

STANDARD BUNCH MACHINE CO.
3960 Chene Street
Detroit, Mich.



Trade Mark Registered

BARKING DOG NEVER BITES
"Smoking Mixture"
and
Cigarettes

NOW IN POPULAR DEMAND EVERYWHERE

THERE IS NO SUBSTITUTE

The Barkmahn Co. Inc.,
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CIGAR LABELS



CIGAR BANDS

HIGHEST QUALITY SPECIAL PROCESS

Sole Distributors for

New Model Cigar Banding Machines for Ungummed Bands

WM. STEINER, SONS & CO.
257 West 17th Street New York

Detroit Manufacturers Preparing Fall Plans

Schedules Give Promise of Conducting Business On Extensiv Scale—Demand for Popular Brands Steadily Increasir —Favorable Report from Various Quarters.

DETROIT, Mich., Aug. 18.—Summer is slipping fast behind us and fall is approaching with rapid stride. July and August business slowed up considerably, although it averaged better than the same period of 1922. Manufacturers are preparing fall schedules, and they give promise of being on an extensive plan. On the well known popular brands the demand is showing a steady increase now While some of the new ones that made their debut on the market this year are standing still or slipping back into oblivion from where they come. Its the old story. "You can fool some of the people some of the time, but you can't fool all of the people all the time." This applies to cigar smokers in particular.

Gaining On Production

The Bernard Schwartz Cigar Corp., with the addition of the new plant on Gratiot Ave. has speeded production on R. G. Dun cigars considerably and relieved the badly oversold condition that has existed on this brand for some time.

Going Full Force

The Webster Cigar Co. is working full force. There was no let-up in production during the summer months, as the demand for this high grade Java wrapped cigar has increased steadily in all territories. Chas. F. Becker, local distributor, has given Webster cigars a wide distribution in Detroit, and the repeating qualities of the cigar have made it one of the strongest sellers in its class in the motor city.

Showing Proper Speed

Cuesta-Rey (Bonded) clean Havana cigars are showing the proper speed in Detroit. Chas. F. Becker is the distributor. This brand is easily the strongest selling clean Havana in Detroit.

Meeting with Deserved Success

"Dick" Tobin, of Herbert Tareyton fame, is in again—in town, I mean. "Yep," Dick is back from a month's work (more or less) up state, and reports conditions very good in the towns visited. In fact, Dick was more than pleased with his business on Herbert Tareyton and Johnnie Walker cigarettes, and all products of Falk Tobacco Co., which he sells. And, by the way, Dick "motored" in. A brand new Ford coupé and he says it runs mighty "slick." Dick will now spend some time in Detroit taking care of the large business his brands enjoy here.

Take On La Primadora

The Central Cigar Stores have added La Primadora cigars, made by Max Schwarz, for exclusive retail distribution in Detroit. This brand is very popular in the East where it enjoys a large sale.

Tom Thurby reports a splendid volume of business on Green Seal cigars in Detroit through his distributors, John T. Woodhouse & Co. This brand is made in several fast selling sizes, and enjoys a wide distribution. Tom is a consistent, hard worker and deserves every success.

Gaylord Marsh, city man for Bert Johnson Cigar Co., tendered his resignation this week, to take effect immediately. His successor has not been named as yet.

Harry Bassett, Michigan representative for Park & Tilford, New York, returned this week from a trip through the state, and reports the Tilford brand going strong in all sections. The Bert Johnson Cigar Co., local distributor, enjoys a fine business on this brand, which is gaining in popularity daily.

"Al" Webb, sales manager for C. F. Becker, prominent Detroit cigar jobber, was host to a few of the "boys" from the office and sales force of his firm at his home on Second Boulevard, Tuesday evening.

Gene Watson, president of Harry W. Watson Cigar Co., is visiting in New York City this week.

The Holton Distributing Co. has discontinued the cigar jobbing business in Detroit.

Sopers Segar Store in the Dime Ba Building, one of the most popular a widely known stands in the city of D troit, occupying the prominent corner Lafayette Boulevard and Griswold S will be forced to vacate Sept. 1, as t Bank people have use for the corner a will not renew the lease.—JIM.

British Tobacco Trade Is Prosperous

BOSTON, Aug. 20.—George J. Whela who returned from England on t *Scythia,* is quoted as saying: "Tobac business in England is in more prospe ous condition than ever before. Manu facturers, jobbers and retailers are n adopting price wars; there is not cu throat competition. Prices fixed in Eng land are fair to manufacturer and cor sumer, and no one factor in the industr is trying to hog it all."

He is optimistic on security prices, an says values have been pounded dow needlessly. He predicts a period of ri ing prices, and said considering asse values, earning power and prospects o some American companies these stock are selling way below English securities

Mr. Whelan attributes this to nervous ness of Americans over the Europea situation. "Germany is broke," he said "she has been bankrupt six months, ye people in this country are still appre hensive over something disastrous. I England the people are nearer the scen of operations, are more vitally intereste and yet their securities are 100 per cen more stable in price."

Mr. Whelan would not deny that merger between the Tobacco Product Corp. and the British-American Tobac co Co. might result. In that event, new company would be formed an $20,000,000 to $25,000,000 cash will b put into the new entity. Stockholders o Tobacco Products would not be calle upon to put up any money. British American interests would provide th cash.

If a consolidation is effected, Tobacc Products common stock would probabl go on a 5 per cent basis.

May Extend Prune Flavorin

RIDGEFIELD, Wash., Aug. 14.—Anothe use, only in its infancy now but which i expected to grow rapidly, on account o its palatableness, has been found fo prunes, and in the future a "chaw o' ter baccer" may consist of Clarke count prunes, according to information receive by Edward L. French of the Ellsworth district, between Vancouver and Cacas director of the state department of agri culture, who some time ago declared tha chewing tobacco manufacturers are con sidering the substitution of prune juic for southern molasses as flavoring mate rial and that Clarke county prunes wil succeed "lasses" in at least one large chewing tobacco factory.

Already a carload of the fruit has beer shipped east to replace the dark brown thick liquid, and between 25 and 30 more will be purchased for the same purpose by one manufacturer this season, it is said. The manufacture innovation may broaden the prune market extensively The prune flavoring quality is said to be superior to molasses.

Buys Fancy Wrappers

Vivian Myers, of the Cortez Cigar Co., of Key West, Fla., was a welcome guest in Manhattan last week. Mr Myers purchased a quantity of fancy wrappers for his company from local dealers.

Assumes Charge

MADISON, Wis., Aug. 18.—Arthur D. Tobias has taken over the cigar and newsstand in the Park Hotel.

ark and Doubtful Days in the Dark District

OPKINSVILLE, Ky., Aug. 20.—The to-co crop throughout the dark district Kentucky and Tennessee is beset by ny troubles just at this time. Heavy ns have drowned out much of it, the weather is causing blackfire to ap-r, the worms are so numerous and acious as to be almost a plague, the vy rains have washed off the gum t gives the tobacco weight, body, and er desirable qualities.

he rains this year have exceeded all vious records. Instead of the months July and August being hot and dry y have been hot and wet. Not only e the rains been unusually numerous they have also been of record-break-in volume, washing land, roads, plants l soil and causing streams to overflow ir banks and inundate the lands ad-ent to them at a more widespread rate n was known at any time last winter. ly two weeks ago, Little River at s point, which is near its headwaters, erflowed and caused untold damage to ndreds of acres of corn and tobacco nted in the bottom lands. Friday ht of last week the stream was on other rampage, out of its banks again low places, but it was thought the e would not be so great as the first ntioned.

Tobacco Badly Damaged

In some cases tobacco and corn were erally washed out of the ground. In ner cases the tobacco was ruined by e water rising about it, or over it en-ely. It is hard to estimate this damage, t it will be thousands of dollars to bacco alone, and corn has probably suf-red equally as much.

But the damage would not be so bad it stopped there. One of the worst ings, and which is causing many farm-s to harvest their crops before it is ally ripe, is the appearance of black-e in the fields. As yet this has been mparatively little, and mostly around ie edges of the fields. But the farmers ave learned by bitter experience in the past what blackfire can do, once it gets started, and how quickly it can do it. So a good many of those whose crops were affected, cut and housed it even though entirely or partially green, rather than run further risk. A warning was issued to the farmers not to act too hastily, and to be sure that they had blackfire in their fields before cutting the crop. They were told that there were many other tobacco diseases which were not contagious and comparatively harmless, yet which were often taken for the blackfire. But most of the growers thought discretion the better part of valor, and doubtless some crops went under the knife that were not actually in danger.

Reports of the blackfire have been worse in some sections than others, while some districts were not touched at all. The damage from it has not been anything like as great as a few years ago when it worked such havoc in the crop.

The washing off of the gum from the leaves, which have attained splendid size under the rapid growth resulting from the copious rains, will cause the tobacco to be light in weight unless the rains hold up and the gum is given a chance to be deposited again. Of course in the case of the crops already cut, this cannot occur. But if the rains stop now the crop in the fields will have opportunity to correct this defect in the two weeks or more before the cutting will be at its height. Especially will this be true if the days are hot and the nights cool, with heavy dews.

Worms Swoop Down on Crops

The tobacco is also plagued by the worms which appeared in droves almost overnight. Every locality is affected. The result has been that the demand for Paris green, arsenate of lead and dust guns has been so large that the dealers have been pushed to accommodate it. The rains have played their part here too for they have served to wash off much of the poison after it had been put on the plants, causing the work to have to be done all over again. The farmers say that nearly all of the worms were big

(*Continued on page* 40)



The Finest

We announce the perfection of an Italian Briar pipe, so fine in its appearance and smoking qualities, that we take great pride in distinguishing it as

Demuth Bruyère

It is the first and only pipe bearing the name of Demuth, representing the realization of an ideal conceived and developed during sixty-two years of pipe craftsmanship.

It will soon be known to the discriminating smokers of the country as "The Finest." The first color page advertisement will appear in Life, issue of November 29. This line is offered to the trade in a range of twelve distinctive styles. To retail at six dollars each.

WM. DEMUTH & CO.
NEW YORK
World's Largest Makers of Fine Pipes

ANNOUNCEMENT

You can now **BUY or RENT** latest improved Liberman Power Scrap Bunch Machines—illustrated at the right.

The work they are now doing in many high grade cigar factories PROVES that they:

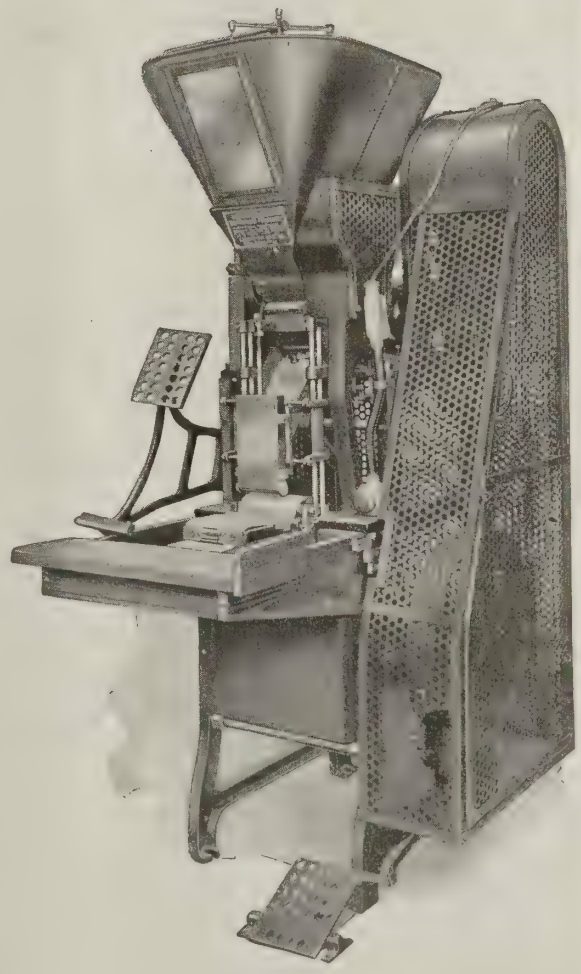
1. **Make Perfect Bunches** of any size and shape, out of any size scrap, large and small together, always evenly distributed.

2. **Enormously Increase Production**—4,000 to 7,000 Bunches Daily according to speed of operator.

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4. **Have no complicated mechanism** — requiring no mechanic to adjust and keep in order.

Full Particulars on Application



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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, AUGUST 23, 1923

USING SALESMAN AS A COLLECTOR

The Boss was up against a problem that so often presents itself. A staunch and financially able customer was holding up payment of a bill. It was for a fairly good sized amount, and the Boss at that time happened to need some ready funds. Besides, tardy payments had become rather a habit with his good friends Jones and Smith, and though they were important customers of long standing, the practice was getting to be annoying.

But it would not do to send them the ordinary dunning letter, and it would also be bad policy to put the matter in the hands of a collector. After consideration of all the methods that might be called upon to make the collection and keep the customer, the Boss finally decided to send his salesman who looked after the account.

This use of the salesman as a collector turned out to be good business judgment, because the salesman not only collected the amount due without the least friction, but came back with a large order. The same case, if handled by a collector, might have resulted in disaster. As the Boss ran over his reasons for using the salesman in a dual capacity, he concluded that from thenceforth there would be little work for the collector as such.

This is the way he put it to himself: The collector's job is to get the money and, no matter how diplomatic his negotiations may be, his real purpose is bound to show itself in some way or other. With the salesman it is quite different. When he starts out to get paid for an overdue account, his main idea is to hold the customer, and he will shape his effort accordingly.

Besides this fundamental difference in the attitude of the salesman and of the collector that the Boss found, there are benefits that other firms have found worth while enough to have the salesman instead of the collector take care of past due bills. One of these pertains to the matter of overbuying. Stock sheets and automatic ordering systems have been devised for retailers to prevent them from overbuying, but despite these checks there are often cases where the merchant's judgment is influenced by what the salesman has to say.

A retailer with his mind made up to buy a certain quantity of an article will find himself, after a good salesman has departed, with a bill for considerably more than he intended to purchase. It is the salesman's general rule to sell as much as he can regardless of how this may affect his customer.

When the duty of collecting an overdue account is handed to the salesman, he has received an added responsibility. He soon discovers the fallacy of selling a customer too much, and this knowledge makes him proceed more carefully in the future. He has to face the criticism of the customer if what he has urged him to do has proved to be the wrong thing. To the salesman's easy going request for settlement of a bill, the following answer can be imagined:

"I know that bill is overdue, Brown; but the fact is I've got quite a lot of stuff on my shelves that hasn't been selling as quickly as it should. You remember telling me that I would need more goods because conditions were better and there would be more demand. I took your word for it against my better judgment and it hasn't turned out the way you thought. I'm afraid I'll have to ask you to wait awhile on that bill until I'm in a position to spare the money."

This would probably be a soft answer in comparison with what might really be said under the circumstances. The salesman, so one firm has found out, profits by such experiences and is more careful in giving out information that may influence the retailer to purchase more than he should.

An important phase of the salesman-collector's relations with his customers is to be found in the added co-operation that grows up between the buying and the selling house. When the merchant looks upon the salesman as someone whose main object in life is not to beguile him into buying but to help him over the ruts and pitfalls of business, the relationship between the two is on a much higher basis.

When the salesman has collections to look after he gets a far deeper insight into his customer's business than if his sole duty were selling. The collector, as a rule, is furnished with full details of the retailer's condition. He finds out that one class of goods is selling and another is not, and is told of the many problems that the merchant is facing. But the collector may not be of a sympathetic kind. All he may understand is that a bill is due and it is his business to collect it. On the other hand, the salesman can tackle the retailer's problems and suggest means of overcoming them, because they are both in the selling game, and methods in one line may be applied to another. In this way the co-operation of the salesman is far superior to what the collector furnishes, and in the end the selling house benefits.

Along with the advantage of co-operation to the buyer, the seller also has this advantage. The report of a salesman on a past due account would not be made in the stereotyped way of the collector. The salesman would be in a position to state in an expert way just what the condition of the delinquent's stock was. He could, if necessary, arrange to get back his firm's merchandise. In short, he would not be handing in an abstract report, but one bristling with specific details so needed by the man at the desk in the home office.

BELIEVES IN SEGREGATING CROPS

During the fore part of the week, the *Chronicle* talked to one of Bracken's expert tobacco men, one who has been in the game from boyhood, and we might say he is an excellent judge of the weed, and he offered the following suggestion to the officials of the Burley Association: In the past, it has been the custom to commingle the tobaccos of Kentucky, Ohio, West Virginia, Missouri and Tennessee, to be the same, no matter in what state it is grown. The Augusta man's suggestion is that the crops in the different states be graded and kept separate, and when the buyer comes to inspect the pooled tobacco, he will be informed by the Association officials that certain grades of Kentucky, Ohio, Indiana, West Virginia and Tennessee tobaccos are ready for sale, after which the buyer can designate the tobacco he wants to look at. If each state's tobacco is kept separately in the pool and sold separately then there will be no room for any certain section to say that the price on its tobacco was lowered because it was commingled with the weed from another section. If the Association should adopt this plan, each grower would be paid his exact graded price, no more, no less, and to the writer this seems to be the only fair way.—*Augusta (Ky.) Chronicle.*

PAYING BILLS FIRST

If you were to ask a tradesman about now as to how he was getting along on making collections of his bills, he might remark that money was coming in a little slow. Probably some of his customers are letting their bills go over a month or more on the plea that they had their vacation bills to pay.

Such practices create unfortunate results in the community. They mean that merchants must borrow more money than usual, to make up for additional amounts which they must carry on their books.

Some people seem to imagine that a businessman has plenty of money at his command, and if they do not pay their bills promptly, it simply means that he has to draw a little more out of his ample bank account with which to operate his business.

But that is not the way that business is ordinarily conducted. The majority of businessmen depend to some extent on borrowed capital. If payments for merchandise come in slower than usual, the result is commonly that the merchant has to go to a banker and tell him the situation and ask for a loan. He has to pay interest on this additional accommodation, and the charge for this interest is one expense that has to be added for the price of goods.

Every debt should be considered a debt of honor, to be paid promptly. If a man does not want to pay for every purchase at the time, it is legitimate to let the account run until a stated time. But it would greatly reduce the cost of doing business, if people would pay promptly every month. Still more would be gained if people would as a rule pay cash.

People would add to their sense of independence, besides promoting the efficient conduct of business, if they could pay all debts before spending money for pleasure.—*Greeneville (Tenn.) Democrat-Sun.*

FABLE, OR ALLEGORY, OR SOMETHING

A tobacco manufacturer took a ton of tobacco out of a certain bin in his warehouses and had it made into Happy Thought Cigarettes—"They Make You Think."

He took another ton out of the same bin and used it to produce Cleopatra Cigarettes—"A Whiff From Old Egypt."

His department of promotion and publicity having decided the market was ready for a new brand, he went to the bin again for the material from which was produced that sensational success, Leopard Cigarettes—"Their Spots Never Change."

In Milwaukee, Wisconsin, three men fought on a street corner and did one another considerable damage. The desk sergeant at the police station made note of the fact that they had come to blows in an argument as to whether Happy Thoughts, Cleopatras or Leopards had the most delicate aroma.

* * *

Moral: We are a peaceable people, but we will go the limit for a Cause.—Stoddard King, in *Life.*

TOO SAD FOR BOLSHEVISTS

Calvin Coolidge, Jr., working in the tobacco fields at $3.50 per, is a picture to make a bolshevist weep. And when a 14-year-old boy hoes and pulls weeds under a blazing sun you can wager he's not doing it merely for political effect, even if his father happens to be president. —*Rock Island (Ill.) Argus-Union.*

NEW SIGNIFICANCE

With tobacco manufacturers using prune juice for flavoring the expression, "you're full of prunes," takes on an added significance.—*Eatonville (Wash.) Dispatch.*

A Brief Outline History of the Cigar Business in San Francisco

White Man Brought Solacing Weed to Indians on Pacific Coast — Pious Missionaries Smoked Mexican Cigars on Festal Occasions—Pack Mules Brought Luxurious Cigars from Campeche Semi-Annually—Residenters Always Want the Very Best.

By DAVID M. FRANKLIN

HISTORIANS say that Indians on the Pacific Coast did without tobacco until the white men came. West of the Rocky Mountains the precious herb did not grow, aforetime.

When California was a Spanish possession, stant, somnolent, undisturbed and scarcely nown, the pious missionaries, who were the rst white settlers, smoked Mexican cigars n festal occasions. Cigars from Campeche, rought on pack mules over the long rough ails semi-annually, obtained regard as veriible luxuries in San Diego, Santa Barbara or ther missions that then were outposts of vilization.

Attainment of Mexican independence ainly meant political changes in Alta Calirnia for a score of years. There was no reat progress. Once in a while, a sailing essel, from the Atlantic Coast of the United tates fetched trade goods and took away cargo of hides. Otherwise, commerce was o small that it could be adjusted to the pack addle. Few and far between, insignificant onsignments of cigars from Southeastern Mexico, coming on mule trains, arrived at California points. In the years of romance, vhen proud hidalgos owned uncounted acres f idle land, receipt of a cigar shipment was n event.

The Mexican War, the almost bloodless apture of California, the transfer of authorty, the annexation of territory, establishment f new government, the discovery of gold nd the tremendous rush of miners in 1849, nade San Francisco a world famous city.

In California, the auriferous earth yielded ortunes. The alluring yellow metal might e found among the grass roots. In El Dorado, wealth waited to be dug from the ground. Nuggets and dust rewarded the ucky seeker. From a small excavation, a nan got enough to make him rich. Though he labor was arduous, though hardship and rivation had to be endured, never before was so much money acquired in such a brief time.

Prodigal Spenders

In the land of gold, naturally there was prodigal spending. Suddenly lifted from poverty to affluence, successful miners would pay top prices for anything they desired. To eat, drink and smoke, the very best was demanded. For luxuries of all kinds, San Francisco speedily became an attractive market.

From Havana, the finest cigars were sent to San Francisco by way of Panama. Extravagant prices were offered for extra good smokes. In the early "fifties," San Francisco was Havana's best customer.

In a man's mouth almost constantly in those days a choice Havana cigar was a sign of success. It bespoke position, prosperity and power. The newly rich were eager to get big and precious cigars. Nearly every man of mark on the Coast was a confirmed cigar smoker. The sporting fraternity was especially liberal in buying fat, black cigars.

So obviously were cigars appreciated by the pioneers, for years and years, no Eastern city of twice the size consumed nearly so many good cigars as San Francisco did.

Up to the close of the Civil War the cigars smoked in San Francisco principally were imported Havanas and Manilas.

Even after the tariff law of 1866 had sadly reduced trade in imported Havanas elsewhere in the United States, San Francisco continued to be a big buyer of imported cigars. It was notable, too, that after the market for American made clear Havanas was established, the largest clear Havana account in the country, obtained by any brand, long was accredited to San Francisco.

Neither the nickel nor the dime cigar were quick to achieve popularity in San Francisco. Cigars that went double for "two bits" were favorites in the city that sits by the Golden Gate.

No particular description of cigar successfully claims an approximate monopoly of San Francisco trade today.

Of whatever origin, kind, brand, size or price, in San Francisco now a cigar has prestige and salability directly in proportion to its appeal to consumers.

Smokers buy according to their preferences. Every buyer may have his own opinion. Tastes differ. Predilections are not alike. A smoke one man desires another eschews. Here is discrimination; there is prejudice. Each picks and chooses to suit. All pocketbooks are not equally well filled. Ideas of economy often fail to jibe. A plumber may purchase what a banker thinks he cannot afford. In San Francisco, he who goes to select a cigar is given a wide choice. Most stores are well supplied. In Classes B and C, practically every important brand produced in the country may be found on sale in California. And the prices are reasonable.

In San Francisco, the climate makes humidors unnecessary. Cigars can be kept in perfect condition without much difficulty.

In the atmosphere of California there is something that enables the smoker to get the full benefit of whatever merit his cigar has. In San Francisco, the knowing visitor notices that tobacco retains its true character. The aroma hasn't evaporated. The flavor doesn't deteriorate.

One obtains greater enjoyment from smoking a cigar in San Francisco. Usually, the weed tastes better there than it would elsewhere. Each puff permits the smoker to ascertain what degree of excellence the cigar has. Blends may be judged correctly in San Francisco. The virtue of this composition or that can be determined rather accurately. A brand has to be worth while to secure real popularity on the Pacific Coast.

Cigarists in San Francisco know their business. They are self-respecting. They have reason to be proud. There are many good stores and stands. Advantageously located, well lighted, inviting, handsomely furnished, kept in spick and span condition, designed and arranged to combine maximum service with extensive display, numerous cigar stores in San Francisco represent important and profitable investments. Hundreds of stores are devoted, practically exclusively, to the sale of cigars, cigarettes, tobacco, pipes and smokers' furnishings.

Cigarists in San Francisco realize the importance of turnover. Amount and variety of stock can be restricted to goods that will move continually. The wise San Francisco merchant doesn't want slow sellers, even though the profit may be larger.

Price cutting occurs, sometimes. But to a greater extent there is competition on quality. At customary prices, the hustling retailer seeks to offer superior value. Quicker turnovers and increased volume of sales assist the dealer to live and thrive, although he does give undeniably good bargains to consumers.

The wholesalers in the cigar trade of San Francisco mostly are long established and well known. Distributors and jobbers in California are numbered among the big men in the cigar business of the country.

Among the localities that class cigar manufacturing as a major industry, San Francisco is not included. Yet San Francisco makes good cigars, brands obtaining more than temporary popularity. Manufacturers have recognition and standing that causes them to be honored, deservedly, in the trade.

On the Pacific Coast are America's largest and busiest cigar importers. In San Francisco, cigar importing refers to Manilas. Popular in California in pioneer days, Manila cigars in recent years have gained greater favor. Manilas in Class A are on sale in most cigar stores in San Francisco. The market for higher priced Manilas is steadily increasing. The prestige of Philippine smokes in San Francisco is shown by a strong chain of Manila cigar stores. From San Francisco to all parts of the United States go shipments of Manila cigars. On a brand building basis now, the Manila business is becoming more important constantly. Its permanency is assured. Importers are preparing to handle bigger quantities. Their chief worry now is that they may not be able to import enough to fill all orders this Fall.

Cheerfulness a Notable Feature

In San Francisco, importers, manufacturers, wholesalers, and retailers are cheerful. The situation is encouraging. Trade improves and prospects become brighter.

The farmers and fruit growers of California are less pessimistic than they were. Nearly all crops are larger than usual. The deciduous fruit crop is a record breaker.

"It's the biggest fruit crop in the history of the State, an increase, in some cases, of more than 300 per cent over last year."

Deciduous fruits, shipped fresh from California this season to eastern points will amount to 65,000 carloads. From such shipments, the fruit growers of California will receive at least one hundred million dollars. The horticulturists of the Golden Gate are assured of coin enough to buy what cigars they want.

San Francisco confidently expects prosperity. Wonderful developments will occur in Northern California in the next few years.

REGISTERING A KICK

Robertson and Montgomery County tobacco growers have a legitimate kick against the Dark Tobacco Association regulations, and it ought to be heeded if the association is to survive.

These two counties grow top grades of the dark leaf and they always command a better price and earlier sales than the tobacco from Western Kentucky. These counties ought to be a district by themselves for grading and sales purposes, and they ought to have complete control of their end of the association.

The demand for this reform within the association is the result of mature judgment and is shared by such men as Judge John T. Cunningham of Montgomery, who did yeoman's work in the organization of the Black Patch.—*Nashville Tennessean.*

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Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.....	76	79
American Cigar Co. Pfd...	80	85
American Mach. & Fdy....	135	..
Bayuk Bros. Com.....	52½	54½
Bayuk Bros. 2nd Pfd.....	111	113½
Bayuk Bros. 1st Pfd.....	97	99½
British-Amer. Tob. Co.....	22¼	23½
Eisenlohr & Bros. Com....	65	70
Eisenlohr & Bros. Pfd.....	95	99
Geo. W. Helme Com., new.	48½	51
Geo. W. Helme Pfd.....	112	115
Imperial Tobacco Co.....	16	17
International Cigar Mach..	50	58
J. S. Young Com.....	100	105
J. S. Young Pfd.....	100	105
Johnson Foil	80	90
MacAndrews & Forbes Com.	130	134
MacAndrews & Forbes Pfd.	94	98
Mengel Co. Com.....	26	28½
Metropolitan Tobacco	70	95
Patterson Bros.....	7½	..
Philip Morris	13	14⅛
Porto Rican A. T. Co.....	70	76
Porto Rican A. T. Script..	76	76
R. J. Reynolds "A".....	120	127
Schulte Retail Stores.....	95	96
Schulte Retail Stores Pfd..	114½	118
Tobacco Prod. Export.....	3⅛	3¼
United Cigar Stores.....	175	195
Universal Leaf Com.....	..	95
Universal Leaf Pfd.....	88	92
United Profit-Sharing	5½	5⅞
U. S. Tobacco Com.....	50	54
U. S. Tobacco Pfd.....	105¼	108

Park & Tilford and Schulte Stock for Employes

D. A. Schulte, Inc., is offering its employes Park & Tilford no par stock at $25 a share. Of this, 20 per cent must be paid when subscription is entered and the balance when certificates are ready for delivery. Company holds the right to abridge the amount of the subscription.

Dividends of 10 per cent per annum on the purchase price are guaranteed for a 5-year period beginning January, 1924. Employes must agree not to sell their stock for three years, during which time the company will take back such holdings at $25 a share.

A similar offering on similar terms is being made by Park & Tilford to employes.

Since acquisition of control of Park & Tilford by David A. Schulte interests, arrangements have been made by which $1,500,000 of loans due banks and others have been paid. Most of Park & Tilford's capital is represented by merchandise, receivables, other quick assets and cash, rather than plant.

The holding company, Park & Tilford, Inc., organized in Delaware with 200,000 shares no par, has already sold 100,000 shares of its stock at $25 a share to Mr. Schulte and his associates. Park & Tilford, Inc., is expected to be admitted to curb trading within a month and subsequently application will be made for listing on the New York Stock Exchange.—*Wall Street Journal.*

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	136	136¾
American Snuff Pfd	90	100
American Sumatra	20	20¾
American Sumatra Pfd....	30¾	45¼
American Tobacco	147	147¾
American Tobacco "B"	144¾	145½
American Tobacco Pfd....	102⅛	102½
Consolidated Cigar	21	22
Consolidated Cigar Pfd....	63¼	72
General Cigar	82½	83
General Cigar Deb. Pfd...	103¼	107
General Cigar Pfd.....	106	108½
Liggett & Myers	198	208
Liggett & Myers "B".....	190	205
Liggett & Myers Pfd.....	115½	116¼
Lorillard, P.	158	160
Lorillard, P., Pfd.....	113¾	114
Tobacco Products	55⅛	55½
Tobacco Products Pfd.....	109	111
Tobacco Products "A".....	82½	82⅝
United Cigar Pfd.....	101	110
United Retail Stores.....	74	75½

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign.
Demand... 4.55 Cables.... 4.55¼
FRANCE—Par 19.3 cents per franc.
Demand... 5.68 Cables.... 5.68½
ITALY—Par 19.3 cents per lira.
Demand... 4.32 Cables.... 4.32½
BELGIUM—Par 19.3 cents per franc.
Demand... 4.51½ Cables.... 4.52
GERMANY—Par 23.8 cents per mark.
Demand.. .000017 Cables... .000017
AUSTRIA—Par 20.3 cents per crown.
Demand... .0014 Cables.... .0014
DENMARK—Par 26.8 cents per krone.
Demand...18.70 Cables....18.73
GREECE—Par 19.3 cents per drachma.
Demand... 1.90 Cables.... 1.93
HOLLAND—Par 40.2 cents per florin.
Demand...39.32 Cables....39.36
HUNGARY—Par 20.3 cents per crown.
Demand... .0058 Cables.... .0058
NORWAY—Par 26.8 cents per krone.
Demand...16.42 Cables....16.45
SPAIN—Par 19.3 cents per peseta.
Demand...13.33 Cables....13.35
SWEDEN—Par 26.8 cents per krona.
Demand...26.59 Cables....26.62
SWITZERLAND—Par 19.3 cents per franc.
Demand...18.07 Cables....18.10
CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.
Hongkong—
Demand..52.125 Cables....52.25
Peking—
Demand...72.875
Shanghai—
Demand...70.00 Cables...70.125
PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.
Demand...49.25 Cables....49.50

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JAPAN—Par 49.8 cents per yen.
Demand...48.88 Cables....49.00
ARGENTINA—Par 42.44 cents per Argentine paper dollar.
Demand...32.50 Cables....32.60
BRAZIL—Par 32.45 cents per paper milreis.
Demand...10.00 Cables....10.05

Park & Tilford Bonds Improved

Position of Park & Tilford 6 per cent bonds, due 1936, has been tremendously improved by passing of control of company to David A. Schulte interests. Later have already invested $1,500,000 new money in the enterprise to pay bank and other loans. This is in addition to what the Schulte interests paid Frank Tilford for his majority stock in Park & Tilford, estimated to be at least $1,000,000.

Within a few weeks Park & Tilford bonds have sold as low as 75. On announcement of the purchase of Mr. Tilford's stock by Schulte interests they sold up to 80 and are now quoted 84-86. Range of price since beginning of 1922 has been slightly below 70 to 92.

A Close Corporation

Park & Tilford has been practically a close corporation and balance sheets have not been made public. The new interests in the company are not prepared to give out any figures until their own auditors have been over the books. However, Dow, Jones & Co. have secured the following figures showing approximately company's cash and quick asset position as of May 31, 1922, compared with July 31, 1921:

Current Assets	May 31, 1922	July 31, 1921
Cash	$331,000	$476,000
Accounts receivable	1,172,000	1,716,000
Value of contract	500,000	.....
Inventory	2,055,000	1,954,000
Total	$4,058,000	$4,146,000
Current Liabilities		
Notes payable	$1,600,000	$1,029,000
Accounts payable	460,000	410,000
Taxes, etc.	65,000	145,000
Total	$2,125,000	$1,584,000
Net current assets	1,938,000	2,562,000
Debenture bonds	2,300,000	2,360,000

The debentures have a sinking fund of $60,000 annually. Company is understood to be willing to pay 80 for the bonds, but market for them has run ahead of the company's bid.

Bond indenture provides that net quick assets plus real estate and plant, excluding good-will and leaseholds, must be kept equal to outstanding bonds. Plant, machinery and equipment are valued at $2,000,000 or more. In addition, company has valuable contracts and concessions for sale of imported goods in this country.—*Wall Street Journal.*

International Tobacco Deal

The business world is awaiting with a great deal of interest the culmination of negotiations which are understood to be on between the Tobacco Products Corporation and the British-American Tobacco Corporation, an English concern. George Whelan, dominating figure in the American company, has just returned from one of his periodical journeys across the Atlantic, but he has maintained his characteristic reticence concerning the reported deal. The best that has been obtained from him is a refusal to deny the story. If such a deal were effected it would probably mean the organization of a new company, capitalized at $20,000,000 or possibly a great deal more, to take over the securities of the two consolidating concerns as subsidiaries.—*New York Herald.*

Sumatra Going Strong

Ralph Levine, the genial representative of H. Duys & Co., Inc., is sending in shoals of orders from his pleased Pennsylvania customers.

Western Demand Grows

Harry Lloyd, of D. Dreux, Inc., is in the Middle West. Mr. Lloyd reports an increased demand for the fancy Sumatra wrappers handled by his corporation.



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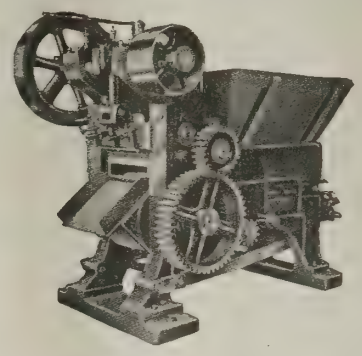


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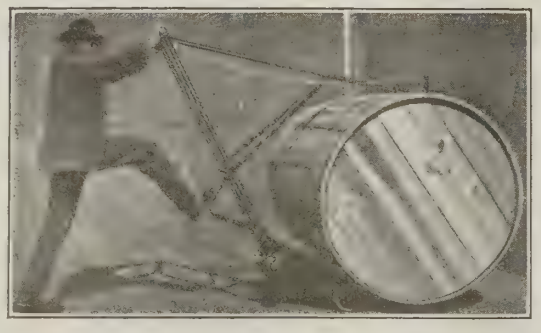


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Users Throughout the World.

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To Cigar and Cigarro Manufacturers—
The only
SCRAP CUTTER
built for economical results and service

WHAT IT DOES
Cuts damp tobacco. Cuts 2500-3500 lbs. per day. Cuts uniform. Is adjustable to different sizes. Consumes little space and power.

WHAT IT DOES NOT DO
Does not choke up.
Does not tear or drag the leaf.
Does not make over 1-10% dust.

Made in two sizes.

Himoff Tobacco Machine Co.
13th Street
LONG ISLAND CITY, N. Y.

Up-State Cigar Dealers Say Trade Is Not So Good

Spotty as Leopard, Report Salesmen—Fall Business Looks Trifle Better!—Too Much Breeze, for Ski-Writer!—Paul Can Prove It—Empty Cage in Zoo!—Travel North for Trade—Better Receipts Downtown.

NEW YORK STATE CAPITOL DISTRICT, Poor-Pulse-Week, 1923.

"If you can explain it, I can't!" admitted Jim Stubb, permitting his sample cases to fall to the well-seasoned maple flooring o' Stubb & Ash, Inc., as he wearily wandered into the Hot Chair Club after a week on the road. "Last week business was all to the worcestershire, full o' vigor and vim! This week you can't sell cigars with a premium of a thousand free with a hundred!"

"Sure, yuh should tell me that once or twice before, y' unnerstan," sneered Sam Ash, still busy with a few remaining vacationists, who wanted something to smoke, no matter what it cost. "Every week, now, yuh should say, yeh it's gittin' better! But them there order slips yuh should bring in ain't so awful positive about it, unnerstan me!"

Too Much Wind, Too Much Wind!

"Well, go out yourself next week, and let's see how much worse you can do!" growled Jim Stubb, slumping down in the last reserved seat for the Committee on Reports. "You're like that crowd o' gumps out there in the street, Sam, criticizing the Lucky Strike airman!

"There he is up in the sky there, two miles from rock bottom, writing his slogan in letters a mile long on the ski-blue of heaven, and down here in the alley seven out of ten of the mob are telling one another that you can't read what he writes with his smoke because there's too much wind!

"That's it—*too much wind!* There's too much wind everywhere! All of us seem to have too much wind when it comes to watching the other fellow's work! Still, every son-of-a-gun out in the gang there will admit that he knows what this smoke slogan in Albany is for—Lucky Strike cigarettes!"

They're Away, Thinks Paul!

"Yes, everyone can see it," agreed Paul Wessels, coming into the Hot Chair Club with a bundle o' General Cigar Company's products under each arm. "And they can also see our advertising in the current magazines for Robert Burns cigars.

"But, all in all, trade isn't what it should be, by any means. Too many folk out-of-town, I guess. Dealers all report slow business for August. Yet they look forward to brighter days next month, with the return of the pilgrims."

See Braddock About That Job!

"Certainly, operations will start with a big bang next week," encouraged Boss Braddock, he of the Royal Bengal zoo in the main tent o' the P. Lorillard Company's little cigar department. "That's why I'm looking for another man to sell our goods here. If you hear of a good man, willing to work, send him up to the Hotel Wellington, Albany.

"Friend Mosher here will cover this vicinity for the next two weeks on Flexos, Le Roys, Bengals, Between the Acts, Sub Rosas, Old Virginias, and the like. But we've got a lot of territory to make between Erie, Pa., and Newburgh, this State.

"And Bailey, who used to run in through the Capitol District once in awhile, is now operating in Pennsylvania. He's also got a hunch with a handle that he'll quit the road soon and open a retail store in Syracuse, where he used to be with Eaton, the retailer."

Vermont's the Spot—High and Wet!

"Retailers up Vermont way are not complaining," voiced P. V. Doyle general in command o' the Liggett & Myers Tobacco Company's Fatima brigade in these parts, as he, too, returned from a campaign with the Green Mountain Boys. "Vacationists up there make the old State a busy spot right now.

"Our salesmen are putting over a lot of cigarettes this month. Nowhere have we met with a kinder reception for Fatimas and Chesterfields. But it's hard to break in new men continually for our New York and Vermont territory. It seems as though missionary men switch jobs every week lately, and good men are scarce."

Same Old Stuff, Says Irving!

"That's very true," assented Irving Fulder, of the house o' Fulder, Albany, as he made friends with the Committee on Cigars. "Good cigar salesmen are scarcer still. In fact, they're gone with the dodo and the flavored five-cent cigar.

"No amount of coaxing, however, is any use when you find a retailer stocked up to the ceiling with goods. And all

RED EDGE WOVEN STANDARD WOVEN CABLE CORD VULCANIZED
CIGARETTE BELTS
Manufactured by
SOUTHERN ENDLESS BELT CO.
PETERSBURG, VA.



MILLIONS OF CIGAR PACKS

ARE MADE BY US FOR PROGRESSIVE MANUFACTURERS

Packs for Five and Ten Full Size Cigars

Packs for Ten or More Little Cigars

We will originate a design that will retain the characteristics of your cedar cigar boxes.

We will create a package that will sell the cigars in an attractive display container.

THE ROCHESTER FOLDING BOX CO.

Capacity—10 million boxes a day

ROCHESTER, N. Y.

cal merchants are stocked, no doubt out that! They're simply waiting for e great Fall business promised by all perts in the trade. Let's see—what's e official date of the arrival?"

Do You Manufacture Cigars?

"Oh, things might be much worse," lowed Sec'y Metzner, all the way from roadway and Beaver street via the fac- ry o' Metzner Brothers, as he looked rer the Committee on Gasoline. "Our gar plant has been quite busy this last onth, and we look for a pretty good utumn trade.

"Surely, local houses are not as rushed s they were a few weeks ago, but the ut-of-town jobbers haven't all felt the lump yet. And I really think we'll ave a rattling good cigar business when ne city people all get home from their acation trips and settle down to the egular thing."

Looks Like an Army Hospital!

"Well, we can't kick, either," said M. . Canaday, Jr., of the Hotel Ten Eyck igar stands, cafeteria-to-roof-garden, as e mingled with the Committee on Cots. For transient business in the hotel and t our several stands has been excellent his season.

"Fact is, the hotel has been using cots o accommodate the swarms of motorists nd others passing through from moun- ain and lake. And next week, with the reakup at Saratoga, coupled to the re- urning throngs from all resorts for chool openings, will make it absolutely mpossible for the Ten Eyck to take care f more than seven or eight hundred eople each night.

"Already we have been using these ots like a Government hospital! Folks speak for a sleep anywhere! Even the surrounding lodging houses are filled. And our cigar trade has kept pace with he rush. Honestly, we'll be glad when the middle of September brings some little relief."

Fairly Fine Downtown, Lord Mayor Hints!

"Very good trade has been our expe- rience, too, this summer," remarked J. W. Stevens, veteran State street dealer, as he passed through the Hot Chair Club. "Manager Shaxby reports better than average retail receipts, with very few ex- ceptions.

"And our location, between the rail- roads and river boats, is a pretty fair barometer for tourist travel and trade. It looks to me like a prosperous Fall and Winter business, unless all signs fail. Little things may come up to destroy con- fidence, but the outlook now is O. K."—THE SMOKER.

Interesting Tobacco Tests

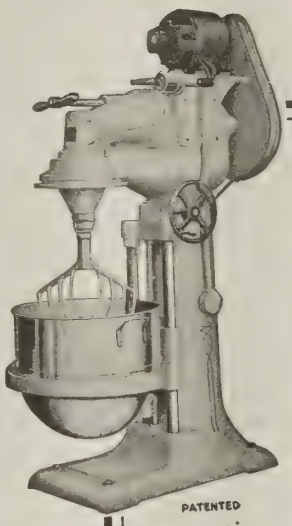
Some very interesting tests have been made to determine which smoke contains the most nicotine. Long glass tubes, in one end of which the cigar, cigarette and pipe are inserted, the other end being con- nected with an exhaust pump, are used in the test. The nicotine is absorbed in filter paper. These tests showed conclu- sively that cigarette smoke contained the least amount of nicotine.

For example, Virginia cigarettes, con- taining 1.40 per cent nicotine, gave a smoke containing only 0.12 per cent nico- tine. Turkish cigarets, containing 1.38 per cent nicotine, gave a smoke with only 0.51 per cent nicotine. Egyptian cigarettes, with 1.74 per cent of the alka- loid, yielded a smoke with just 0.21 per cent of nicotine.

A Havana cigar, containing only 0.64 per cent nicotine, yielded a smoke with 0.20 per cent of the alkaloid.—*Cleveland (O.) Plain Dealer.*

On Inspection Tour

WASHINGTON, D. C., Aug. 22.—T. L. Hughes, Tobacco Expert of the Depart- ment of Commerce left here Sunday night for a ten days' trip through the tobacco territory of Virginia and North and South Carolina. While away, Mr. Hughes will also visit the cigar leaf sec- tion of Florida. His trip is in connection with the survey which is being made by the Department of the Tobacco Industry. —LAMM.



THE READ PASTE MIXER

In every cigar factory, large or small, gum trag must be mixed. This opera- tion, usually performed by hand, requires much time and labor. A Read Mixer will perform this work for you daily, giving you a much better paste as it will positively re- move all lumps and then, too, it will give a larger quantity from the same amount of material than when mixed by hand.

Used in the various plants of Otto Eisenlohr & Bro. Co.

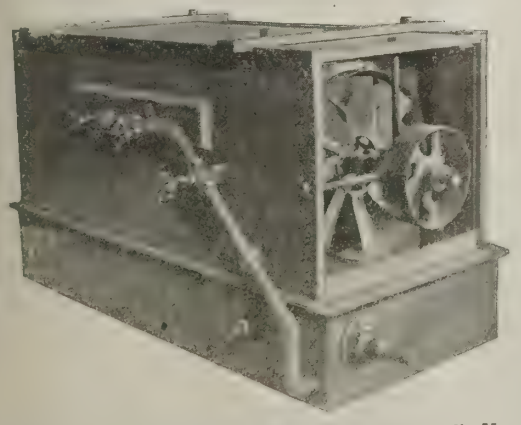
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A Single Machine (This Type) Will Produce 80% Humidity in a Room of 100,000 Cubic Feet. Perfect Diffusion of Moisture Secured.

Individual Machines for Separate Rooms, or One Large Machine Serving Several Rooms Using Distributing Air Ducts.

A. N. SHEPARD & SON

Growers and Packers of Connecticut Shade Primed and Broadleaf

HARTFORD, CONN.

Mr. D. P. Gosline, July 14th, 1923.
6 Northampton St., Boston, Mass.

Dear Sir:

We have your favor of the 8th inst. and in reply to same would advise that we have used your large humidifier with the Duct System during our last packing season. It has proved satisfactory in every sense of the word. Our tobacco was kept in proper shape during the process of assorting and packing.

We were also very well pleased with the temperature feature, as we were able to regulate the temprature of our rooms from this humidifier except on extra cold days when coils were naturally used in addition.

The smaller humidifier, which we used in our bulk room, gave also pleasing results, and we are sincere when we state that of all the humidifier systems we have investigated, we believe yours gives the best results.

Yours very truly,
(Signed) A. N. SHEPARD & SON,
By G. W. Stewart.

HAVE YOUR CHOICE

Every Installation Guaranteed

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D. P. GOSLINE, Manufacturer

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"A Clean Pipe in a Clean Pocket"

A case made of the finest rubber and lined at the bowl with an incombustible material—very handy and takes hardly any room in the pocket.

Sold extensively abroad and selling readily in this country.

Popular priced article affording excellent profit for retail trade and also in quantities for large distributers.

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HAVANA CIGARS

The Leader in All the World's Markets

ROMEO y JULIETA

U. S. REPRESENTATIVE
WM. T. TAYLOR, 50 E. 42nd St.

San Francisco Observed Nation's Mourning Day

Tobacco Jobbing and Distributing Houses Closed All Day, August 10—Cigar Man in the Political Lime Light—Important Real Estate Transaction in Oakland.

San Francisco, Cal., Aug. 14.—Having been the scene of the final passing away of President Harding, perhaps no city in the United States outside of Marion and Washington more spontaneously observed last Friday, the day of his burial, as a day of mourning, than did San Francisco. The tobacco jobbers and distributors took no orders and made no deliveries, and dismissed their clerical forces for the day. While some of the retail stands were open a part of the day, there were others that were closed the entire day. So only places of the most absolute necessity, like the hotels and restaurants continued to do business, the latter closing for several hours.

The Joseph Ridaldo Co. closed up shop, notwithstanding it was a difficult thing, because it is in the very midst of a big San Felice campaign, with orders crowding. They have too just been swamped by an avalanche of new goods still crowding their space, in the original cases. They are preparing for an enormous fall trade.

Seeking to Serve the Public

Adolph Judell, civil engineer and cigar man, is receiving loyal support from the cigar fraternity as candidate for supervisor. He says that he has found surveying and engineering and cigar distribution have more in common than most people might suppose. When he took position as secretary-treasurer of H. L. Judell & Co., and began to delve into the problems of the business, he found it was necessary as in any engineering proposition, to survey the ground carefully and locate the foundation well. Then it was necessary to take account of the materials and resources necessary to build the business, just the same as in building a dam. Then the problem of obtaining, moving and placing those resources and materials complete the work of building the business. Mr. Judell states that he feels he can reasonably expect the support of the tobacco trade including the retailer; for while, naturally enough, not all retailers have been customers, they can point with satisfaction to the fact that they have always been fair to their retailers, and have refused to sell anything at wholesale even to their best friends, who were not dealers, referring them always to some convenient retailer who handles their brands. And in these days of freak legislation, a friend in court is sometimes worth having.

United Making Big Realty Purchases

Perhaps the most attractive place for investment in California just now is the city of Oakland. Coldwell, Cornwall & Banker, and A. M. Rosenstirn, of San Francisco, have been putting over some big real estate deals there in central business property. Among others they have sold the northwest corner of Eleventh and Washington streets for the United Cigar Stores Co. In turn the United Cigar Stores bought the southeast corner of Eleventh and Broadway, one of the choicest corners of the city for the reported sum of $350,000; a portion of which lot they resold, keeping the corner. Altogether, through A. E. Baeder, president of the real estate department of the United Cigar Stores Co., they have purchased near $2,000,000 worth of Oakland business property. This includes two other of the finest corners, that of Washington and Twelfth streets, representing an investment of $700,000, and the northeast corner of Broadway and Twelfth street, an investment of $500,000. Through the above agents they are negotiating for another large holding not far from those already obtained. The wonderful factory growth of Oakland, combined with its great harbor improvements made and proposed, is bringing to the city great numbers of highly paid skilled artisans, which explains the great rush for choice business locations.

Must Learn to "Chaw" Their Own

Now that they are beginning to use prune juice to flavor chewing tobacco, it is pointed out that California, especially the agricultural part, will have to begin

AIXALA & CO.
Packers and Dealers of Havana Tobacco
ALSO PORTO RICAN TOBACCO
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HINSDALE SMITH & CO.
Established 1840
Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco
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STANDARD FOR OVER FIFTY YEARS

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

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ROCHE & GALVAN

Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

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H. UPMANN & CO.

ESTABLISHED 1844

Bankers and Cigar Manufacturers

HAVANA, CUBA

CHAS. LANDAU, Agent, 35 Wall St. New York

ig more chewing, in loyalty to the onage of home products.

Live Trade Notes

mong the visitors to the city of the den Gate has been George Southworth, well-known tobacco merchant of opah, Nev., who is giving the city a on his return trip from Los Angeles.

. N. Snover, the Judell salesman, has making a visit to the city, and reports a good run of business in the San quin valley.

ouis Polaski, of the Polaski Cigar formerly representative of the Amern Cigar Co., at San Francisco, is up rn the Angel City doing the handke act with old acquaintances.

. J. Lachman, of the Sumatra Amern Tobacco Co., has been up from Los geles on his regular trip.

I. L. Judell reports enjoying himself, n improving health at the beautiful na Vista resort near Los Gatos.

he Samuels chain of stores has added ew Fresno store. It manufactures a nd of its own in Los Angeles and ntains stores in Fresno, Stockton and kland.

ulian Solmonson, the popular retailer the Spreckles Building, is taking his ation in the hospital. His condition is nounced not serious; so he will soon back pushing business as before.

am Israel, the jobber of Jackson et, is off for a two weeks' vacation through the south part of the state. keeps his business in such good shape it runs right along. In fact, it is ning so well since he left, they are atening to wireless him to stay away ile. He has been faithful enough to a good stay-away anyhow.

. Cobletz has sold the concession he ntly purchased of J. Gleichman at Stune Beach in Alameda, and has ned a fine store at 205 California et, the old Bay State location. He an attractive barber shop in the rear.

he P. Lorillard Co. is starting a billrd campaign on Climax. A. E. Fagan, division manager, has returned from famous Rodeo at Salinas, where a ket-knife was given away with every g.

A Change of Owners

ALLEY CITY, N. Dak., Aug. 16.—John Rourke has been succeeded in the ir and billiard business by B. W. nne.

Chews Tobacco 60 Hours

JONESBORO, Ga., Aug. 18.—Dan Henderson can rest on his laurels today (p'tuh!) for he is the champion long distance tobacco chewer of this town and perhaps this United States.

Jonesboro has watched the different types of marathon and endurance contests of late and finally decided it would stage one itself. It called for entrants for a tobacco chewers marathon, and more than two score men at once accepted the gage of battle.

The rules provided that each man would take a big plug and start away. The one still on his feet and chewing after the others had quit from chewers' cramp would be acclaimed a champion. Contestants could eat and sleep, but were not allowed to relinquish from their mouths the plugs upon which they started.

Ready to Meet All Comers

When the whistle blew for the getaway forty-six pairs of teeth clamped down on forty-six plugs. Hour after hour the contest went on, until after two and one-half days of continued effort Dan Henderson was the only one who retained a part of his plug and whose teeth still moved in even mastications (p'tuh!). Dan Henderson chewed alone, and he vowed he could keep on for another day or two when his physician declared lockjaw might develop, and stopped him.

The champion, after the contest said he was ready to meet all-comers. Meantime the Jonesboro City Council is considering legislation that forbids all future marathons of this nature within the city limits.

Spanish Regie Prospers

WASHINGTON, D. C., Aug. 18.—Tobacco monopoly in Spain (Compania Arrendataria de Tabacos) for 1922-23 has made more profit than in any previous year of its existence, according to a report from Charles H. Cunningham, Commercial Attache. Sales aggregated 394,652,712 pesetas, against 346,101,167 pesetas during 1921-22. After deducting expenses there remained a net income of 235,274,307 pesetas, compared with 194,530,881 pesetas in 1921-22. The state treasury participated to the extent of 227,133,251 pesetas and the Compania Arrendataria de Tabacos received 8,141,055 pesetas.

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Highest Quality - - Lowest Prices

Our Style D Suits the Purpose

100 .....15 cents each
250 .....14 " "
500 or more .....12 " "

Includes Printing on Glass or Metal.

Choice of Five Colors. Send for Sample.

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Manufacturers
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Established 1867 Original Factory No. 1

The Standard Clear Havana Cigar Factory

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Havana Leaf Tobacco of all kinds
STRIPPING PLANTS

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Dealers in All Kinds of Havana Tobacco
Specialty—Remedios & Vuelta Abajo Tobaccos
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BRANDS THAT BUILD UP BUSINESS



VEGA DEL REY
BOUQUET DE LA ADA
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AFFECIONADA
CAPITOL CLUB SPECIAL

S. H. FURGATCH Y CA., 75th St. & Ave. A., New York

Chicago Trade Notes

CHICAGO, Aug. 18.—The Dell Smoke Shop, an up-to-date retail cigar store that was opened a few months ago by Dell Bros., at 436 South Wabash avenue, has "hit the rocks." Fred E. Hummel, trustee for the benefit of the creditors, had the Samuel L. Winternitz Co., auctioneers, sell the stock at auction Wednesday. About 50,000 cigars of well known brands, and a large stock of cigarettes, tobacco, pipes, candies and smokers' articles, including all fixtures, were disposed of. What the creditors will receive (and almost every house in Chicago "is in") remains to be seen.

Sam Zuckerman of the H. L. Rogers Co., New York, spent several days here. Sam is interesting the merchants in his amber and gold cigarette holders this trip. He has them in price from five cents to $35 each.

Sojourning in Atlantic City

Clarence Hirschhorn and Mrs. Hirschhorn have left for Atlantic City and will not return until Labor Day. They will stop at the Ritz-Carlton Hotel, where Mr. Hirschhorn will be glad to meet any of the trade who may be in Atlantic City during his visit. While away his sales force will continue to boost for El Producto, Optimo, Harvester, Little Tom and Detroit Hand Made, all of which are big sellers here.

Harry Rogers of the H. L. Rogers Co., New York, passed through Chicago a few days ago, homeward bound from a very successful western trip.

New Accounts in Wolverine State

B. Cleenewerck & Son of Kalamazoo, A. F. Hintz & Son of Saginaw, L. W. Smith & Co. of Adrian and W. F. Rice of Grand Rapids, Mich., are new connections opened by Herbert V. Mesick for Cuesta-Rey cigars. Herb's business for Cuesta-Rey cigars gets bigger and bigger each month—in fact it is so big that Cuesta, Rey & Co. have written him to book orders subject to delay.

Golden D. Mann and Geo. M. Platner, both leading dealers in South Bend, Ind., will offer the Pancho-Arango, made in bond cigars in several ways.

Gus Stanage, the popular manager at the main store of Fred L. Wells, is up in northern Wisconsin on a fishing trip. In the meantime Mr. Wells is doing a "regular watch" behind the counter, and he still shows that "old speed" for which he was noted here for many years "as one of the best who ever went behind a showcase."

Robert Ellis of E. P. Cordero & Co., after several days in our city featuring Mi-Hogar cigars for Many-Blanc Co., has left for his home in Detroit.

Retail merchants from 38 states, 1,400 in number, and representing many lines, held their annual convention here at the Hotel La Salle. The purpose of the meeting, according to its sponsors, was to develop new business building plans and afford merchants the opportunity to exchange ideas on retail merchandising.

A full half page newspaper ad. introduced Pall Mall special size to the Chicago smokers a few days ago. This new offering of the American Tobacco Co. is packed in red boxes of 20, to retail at 30 cents. It is a little smaller than the regular Pall Mall, and the way it has taken hold for a newcomer indicates that it will be a big winner.

Reports Business Fair

Wm. Hickey of Hickey Bros., who operate 13 stores, seven in Davenport, Iowa, three in Rock Island, two in Moline, Ill., and one in Des Moines, Iowa, says business is fair and that there is lots of room for improvement. They distribute the General Cigar Co.'s brands and White Owl is selling like "hot cakes" at present. They have recently added the Hava-Tampa and Regulus clear Havana, made by José Pendaz, an old friend of theirs for over 20 years. In the old days Hickey Bros. featured strongly the then clear Havana cigar, which Pendaz sold.

Wm. Harbich is now calling on the city trade in a new machine. He sells San Alto for the San Alto Cigar Co.

Irving Hahn of R. Steinecke & Co., New York, is back at his Chicago headquarters after a swing around the Middle West.

New Size

A new 20 cent size of Pancho-Arango made in bond cigars is being placed with the trade. It is known as the Belmont size and is packed 50 to the box.

Robert Bacon cigars continue to gain in sales and Grommes & Elson are having a hard time getting enough ahead to take care of the demand.

Charlie Kreyer, the Hirschhorn Loop star, is keeping up his sales record, and all over the downtown section he has Harvester, Optimo, El Producto and Detroit Hand Made well placed.

At the Half Century Mile-Post

Lyman Baum, general manager of A. Santaella & Co.'s New York office, will arrive in a few days. While here he will celebrate his fiftieth birthday. Chicago was Baum's former home and as most of his relatives live here, this is where he will stage a big "blow-out."

Don Pancho Arango, of Arango & Arango, Tampa, makers of Don Sebastion and Don Pancho cigars, graced our Loop this week. Senor Arango was "steered" around by his general representative, George W. Stocking. Both report business as being very good and Arango was highly pleased at the reception the trade gave him while here.
—H. L. H.

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Havana & Porto Rico Tobacco

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BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

Tampa Tidings

AMPA, Fla., Aug. 18.—Mr. Altman of lnan & Morrow, attorneys for the peti- ers in bankruptcy of Max Smith ing as the Tampa Leaf Tobacco Co., rts that Mr. Smith has stated that would not oppose the proceedings. ilities are about $17,000 with visible ts about $3,000.

eo. W. Shuey of the Shuey Tobacco Exterminator Service has been called Cincinnati on business. He is ex- ed to return to Tampa next week.

eo Gottsegen has returned from his tion in the East. He comes back renewed vigor. He reports that ness with Gradiaz, Annis & Co. is g strong and holiday orders coming

laud Munden, the office manager at Antuono's, is out again after a severe ss.

anuel Garcia of Perfecto Garcia & leaves for Chicago next week.

ancho Arango of Arango y Arango Chicago this week, and goes for a through the East in company with . W. Stocking, their sales manager.

latt Wendler, R. G. Wendler and us Fernbach are in Tampa en route n Havana to Chicago.

lorris Scadron of the Nordac Cigar will return to New York next week.

rrivals last Sunday from Havana e Celestino Véga and José Escalanta, spent a week there looking over their ks of leaf.

fire in the Enterprise box factory Cherry street and Francis avenue, st Tampa, was quickly put out Friday ning when the West Tampa fire de- ment arrived. Little damage was e by the blaze, which was caused by explosion of a gasoline stove.

gar Box Men to Meet

HICAGO, Aug. 18.—Invitations have n issued to cigar box manufacturers ll parts of the country to attend the th annual convention of the National ar Box Manufacturers' Association, e held August 30-31 in the Drake el. It is expected that this will be most important gathering in the his- of the association. A large at- lance is anticipated, it having been ounced that the Philadelphia delega- will come in special cars, and that w York, Detroit, Cincinnati and other s will be well represented.

. G. Merz, of G. Merz & Son, this , is chairman of a special committee in charge of arrangements. Other members of the committee are: W. D. Rosenberger, of Chicago Box Co.; A. C. Henschel, of A. C. Henschel & Co.; B. E. Henschel, of C. B. Henschel Manufacturing Co.; O. A. Fisher, of O. A. Fisher & Co.; Norbert Mueller, of Mueller & Son Co., and H. A. Webster, of Chicago Mill & Lumber Co.

The program includes several addresses on topics of special interest to the cigar box manufacturers, reports on matters concerning costs and freight rates, and general discussion of conditions in the industry at the present time. Special arrangements have been made for the entertainments of the visiting delegates, including sightseeing tours of the city, theater parties and other features.

To Move Office From Gotham to Tampa

Marcelino, Perez & Co., manufacturers of clear Havana cigars in bond, including the well-known Tuval, Redencion and Ponchartrain brands, plan to remove their business and distributing headquarters, now at 709 Sixth Avenue, to Tampa, Fla., where their factory is situated, on October 1.

Manuel L. Perez, in charge of distribution, states that there will be no changes in the management, and that each member of the organization will continue to follow his duties, as formerly. He declares that the move has been decided upon to insure constant personal contact with the factory, and that the change will insure prompt and efficient consideration to the trade.

Mr. Perez will not desert New York entirely, however, as he promises to visit Gotham several times in each year, after the change takes place.

Mazer Gets Davis Plant

NEWARK, O., Aug. 18.—The Columbus plant of the A. Davis Cigar Co. was taken over by the Mazer Cigar Co. of Newark and is now being operated in the same location as a branch of the Newark company. It was announced in a statement by the G. J. Schaeffer Co. that the Schaeffer company had purchased the plant.

H. C. Gundlach, of the Mazer Co., declared that the Mazer company took over everything except tobacco boxes and forms for certain private brands which had been manufactured by the Davis company. The Davis company's foreman and employees remained at their benches and are now producing Mazer products, Gundlach said.

R. LOPEZ TRUJILLO

Manufacturers of Clear Havana Cigars Exclusively

KEY WEST, FLORIDA

La Mas Fermosa—Comal—Magnetica



MADE IN BOND

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Each size is a perfect value and made of the finest Imported Cuban tobaccos, under climatic conditions and methods similar to Havana.



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Dealers and Packers of
LEAF TOBACCO
Conn. Shade - Broadleaf - Porto Rico - Havana
197 WATER STREET :: :: :: NEW YORK CITY

Connecticut Notes

ARTFORD, Aug. 19.—Tobacco growers a: been favored with very fine weather ng the past two weeks, and the har- ng of the Connecticut "bumper" crop been pushed along very rapidly, and he Glastonbury and Hockanum dis- s some of the growers are through harvesting and are now resting easy, not worrying about any possible n damage.

he growers feel proud of their 1923 of tobacco and are working hard get it "under the shingles." They that it is a very expensive proposi- to harvest the crop, as help is scarce wages are soaring. As high as $7 day is being paid, and even at these es there is not enough labor avail- . Even boys are getting from $2 to er day and about all they do is to the plants to the stringers, the rest the time keeping the "boss" busy ching them to see that they do no hief.

dications are now that all the avail- shed room will be occupied as the is filling up faster than it has in ner years.

few mornings during the past week e the growers warnings that they t keep hustling along with the har- as the thermometer has been down 48 degrees, and warming up during middle of the day.

lear weather, with good currents of have prevailed during the day and sheds get a good "blow out," and growers are very hopeful that these rable conditions will prevail for some ks to come. Such weather is needed ure the crop without pole sweat.

rowers refrain from "firing" their ls to prevent pole-sweat, unless they absolutely obliged to.

he shade growers are also hustling it along, and are now on their third nings with the first primings well ed and will soon be ready to take n and go into the warehouses for king.

udge L. P. M. Hickey, chief of the ld Service Department of the Con- ticut Valley Tobacco Growers' Asso- ion, was in Maine during the week, addressed a meeting of the potato wers at Presque Isle. They are con- ring the formation of an association the co-operative marketing of their atoes. Judge Hickey has had consid- ble experience in the forming of asso- ions, and to him much credit must be en in the formation of the tobacco wers in the Connecticut Valley.

Mr. Osterwise of New Haven, who es the "Judge's Cave" cigar, has been South Windsor picking up a few ps of 1923 at prices reported to be at cents per pound, assorted.

Tobacco Shed Burned at South Windsor

SOUTH WINDSOR, Conn., Aug. 18.— e of unknown origin early this evening troyed a large tobacco shed here ned by David Daly. The loss is esti- ed at $20,000 and is partly covered insurance.

he fire started at 7 o'clock and made a rapid headway. The fire department from East Hartford was summoned but arrived after the fire was well started. The shed was filled with shade grown tobacco.

The Tobacco Growers' Association

Recent reports from the Connecticut Tobacco Growers' Association indicate that that newly organized co-operative association is proving a wonderful success, and is a good illustration of what farmers can do when they employ business methods.

For years tobacco growers were at the mercy of buyers, and were compelled to accept their prices or see their crops rot. Early in the summer buyers would visit tobacco farms and make the growers an offer for their crop. It was usually a case of accept that or nothing, for buyers had a gentleman's agreement among themselves not to intrude upon each other's territory. The grower had no other market for his product. Many a stubborn grower refused a low offer only to regret it later when he found that he not only could find no other market, but that in the future he was blacklisted.

The Growers' Association has changed all this. Now every grower takes his crop to a central warehouse where it is sorted and graded and he gets exactly the same price per pound as his neighbor regardless whether he has a pound or 20 tons to sell. The association employs several highly paid officials that are business men of the best, the highest repute as is proved by the selection of Joseph Alsop as president with a salary in the neighborhood of $25,000. One of the first things Alsop did was to go into the money market and borrow upward of $6,000,000 to finance the first year's crop. Next, a co-operative insurance arrangement was planned that saved the growers a tremendous amount of money, and now comes the announcement that the new crop is to sell at prices ranging from 35 to 50 cents a pound as compared with that of a year ago which ranged from four to 25 cents.

Aaron Shapiro who organized different fruit growers' associations in the West was called in to organize the tobacco growers. His theory is that to be successful, an association must be based upon product and not upon territory. In other words, the Connecticut Valley tobacco growers produce a certain kind of leaf that is not grown in any other place. Hence they can form a monopoly of their crop without competing with the tobacco growers of the South who grow an entirely different kind of leaf. Connecticut valley tobacco is used chiefly for cigar wrappers, that of the South for pipe tobaccos and fillers.—*Pittsfield (Mass.) Eagle.*

Supervises Big Harvesting

Alfred I. Meldelsohn, of Meyer & Mendelsohn, Inc., is in Connecticut, supervising the harvesting of the big tobacco crop controlled by this enterprising organization.

New Smoke Shop

STOUGHTON, Wis., Aug. 18.—Broughton & Lindley have opened the O. K. Smoke Shop here.

W. S. PINNEY & CO.
INCORPORATED
GROWERS PACKERS
PINNEY'S
CONNECTICUT SHADE
UP TO A STANDARD NOT DOWN TO A PRICE
QUALITY TO BURN
SUFFIELD CONNECTICUT

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INCORPORATED
GROWERS AND PACKERS OF
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Buyers on All Important Markets in Virginia and Carolina

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All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
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Samples Furnished Cable "FICKLEN" Correspondence Solicited

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Codes { A. B. C. 4th & 5th Edition
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Clean, Uniform Strips a Specialty

ROCKY MOUNT, NORTH CAROLINA, U. S. A.

Danville's Opening Date Set for Sept. 25

DANVILLE, Va., Aug. 20.—The Danville Tobacco Association has voted to open the auction sales on the Danville market, September 25, the same date as that suggested by the United States Tobacco Association at its annual convention held a few weeks ago at Asheville, N. C. The board of trade of the various market towns in the old belt were expected to meet and to ratify this date or to make such changes as they saw fit, inasmuch as the opening dates for the different belts are not compulsory. It was at first thought that efforts would be made to delay the opening of the local market because of the lateness of the crop, but when the meeting was called no such development was noted. Warehousemen generally were anxious to begin sales on the announced date so that there should be no confusion among the farmers. They were, however, anxious that there should be on hand a full corps of buyers in order that the market prices would be high and at the meeting the assurance, while not given, was implied that the imperial and the export companies would have their buyers on hand.

The number of sales will be left to the Sales Committee of the association. The meeting voted down a recommendation that two sales be put on at the opening, the feeling prevailing that farmers might get the impression that two sales would be inadequate and that they would experience delays in disposing of their tobacco. The Sales Committee will be guided by conditions at the opening of the market and will order as many sales as are necessary.

Reports from eastern Carolina are to the effect that recent heavy rains have begun to damage the crop there.—TETLEY.

Receipts and Sales in the Carolina Markets

WILSON, N. C., Aug. 18.—A compilation of receipts of tobacco by the auction houses of the South Carolina Belt, shows a total of 18,500,000 pounds to date. No change is reported in the prices paid for the common and medium grades but the market is right much stronger on the better grades. As indicated in our letter at the opening in the South Carolina Belt, the crop, as a whole is only a normal one in quality, but about 25 per cent increase in quantity. Your correspondent was one of the few at that time holding this view of the situation, but it now appears that all the others are coming to his way of thinking. No figures are as yet available as to what the crop is now averaging in the South Carolina Belt, but an average of 23 cents would not be far out of the way.

The Co-op Figures

The Co-operative Association is *claiming* to have received up to the present, 5,000,000 pounds. There is no way of ascertaining the correctness of the claims. The Agricultural Department of both South Carolina and North Carolina require the auction houses to report, under oath, monthly, a statement of their receipts. No such requirements are *demanded* of the co-operative association, and for this reason its figures as to receipts are always taken with a big "grain of salt." Well informed tobacco men, just returned from the South Carolina Belt, think that 3,000,000 pounds would be a great deal nearer right than 5,000,000. But, conceding its claim of 5,000,000, for the sake of argument, it would mean only 21 per cent of the gross receipts, as against 36 per cent of the crop received by it in that belt last season, or a falling off of over 40 per cent.

The Pitt County Cases

Much interest is being aroused over the outcome of the cases booked for trial the coming week at Greenville, wherein 108 members of the association are sueing the association for a return of their contracts, alleging that they were procured by fraudulent representation. The cases will be hotly contested by the association, and able attorneys will represent both sides. Judge Lloyd Horton, the distinguished young jurist, will preside, and it is more than likely that all of the cases will be tried by a jury, inasmuch as issues of fact are raised. There was a strong effort made yesterday on the part of counsel for the association to continue these cases, the matter being heard in chambers at Farmville, but the court ruled that the cases would come up as set upon the calendar of Pitt County.

Crop Conditions

All kinds of crops in eastern North Carolina are looking good, and if tobacco and cotton sell as well this season as they did last, on account of the size of the crops, there will be an era of great prosperity throughout this entire section.

Association Receiving Stations

The Co-operative Association has designated the following places as Receiving Stations: Ayden, Ahoskie, Baily, Burgaw, Clinton, Farmville, Goldsboro, Greenville, Kenly, Kinston, La Grange, Maysville, Nashville, New Bern, Pinetops, Robersonville, Rocky Mount, Richlands, Snow Hill, Spring Hope, Smithfield, Tarboro, Vanceboro, Windsor, Wendell, Williamston, Warsaw, Washington, Wallace, Wilson and Zebulon.

The Auction Sales

The auction houses will open, as heretofore announced, on August 28. Quadruple sales, as formerly, will be run at Wilson, with a probability of quadruple sales also at Greenville, and with triple sales on all the large eastern Carolina markets. Everyone is anxiously awaiting the opening of the auction houses, for

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CLARK BROS. & CO.
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All Grades Virginia and Carolina Tobaccos.
Also Kentucky Air Cured and Burley Types.
We cover closely the Virginia Dark Belt and specialize in this type of Export.
BEDFORD, VIRGINIA

GEO. A. LEA & CO. Leaf Tobacco Dealers
DANVILLE, VIRGINIA, U. S A.
Virginia and Carolina Cigarette and Smoking Tobacco a specialty
Export and Domestic Types
Established reputation for careful grading and packing
Our own buyers in best markets
Correspondence invited. Cable address: "Lea," Danville, Va.

this season of the year, just before new crops come in, money is very rce and those who really have it take antage of the situation and put off ir creditors until "Tobacco comes to n." Then everything is lovely and goose hangs high.—McFarland.

Flynt Tobacco Co. Getting Addition in Shape

Winston-Salem, N. C., Aug. 18.—The large addition to the J. G. Flynt Tobacco Co., which practically doubles the capacity of the plant, is about completed. The building itself will be ready for occupancy within the next few days, and it is thought that within a month the new machinery that has been made necessary by the enlargement of the plant will be installed and everything gotten in running order.

The addition is to the rear and adjoining the main brick structure on Oak Street. It is forty feet in width, 166 feet long, and five stories high. The original building is but four stories high, but on account of the slope of the ground the addition has five and still remains on the same roof level.

According to T. P. Fulton, president and treasurer of the company, the business of the concern has developed to proportions entirely too big to be handled without additional space. The new part of the plant will be used practically entirely for the manufacture of chewing tobacco, while all of the old building will be devoted to turning out smoking tobacco.

The addition is constructed of brick, braced by steel girders. A sprinkler system has been installed, making the building practically fireproof. One of the distinct features of the construction is the outside elevator shaft and the outside stairway. Both of these shafts are entirely fireproof in every way and so designed that in the event of a fire, no one could be possibly cut off from escape.

With the additional space provided by the new building it is the plan of the company to greatly increase their output of both chewing and smoking tobaccos. With this in view, they are getting in only the newest and most modern machinery for this work. When the new machines are installed they will be run entirely by electricity, thereby doing away with the old method of steam, and consequently saving much in time and labor.

The famous brands of both smoking and chewing tobacco turned out by the J. G. Flynt Tobacco Co. will be continued. The two most famous brands of smoking tobacco are Black Jack, and Sir Walter Raleigh, while the chewing tobacco brands, known the country over, are Pride of Winston, Ox and Big Boy.

"But manufacturing space was not the only thing needed in this rapidly growing company. They had to have more storage, therefore on the east side of the street, adjoining the large warehouse they already had, the company is constructing a warehouse which will have, when completed, about 20,000 square feet of floor space. This warehouse is one hundred by two hundred feet, built entirely of cement and steel, covered with an extra heavy sheet iron roof. In this immense warehouse, the tobacco to be cured in hogsheads will be stored until it is ready for use in the factory.

Mr. Fulton said that the growth of the business of the company is increasing steadily and that with additional equipment provided, he is looking forward to the biggest year in the history of the company. He views the business situation most optimistically, this being based upon information and "evidences" received by him through the company's representatives in every part of the country.

Rumored That Barker Is To Resign

Augusta, Ky., Aug. 18.—The *Chronicle* of this place says in its editorial page:

"The *Chronicle* learns, unofficially, that it is the intention of R. M. Barker, Director of Warehouses for the Burley Tobacco Growers Association, and one of the prime movers in the formation of the organization to resign, effective September 1. Mr. Barker has given his full time toward the success of the farmers' movement from the beginning, and it is to his untiring efforts that much of the success of the Association is due, and if he does not reconsider, and his resignation becomes effective it will be a distinct loss to the tobacco growers of the entire tobacco growing district. If there is any way to keep Mr. Barker as one of the heads of the Association, no move should be left undone to do so. Mr. Barker is honest, has the best interest of the growers at heart, and is one of the best posted tobacco men in the country, and by all means he should be induced to remain. Salary should be no object when men like President Stone and Mr. Barker are considered. Mr. Tobacco Grower, this contemplated resignation is of vital importance to you."

Wants Co-op Perfected

Nashville, Tenn., Aug. 18.—G. F. Sanders, of Dickory Point, Tenn., recently writing to the *Banner* of this city, says:

"There is a good deal of dissatisfaction about the tobacco association we now have, and I think justly so. In the first place the speakers, committees, campaigning to get signers to the contract, promised lots of things that is not in the contract. And seven out of ten signed it without reading it—some of them couldn't read it, and that is the class of people being the hardest to satisfy, because they don't understand.

"Now don't destroy the association, let's perfect it, and all get in. And the way to do this is to give the farmers control, something they haven't got under

JOHN E. HUGHES CO.
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VIRGINIA
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A. B. C., 4, 5 and 5th Improved
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Leaf Tobacco Dealers
We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.
Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.
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INCORPORATED
LEAF TOBACCO DEALERS
ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLES UPON APPLICATION
WINSTON-SALEM, N. C., U. S. A.

Cable "Winleaf" Winston Salem, N C—Codes A B C 4th & 5th Editions Western Union
WINSTON LEAF TOBACCO & STORAGE CO., Inc.
Dealers in LEAF TOBACCO
Strips, Scrap and Stems. Complete Facilities
Order or Contract Samples Submitted on Request
WINSTON-SALEM, N. C., U. S. A.

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Successors to E. K. JONES & CO.
LEAF TOBACCO BROKERS AND DEALERS
Specializing in Old Belt, Virginia & Carolina Tobaccos
Full lines carried in stock. Samples on application.
Arnold's Code No. 5 Leiber's A. B. C. 4th & 5th Editions
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PETERSBURG, VIRGINIA U. S. A.

Cable Address "Maczim"

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H. G. Whitehead W. P. Anderson S. H. Anderson

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LEAF TOBACCOS

Commission Merchants and Exporters

If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.

WILSON, N. C., U. S. A. *The largest bright leaf tobacco market in the world*

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To Manufacturers of Scrap and Fine Cut Tobacco

To protect your goods, you ought to pack it in our paraffine lined, weatherproof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

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A Large Supply of Leaf Tobacco Always on Hand.

We buy all grades Bright Tobaccos, Virginias, Darks and Burleys, Steam and Natural Season. Samples Furnished.

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VIRGINIA-CAROLINA TOBACCOS

Mullins, South Carolina

this contract. The way to give the farmers control is through a delegation of their own selection, and the way for them to be selected is for each school district, or not over three districts, to meet at the most suitable place, nominate and elect their manager, graders and attorneys, also to elect a delegate from each district and send him to their respective sale place, to Clarksville, Springfield, Hopkinsville, and so on, and send them every two weeks to their sales places and don't send him twice, send a new man every time. Don't let the same man go oftener than every fourth time. If they do, they will organize and steal something. Now this is no reflection on the gentlemen now employed, it means the one you will hire, and let each and every transaction be subject to their approval, and the property belongs to the farmers if they pay for it, and not the preferred stockholder, as is now the case.

"If I understand it, now the people that wrote and influenced the writing of this contract, knew that they were taking the advantage.

"There is not any objection to the membership part of this contract, it is not any too tight, and not any too slack—just right. But the official part of it is very weak, and they intend for it to be."

Kentucky's Tobacco Crop

LOUISVILLE, Ky., Aug. 18.—The August crop report, issued by the Louisville office of the United States Department of Agriculture, forecasts a production in Kentucky of 534,965,000 pounds of tobacco, compared with an early estimate of 522,887,000 July 1, and a yield of 406,250,000 pounds last year. The increase is due to increased acreage.

The nation's tobacco crop is forecast at 1,473,837,000 pounds compared to 1,324,840,000 pounds last year and 1,361,149,000 pounds average annual production 1917-1921, inclusive.

Fear Loss from Premature Harvesting

LEXINGTON, Ky., Aug. 17.—Experienced tobacco men in this section are almost unanimous in their opinion that burley tobacco is being cut too green this year and that serious losses may result from houseburn in curing, due to the fact that the crop has made a rank growth and is full of water.

J. R. Cunningham, of this city, and F. M. Nelson and J. L. Gorin, both of Louisville, all tobacco men, visited the Kentucky Agricultural Experiment Station Thursday morning for a conference with Director Thomas P. Cooper and tobacco men of the experiment station on this matter. Mr. Cunningham pointed out that many fields of tobacco in this section are being harvested before the crop is old enough to mature properly.

In speaking of the early cutting now going on throughout the burley belt, E. J. Kinney, a member of the experiment station agronomy department and a tobacco specialist, said, "It is true that the experience of tobacco growers in recent years indicates that cutting burley tobacco fairly early usually gives leaf of better quality, considering the present market demand, than is obtained by letting the plants stand until they are fully ripe.

"There is no question, however, but that this matter of early cutting can be carried too far. Harvesting a crop of burley while very green gives a much lower yield than when the crop is allowed to become mature. In addition it is much harder to cure an immature crop without injury, particularly in such a year as this in which the tobacco has made a rank growth and is full of water. Unless the weather is exceptionally favorable for curing, it is almost impossible to prevent houseburn in green tobacco.

"Undoubtedly many of the growers who are cutting their crops green this year are doing so because of the danger of serious damage from rusts, including wildfire. Tobacco badly infected with wildfire probably should be cut now, but some growers and buyers of wide experience say that less damage results from the wildfire than from cutting the crop green and housing it under unfavorable conditions.

"The best plan where rust is not doing damage is to watch the crop closely and not cut until danger from rust damage makes it necessary.

"It should be remembered that early cutting lowers the yield and it is doubtful if the price between early cut tobacco and that which is fully matured is enough to make up for the difference in yield."

Ton an Acre Tobacco Club

SPRINGFIELD, Tenn., Aug. 18.—C. H. Moody, county agent of Robertson county, has under way a "ton an acre tobacco club" and he says it is growing and that Springfield is going to have a real tobacco show this year; one that will be the biggest ever held in the dark-fired district. The show is open to all who market their tobacco at Springfield. Men will show tobacco here from Joelton to Adairville, from White House to Sadlersville. The only regulation is that it must be the product of a measured acre.

Makes Some Important Leaf Purchases

Celestino Lopez, of Arguelles, Lopez & Bro., cigar manufacturers, of Tampa, Fla., has been surveying the local leaf market and picking up choice offerings for his organization.

T. S. WILLIAMSON & CO., *Leaf Tobacco Dealers*

Orders and Contracts Solicited Samples on Application

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INTERNATIONAL PLANTERS CORPORATION

INCORPORATED

Cable Address 'Inplants { New York, Louisville, Ky., Danville, Va.

IPC TRADE MARK

CODES: Private, Western Union, Liebers, A.B.C. Code 5th Edition Improved, Bentley's All Five Letter Editions

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SAMPLES FORWARDED ON REQUEST

OFFICES: LOUISVILLE, KY. --- DANVILLE, VA. --- 110 EAST 42ND ST. NEW YORK

Louisville Tobacco Market Reports

OUISVILLE, Ky., Aug. 18.—The Louisville Tobacco Board of Trade makes report of the hogshead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to August 17

Warehouses	Week—Auction Sales	Week—Private Sales	Week—Total for Week	Year, Jan. 1, to date
Planter	...	...	...	792
Kentucky	48	24	72	6,844
Main Street	...	...	...	2,686
Planters-Farmers	...	59	59	8,684
W. Tenth Street	...	...	...	3,390
Louisville	...	...	...	4,102
	48	83	131	26,498
Same time 1922			925	50,532
Same time 1921			1,313	46,237
Same time 1920			727	35,701

Classifications of This Week's Sales

	Old Crops	1922 Crop	Total
Burley	60	29	89
Dark	36	6	42
	96	35	131

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	8,962	14,705	23,667
Dark	2,260	571	2,831
	11,222	15,276	26,498

Classification of Sales to Same Date in

	1922	1921	1920
Burley	47,229	42,797	33,685
Dark	3,303	3,440	2,016
	50,532	46,237	35,701

Comparisons with Previous Years

	1923	1922	1921
SALES—			
Total sales of new crop to date	19,798	14,877	37,722
Sales of new crop, to date. Original inspection	16,058	12,363	30,861
REJECTIONS—			
Rejections this week:			
Burley	6	...	...
Dark	12	...	...
Total	18	175	278
Percentage of rejections to auction sales:			
Burley	20	...	...
Dark	67	...	...
Total	38	32	22
Rejections, Jan. 1 to date:			
Burley	5,268	...	...
Dark	508	...	...
Total	5,776	10,516	10,087
RECEIPTS:			
Receipts this week	311	539	1,029
Receipts, Jan. 1 to date	19,251	30,564	38,054

Official Quotations at Louisville, August 17, 1923

	Burley—Dark Red	Burley—Bright Red	Burley—Colory	Dark—Manufacturing
Trash (green or mixed)	7 to 8	8 to 9	9 to 11	to 4½
Trash (sound)	10 to 12	12 to 14	15 to 17	4½ to 5½
Common Lugs	12 to 14	14 to 16	18 to 20	5½ to 6½
Medium Lugs	15 to 16	16 to 18	20 to 22	6 to 7
Good Lugs	18 to 20	20 to 22	22 to 25	7 to 8
Common Leaf (short)	12 to 14	14 to 16	18 to 20	8 to 10
Common Leaf	15 to 17	18 to 20	22 to 25	10 to 12
Medium Leaf	22 to 24	24 to 26	27 to 30	14 to 16
Good Leaf	26 to 30	30 to 32	32 to 35	18 to 20
Fine and Selections	35 to 40	40 to 42	42 to 49½	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

HOPKINSVILLE, KENTUCKY, U.S.A.

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HEADQUARTERS OF THE DARK TOBACCO GROWERS CO-OPERATIVE MARKETING ASSOCIATION

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Send your orders to your broker at Hopkinsville.

Also, millions of pounds of tobacco are marketed here each year by the independent growers by auction on the loose leaf floors.

INFORMATION GLADLY FURNISHED BY J. W. HANCOCK, PRESIDENT OF THE HOPKINSVILLE TOBACCO BOARD OF TRADE.



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WRAPPERS A SPECIALTY CORRESPONDENCE SOLICITED
Samples on application DANVILLE, VIRGINIA, U. S. A.

Paducah Prospects

PADUCAH, Ky., Aug. 18.—There is no news about the loose market, neither is there any of the hogshead market. No doubt some sales have been made by the Association, but they have not been made public and if there has been any business at all it has been of little consequence.

The Association is practically through prizing and has been drawing some fresh samples, but the tobacco generally has not been in the hogshead long enough to assimilate and show as it will later, and the probabilities are that the managers will wait until it has passed through the sweat before sampling to any extent.

The weather continues unfavorable on the growing crop. Heavy rains fell over the entire district during the past week, and we have heard of a little damage from hail, but so far the damage from this source is very slight. The greater damage is to the early tobacco that is beginning to ripen. It is taking the second growth which means to make it rough and coarse in quality, and a dry, hot spell is badly needed.

Damage from Overflow

I reported last week considerable damage from overflow and washing, which no doubt caused a considerable loss. On the other hand the tobacco grown on upland is getting a larger growth than usual and the loss from overflow may be made up in weight by reason of the uplands making larger tobacco than usual. Aside from the damage I have reported there have been no bad developments. We have heard of some black fire, but so far it amounts to but little, and if weather conditions will become more favorable, which means dry, hot weather, there is no reason yet why we shouldn't have a splendid crop of tobacco and the heaviest yield that we have ever had. The greater part of the crop was planted early and has grown already to be oversize and the yield will be heavy, and more long tobacco than usual. The later plantings are growing splendidly and may make the best part of the crop when it comes to quality, but at this stage of the game it is impossible to say how much of the quality and the yield may be curtailed with a continuation of unfavorable weather conditions.

The Dark Tobacco Grower's Co-operative Association managers are organizing throughout the district and will soon start an intensive campaign to increase their membership. What the outcome will be remains to be seen.—W. B. KENNEDY.

Springfield Auction Marts To Be Open

SPRINGFIELD, Tenn., Aug. 18.—All of the loose floor sales houses of Springfield announce that they will be open for business the coming season, says the *Herald-News*, and will handle tobacco as has heretofore been the custom.

There will be four houses in operation. These are the E. J. Gunn Tobacco Co.; McMurry Loose Leaf Tobacco Co.; Tennessee-Kentucky Tobacco Co., and the Farmers Loose Leaf Warehouse Co. Some talk has been going the rounds that a new sales house would open before another crop came on the market, but nothing definite has been given out. Many believe the proposition will fail to materialize.

So far as is now known no change in the methods of the loose floors is contemplated. Tobacco will be offered at auction as heretofore, the owner being given the right of rejection. Two sales each week will be held and sales will come oftener if deliveries justify it. Tuesdays and Fridays will be sales days, the market to open about December 1. Some loose floor operators, however, are opposed to an early opening of the market, saying that it is better for all concerned if sales are not started before the first week in January.

Loose floor operators express themselves as well satisfied with the business they had during the past season and they are expecting many farmers to again choose this method of selling their crop the coming year.

Dark Co-op Wins Victory Over Member

HOPKINSVILLE, Ky., Aug. 18.—The Dark Tobacco Growers' Co-operative Association yesterday won a sweeping victory in its first case against a contract violator in Tennessee when Judge Joseph Stout, chancellor of the chancery court at Springfield, upheld the pool contract in that State.

R. H. Mason of Robertson County was the defendant in the suit filed by the pool several weeks ago in which association counsel alleged that Mason "dumped" a large portion of his crop on the loose floor. When the case was first called at Springfield on the 10th of July the defendant asked for a continuance and it was reset for the 15th of August.

Mason's attorneys demanded a jury when the case was first called and Judge Stout granted their request in order that there might be no question of a fair trial. The defendant then held that no association member was qualified to pass upon the issues of the case and, as association counsel did not object, twelve non-members were chosen for jurors.

Judge John E. Garner, Mason's attorney, attempted to prove that the contract was obtained by fraud and that the association was mismanaged. Much of the testimony introduced by him along this line was excluded from the records by Judge Stout, who made it plain in his instructions yesterday that the contract was valid and was obtained legally.

The defendant then placed W. H. Simmons, a Springfield tobacco man, on the stand, who sought to show in his testimony that the association was mismanaged. After hearing everything Mr. Simmons had to say, the court ordered that all of his testimony be excluded from the record.

R. E. Cooper, director of warehouses of the association, showed conclusively that tobacco in the pool was handled in a business-like way and at a cheaper price than the tobacco on the loose floors. At one point when he was asked by Garner why so much dissatisfaction existed among the members in some sections of Robertson County, he said, "It is for the same reason that the Children of Israel were dissatisfied when Moses led them out of the wilderness."

The crowd in the courtroom applauded lustily when Mr. Cooper made this statement and the court found it necessary to rap for order repeatedly.

After all the testimony had been given yesterday and inasmuch as neither side demanded argument, the court ruled that there should be no argument and he gave the case to the jury. The jurors deliberated for three hours before returning the verdict on the issues of fact.

They found for the association on all points but three which were considered immaterial.

Mason's attorney, recognizing the fact that his battle was lost, immediately filed a motion for a new trial which was taken under submission by the court who set September 14 as the date for hearing.—PRESS SERVICE INFORMATION BUREAU.

Owensboro Outlook

OWENSBORO, Ky., Aug. 18.—I am forced to make an unfavorable report on condition of the tobacco crop. During the past ten days the disease known as "Wildfire" has become very prevalent in the crop, which has been augmented by excessive rains during the week; and due to the rapidity of its spread it is very hurtful, rather forcing farmers to cut their tobacco green or lose it.

Thus at this time the outlook for really good, well-matured tobacco promises a much smaller percentage than it did ten days ago.—J. S. PHELON.

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New Warehouse Company Organized

LEXINGTON, Ky., Aug. 17.—Articles of incorporation of the Independent Tobacco Warehouse Co., placing the capital stock at $60,000, were filed in the county clerk's office yesterday. The incorporators and officers are John L. Buckley, president; J. W. Rodes, vice-president; L. M. Land, treasurer, and C. E. Buckley, secretary. The stock is divided equally between the four officers.

Officers said yesterday that they would start the construction of a new modern warehouse immediately on the plot of ground on Virginia avenue, purchased recently from E. C. Franke, of Louisville, Ky.

All of the officers of the company are known in Lexington and central Kentucky as experienced tobacco men. Mr. Rodes and Mr. Land formerly were connected with the old Independent Tobacco Warehouse Co. at the intersection of South Upper and South Limestone Streets. C. E. Buckley was formerly of the firm of Geary & Buckley and John L. Buckley was formerly of Stone & Buckley, former owners of the Central and Planters' warehouses.

All of these men predict that, with favorable weather conditions for the remainder of the season, the 1923 crop of tobacco will not only be one of the largest but one of the best burley crops ever grown.

The Lexington tobacco market at one time enjoyed the distinction of being the largest loose leaf market in the world, having sold more than 75,000,000 pounds over its floors in one season.

The Lexington market last season sold about 15,000,000 pounds over its floors in the four independent warehouses. It is the consensus of opinion among authorities that more than 25,000,000 pounds of the 1922 crop will be sold this year.

The Lexington market has always had more buyers represented on its floors than any other burley market. Having not only the four largest companies, which are the R. J. Reynolds Tobacco Co., Liggett Myers Tobacco Co., American Tobacco Co., and the P. Lorrillard Co., but also the G. Frank Vaughn Tobacco Co., Lexington Leaf Tobacco Co., W. L. Petty Co., E. J. O'Brien Co., the Kentucky Redrying Co., and numerous brokers who supply manufacturers with their requirements.

Mr. Buckley stated that as the majority of farmers haul their tobacco and other products by motor trucks, the Lexington market, which is easily accessible to growers in the surrounding counties, in the not too distant future, will regain the distinction of being the largest looseleaf market in the world.

Robert L. Stivers, owner of the Virginia Avenue loose leaf warehouse, also anticipates a large delivery at Lexington this year of independent tobacco and is constructing an addition 70 by 200 feet to his warehouse. This gives Lexington six warehouses outside the tobacco pool for the present year's business.

Tobacco in New Section Has Promising Outlook

CLEVELAND, Tenn., Aug. 18.—The tobacco, the new money crop, which is to be developed in Bradley county, is looking fine. The growing of this important crop is in the experimental stage in this county, as there are few experienced tobacco growers here. The acreage this year has been increased about 200 per cent over last year. The average for each grower is estimated at about one and one-half acres. There is about 100 acres planted.

With the needed experience in cultivation and curing of the crop, tobacco is expected to become an important factor in the county, which has much land suitable for it.

This fall about fifty farmers will plant red clover on their land, which will be planted to tobacco in 1925. They will get a hay crop from the clover next year and follow this with tobacco. The farmers growing tobacco this year plan to plant crimson clover this fall, to be followed by tobacco in 1925. Clover sod is said to produce an excellent quality of tobacco.

Loudon County's Tobacco Crop

LENOIR CITY, Tenn., Aug. 18.—County Agent G. C. Baker, says:

"Loudon county's tobacco crop stands well in line with the crop in other adjoining counties and east Tennessee as well. The acreage shows a healthy increase and approximately totals about 250 acres. The condition of the crop is good with early set plants beginning the ripening stage. Most patches have been topped following topping demonstration held by the county agent all over the county. Some damage has been sustained from the bud worm, but the growers have cheerfully charged that to inexperience and will go after them right another year.

"Very little disease has shown itself in the county and we should consider ourselves fortunate and continue to select good pure, disease-proof seed.

"As a whole we have done exceptionally well with the crop this year and should feel encouraged enough so that we will prepare a place in our rotation for tobacco and also prepare a place to grow the crop in the future."

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Gail & Ax's Snuff, : Est. 1851

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Contain Porto Rican Tobacco

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Numerous publicity campaigns are helping to acquaint the Smoker with the fact that an all Porto Rican Cigar or one in which the Tobacco from that Island is blended with other tobacco, makes the ideal smoke—mild yet fragrant; free-burning and rich in body but not heavy. In fact, it is claimed that a Porto Rican Cigar can be partially smoked, relighted and finished the following day with practically the same satisfaction.

The Porto Rican Government

Has established in this country a Tobacco Guarantee Agency which is conducting an intensive educational campaign to both Manufacturer and Consumer.

Cigar Manufacturers can now tell the origin of Leaf or Scraps sold as Porto Rican by examining the Guarantee Stamp affixed to every barrel or bale.

WHITE: Guarantees it to be pure Porto Rican Tobacco.
BLUE: That it is only part Porto Rican Tobacco.
PINK: That it contains no Porto Rican Tobacco.

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S. S. Orizaba —*Aug. 14*

	Cases
Grosvenor Nicholas & Co	8
Park & Tilford	19
B. Wasserman Co	13
Faber, Coe & Gregg	33
Charles & Co	5
Smith, Kirkpatrick & Co	2
C. B. Perkins Co. (Boston)	2
United Cigar Stores Co	7
M. J. Dalton Co. (Philadelphia)	3
Estabrook & Eaton (Boston)	3
Suzarte & Whitney	1
J. B. Moos Co. (Cincinnati)	2
S. S. Pierce Co. (Boston)	1
Kiefer, Stewart Co. (Indianapolis)	1
Daniel Frank & Co. (Boston)	1
Stickney, Hoelscher Cigar Co. (St. Louis)	1
W. Goldstein & Co	1
J. Chein	1
E. E. Jordan	1

S. S. Ulua —*Aug. 20*

Park & Tilford ..... 3 cases

Tobacco from Cuba

S. S. Orizaba —*Aug. 14*

	Bales
J. Bernheim & Son	600
Stern-Mendelsohn Co.	400
M. Schwarz	33
Foreman Nat. Bank (Chicago)	25
E. P. Cordero & Co	6
Ehrlich & Gertz	10
J. H. Meyer & Son (Chicago)	10
S. Ruppin, Inc	13
	Barrels
S. Ruppin, Inc	498
Hinsdale, Smith & Co	488
Ehrlich & Gertz	4
Max Schwarz	41
H. Duys & Co	7
American Cigar Co	72
Wengler & Mandell (Chicago)	4
E. P. Cordero & Co	30
W. K. Gresh & Sons (Norristown)	10
S. Rossin & Sons	15
	Packs
J. Bernheim & Son	148
Yokum Bros. (Reading, Pa.)	10
Newman & Gach (Chicago)	16
P. Lorillard Co	25
Consolidated Cigar Corp	53
Max Schwarz	1
Lichtenstein Bros.	50
G. H. P. Cigar Co. (Philadelphia)	106
J. H. Meyer & Son (Chicago)	30

S. S. Ulua —*Aug. 20*

M. Cuesto & Co ..... 5 bales

Cigars from Porto Rico

S. S. Ponce —*Aug. 15*

	Cases
Porto Rican American Tob. Co.	133
Royal Bank of Canada	3
Villar, Lanza & Co	4
United Cigar Stores Co	68

S. S. San Juan —*Aug. 15*

	Cases
Porto Rican American Tob. Co.	10
United Cigar Stores Co	2

S. S. Caracas —*Aug. 18*

	Cases
Porto Rican American Tob. Co.	27
United Cigar Stores Co	68

Tobacco from Porto Rico

S. S. Cornelia —*Aug. 15*

	Barrels
H. Rochenburg	15
A. Philippi	5

S. S. Ponce —*Aug. 15*

	Bales
G. H. P. Cigar Co. (Philadelphia)	63
Kohlberg-Gonzales Co.	27
Bosch Bros.	25
H. Ginsberg	86
Pedro Costa	73
Leo Hirsch	13
Hamburger Bros. & Co	30
J. Marqusee & Son	36
Theyskens & Shaw	38
A. J. Herrera	14
	Barrels
American Sumatra Tobacco Co.	438
Kohlberg-Gonzales Co.	100
E. Rosenwald & Bro	100
Bosch Bros.	141
Durlach Bros.	284
Max Gans' Sons	204
Industrial Leaf Tob. Co	275
Stern-Mendelsohn Co.	141
G. H. P. Cigar Co. (Philadelphia)	243
Hamburger Bros. & Co	133
Leo Hirsch	119
A. J. Herrera	42
Theyskens & Shaw	98
J. Marqusee & Son	83
N. Rodriguez	15

LEO HIRSCH

Grower and Packer

PORTO RICO TOBACCO

Warehouses: MARTIN PENA, PORTO RICO — *Office:* 173 WATER ST., NEW YORK

RUTHENBURG, DERIZANZ & CO.

Packers of

Superior Vegas of Porto Rico

Main Office: San Juan, Porto Rico — *New York Office:* 126-128 Maiden Lane

Pedro Costa	41
M. A. André	28
M. Winter & Co.	53
E. Ellinger & Co.	20
Isador Cohen	16
J. Cohn & Co.	16

S. S. San Juan —*Aug. 15*

J. B. Lichtenstein & Co. ..... 36 bales

S. S. Caracas —*Aug. 18*

	Bales
American Cigar Co.	1,456
Durlach Bros.	85
G. H. P. Cigar Co. (Philadelphia)	132
Max Gans' Sons	32
Hamburger Bros. & Co.	54
E. Rosenwald & Bro.	17
J. Cohn & Co.	8

	Barrels
Selgas & Co.	357
Stern-Mendelsohn Co.	217
Max Gans' Sons	115
Durlach Bros.	253
American Cigar Co.	117
J. Cohn & Co.	67
Hamburger Bros. & Co.	115
E. Rosenwald & Bro.	53
J. A. Palacios	37
J. M. Block	8

Cigars from Manila

S. S. Oanfa —*Aug. 20*

	Cases
H. W. Peabody & Co.	22
S. J. Freeman & Sons	41
S. Frieder & Son	2
C. H. Hilbert & Co.	26
Philippine National Bank	3
C. J. Wilson, Inc.	10

Tobacco from Manila

S. S. Oanfa —*Aug. 20*

	Cases
S. Frieder & Son	46
Determan & Co.	2
S. J. Freeman & Sons	5

Tobacco from Vera Cruz

S. S. Mexico —*Aug. 17*

F. W. Fox ..... 11 cases

THE JOBBER AND THE RETAILER

can obtain this

BIG 5c.

straight shape, long filler and Banded Cigar at prices convenient to make them a leading seller.



ILANG-ILANG

is packed in 100s

Exclusive territory for

JOBBERS

Don't Delay—Get this brand for your territory.

Henry Ottenberg

146 Front Street New York

Tobacco from Rotterdam

S. S. Rotterdam —*Aug. 18*

	Bales
H. Duys & Co.	68
Morris Rosenberg & Co.	40
Manus, Muller & Co.	72
E. Rosenwald & Bro.	73
Herzog and Sarluy	10
L. Schmid & Co.	15
A. Bornholdt & Co.	13
W. Van Doorn	217
To Order	5

	Cases
H. Duys & Co.	15
General Cigar Co.	4
W. Van Doorn	6

Tobacco from London

S. S. President Van Buren —*Aug. 15*

	Cases
B. Wasserman Co.	1
D. A. Schulte, Inc.	1

Tobacco from Southampton

S. S. Aquitania —*Aug. 18*

R. F. Downing & Co. ..... 2 cases

Tobacco from Belfast

S. S. Kerhonkson —*Aug. 18*

G. A. Henshaw & Sons ..... 370 bags

Tobacco from Bordeaux

S. S. Sarcoxie —*Aug. 14*

Cosmopolitan Shipping Co. ... 1,375 cases

Tobacco from Trieste

S. S. Presidente Wilson —*Aug. 16*

R. J. Reynolds Tobacco Co. ... 213 bales

Tobacco from Bremen

S. S. Hannover —*Aug. 17*

Morris Rosenberg & Co. ..... 25 bales

Cigarettes from Southampton

S. S. Aquitania —*Aug. 18*

A. Dunhill, Inc. ..... 1 case

Cigarettes from Antwerp

S. S. Lapland —*Aug. 18*

Guiga Cigarillo Co. ..... 2 cases

Cigarette Paper from Le Havre

S. S. Eglantine —*Aug. 18*

	Cases
Rose & Frank Co.	80
De Mauduit Paper Corp.	23

S. S. France —*Aug. 20*

P. J. Schweitzer, Inc. ..... 2 cases

Cigarette Paper from Palermo

S. S. Bankdale —*Aug. 20*

Costa & Miguel ..... 3 cases

Cigarette Paper from Antwerp

S. S. Lapland —*Aug. 18*

P. J. Schweitzer, Inc. ..... 25 cases

Cigarette Paper from Marseilles

S. S. Fenchurch —*Aug. 14*

P. J. Schweitzer, Inc. ..... 33 cases

Cigarette Paper from Bordeaux

S. S. Sarcoxie —*Aug. 14*

American Tobacco Co. ..... 500 cases

Cigarette Paper from St. Nazaire

S. S. Sarcoxie —*Aug. 14*

	Cases
R. J. Reynolds Tobacco Co.	370
de Mauduit Paper Corp.	139

Cigarette Paper from Southampton

S. S. Aquitania —*Aug. 18*

Rose & Frank Co. ..... 20 cases

Pipes from Southampton

S. S. Aquitania —*Aug. 18*

A. Dunhill, Inc. ..... 2 cases

Briarwood from Marseilles

S. S. Bankdale —*Aug. 20*

A. & J. Vassas ..... 223 bales

Briarwood from Leghorn

S. S. Muria —*Aug. 17*

To Order ..... 100 bags

Smokers' Articles from Southampton

S. S. Olympic —*Aug. 15*

F. Murray Hill & Co. ..... 12 cases

Licorice from Marseilles

S. S. Providence —*Aug. 14*

To Order ..... 25 cases

Visiting Up-State Clients

Ray C. Clark, of D. Dreux, Inc., 136 Water street, is covering the Empire State territory for his organization.

DURLACH BROS.

Growers and Packers of

High Grade Porto Rico LEAF TOBACCO

Caguas, Porto Rico. New York Office: 181 Water St.

Cable "Jariesco," San Juan — Codes A. B. C. 5th Edition

ALONSO RIERA & CO., Inc.

THE TOBACCO PALACE

58-62 Tetuan St., San Juan, P. R.

Importers and Exporters of Leaf Tobacco

The oldest tobacco house in Porto Rico

Cable "Rodevia" — Code A. B. C. 5th Edition

Bayamon, P. R.

RODRIGUEZ, HEVIA & CO.

Barrio Nuevo, Bayamon, P. R.

GROWERS, PACKERS and STRIPPERS of PORTO RICAN TOBACCO

Specialty—Comerio and Naranjito Tobacco

Supplying the trade for eighty-three years

LICORICE

EXTRACT POWDER ROOT

Laurel leaves, Deer Tongue, Lavender Flowers, Slippery Elm Bark, Star Anise, Orange Peel, Angelica Root, etc.

PEEK & VELSOR, INC.

76 William St. New York, N. Y.

El Gallo Del Tabaco

DONATO VIGIL & CO.

Importers and Exporters of

LEAF TOBACCO

San Juan, Porto Rico

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PORTO RICAN TOBACCOS

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MAX GANS' SONS, Inc.

Packers, Growers & Importers of

PORTO RICO TOBACCO

197 Water Street, New York

HERMANN J. ROSE

Packer of Porto Rican Cigar Leaf Tobacco

Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.

Quality, Not Price SANTURCE, PORTO RICO

RAMON MORAN & COMPANY

Growers, Packers & Strippers of

Porto Rican Leaf Tobacco—Exclusively Inland

MANATI, PORTO RICO

THE MEADS TOBACCO CO.

If It's TOBACCO *We Have It*

RED LION, PA. U. S. A.

E. L. Nissly, H. Roy Nissly, E. Jay Nissly
ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS
CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory:
Correspondence Solicited. FLORIN, PA.

Write Us if you need
PENNSYLVANIA
Correspondence Solicited
Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

W. K. Gresh & Sons
NORRISTOWN, PA.
Manufacturers of
The MEDITATION Cigar

PENNSYLVANIA TOBACCO
All Lancaster County Grown
The Cream of the Rich Northwest Section
MT. JOY FARM PRODUCTS CO., Inc.
Co-operative Packers and Jobbers
MT. JOY, PENNSYLVANIA

YORK TOBACCO CO.
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CIGAR FACTORY EQUIPMENT
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CIGAR MACHINERY
SUCTION TABLES
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SCRAP CUTTERS
TOOLS AND SUPPLIES
THE MILLER, DUBRUL & PETERS MFG. CO.
CINCINNATI, OHIO.

Pennsylvania Growers Expecting Highest Prices

Producers of Exceptionally Good Crops Look for Figures Above the 1922 High Mark, Despite Reluctance of Buyers—Inquiries for Old Tobaccos Exceed Sales.

LANCASTER, Pa., Aug. 20.—Growers who are so fortunate as to have an exceptionally good crop of tobacco this year are expecting prices which will top the high mark set last year, the unwillingness of the buyer to "come across" notwithstanding.

This fact was definitely established in a number of interviews with prominent growers during the past week. One of these was so extremely optimistic as to state that he would not sell under 26 cents a pound—four cents higher than was paid for the best crop of Pennsylvania grown in 1922. Other growers mentioned prices in the neighborhood of 20 to 22 cents per pound as their low mark.

An impartial view of the matter of price for the oncoming crop leads to the opinion that prices as high as those mentioned are very problematical, to say the least. It has been rumored that some of the "prize" crops have already been bought in the field at prices which did not go over the twenty cent mark. This has an illogical aspect since both grower and buyer are as yet pretty much in the dark as to which way the price will actually incline, even though they may be at variance in their prophecies.

Agree That Prices Not Equal 1922

Buyers for the large manufacturers and independents are as one in declaring that the price will fail to reach the level set in the 1922 purchases. Buying last season was done very early, much of the crop being contracted for on the field or in the curing shed. A recurrence of this circumstance may be forecast by the fact that tobacco fields all over the country are the scenes, at the present time, of daily visits from buyers from high to low degree. A rush of early buying, though not to be expected because of an actual shortage, may be looked for because of the fact that the very good crops are relatively few.

Crops Are Not Uniform

This season's crop of Pennsylvania, in the main, presents a variegated aspect. A large proportion of the cigar leaf is very good, but the remainder is very poor and stands a chance of reaching normal growth only if suitable weather conditions prevail during the next thirty days. Root-rot is blamed as the source of much of the trouble in the case of the very poor crops, while lack of rain is the limiting factor in sections which may yet produce some very good leaf.

Make Auto Tour of Inspection

More than one hundred growers, packers and other prominent tobacco men joined in the thirty-first annual tour held by the Lancaster County Tobacco Growers' Association today. Six tobacco fields in representative sections of the county were visited in the course of the run which terminated at the Federal Experimental Station at Ephrata. Following the inspection of the crop by the growers a meeting was held at which Frank P. Willits, Secretary of the Pennsylvania Department of Agriculture, and a number of well known growers and packers were speakers.

The finest field of tobacco visited by the tobacco men was that of Elmer W. Strickler, near Mt. Joy. This leaf is all that could be desired in the matter of growth, texture and color, and is representative of a number of crops which have received the treatment proper for successful growth this year. It was estimated by veteran growers who carefully examined this tobacco that the crop would average well over a ton of cigar leaf to the acre.

Farm Bureau Recommendations Vindicated

Complete vindication for the several Farm Bureau recommendations which were urged upon growers this season was found in the crop of Jacob Lindeman, near Washingtonboro. Lindeman used the 5-8-5 "Tobacco Special" fertilizer which was specially prepared for Lancaster County growers by the Farm Bureau; he planted the Hibshman strain of seed which was recommended as resistant to root-rot and productive of a bigger, heavier crop of tobacco; he had followed all of the suggestions made by the Lancaster County Farm Bureau in regard to the preparation of the seed bed; and he had as fine a crop of tobacco as could be found in his neighborhood, which was particularly hard hit by poor growing weather this year. Lindeman also practices to some extent the methods of the Connecticut growers who specialize in tobacco. He has had his tobacco field in no other crop for more than thirty years, and seems to disprove the general belief that the rotational system is what has earned the Lancaster County farmer his reputation as a tobacco grower.

Visit Experiment Station

The visit to the Experimental Station at Ephrata was made very interesting by the number of tests which have been run by Otto Olson, Federal Tobacco Expert, who explained the work of developing new strains and new methods of culture to the growers.

Sales Not Equal to Inquiries

Very few exchanges of leaf are reported from Lancaster's tobacco "rialto." Interest runs highest in the low grade goods of the 1921 and 1922 crops, although the number of inquiries and requests for samples far exceed the sales.

More business has been done in warehouses recently than in tobacco. The I. H. Weaver Co. and L. H. Nolt & Co. have both made extensive changes in their warehousing with an increase in capacity for both firms. Milton Ranck figures in the transactions, and he also has greatly added to his facilities.

Ranck Buys Nolt Warehouse

The large L. H. Nolt warehouse on North Prince street, Lancaster, was sold to Milton Ranck, who will use it in conjunction with his present plant on North Duke street. Mr. Nolt has transferred his business to his Rohrerstown warehouse, which has been in operation for some time. An addition to the Rohrerstown building will be built at once and, when completed, will give Mr. Nolt a total capacity of about 6,000 cases with ample sweating facilities.

The I. H. Weaver Co. has purchased a warehouse at the corner of Marshall and Marion streets, Lancaster, which will serve as an auxiliary storage. The new building has good sweating facilities and will add considerably to this concern's present capacity. The I. H. Weaver Co. also operates a warehouse at Strasburg, where all of the leaf bought in that section is packed.—KEYSTONE.

To Hit the Western Trail

D. Dreux, head of D. Dreux, Inc., leaves New York tomorrow, Friday, for a long tour of the Middle West, during which he intends to visit all the principal centers.

D. DREUX, Inc.
Successors to Wm. Quanjer, Inc.
Importers of Sumatra and Java Tobacco
Telephone John 2709 136 Water Street, New York



Little Trooper 5c

SUPERIOR VALUES

A better "Little Trooper" Cigar is now being made by us in Invincible short filler and Londres long filler, selling for 5c.

The Worthington is a high grade product in Invincible shape, Sumatra wrapped, Havana mixture, selling for 8c.

Made to Sell and Please Smoker

We make only good cigars

Jobbers and Dealers, Write

G. & I. CIGAR COMPANY
Windsor, Pa.



Worthington 8c 2 for 15c

York County News

York, Pa., Aug. 20.—"After All Nothing Satisfies Like a Good Cigar" was the slogan adopted by the York County Cigar Manufacturers' Association at a meeting held August 13, at Red Lion. There was a good attendance of members and the cigar business in general was discussed by C. S. LaMotte, T. E. Brooks, C. M. Ehehalt, J. C. Winter, T. L. Adair and Charles F. Laucks. At the July meeting it was decided to launch an advertising campaign for the education of the public to the fact that a short filler cigar retailing at five cents is better quality than a long filler cigar selling at the same price. J. C. Winter, of the J. C. Winter Cigar Co., offered a prize of $10 for the best letter to be used for mailing to all cigar jobbers in the country. These letters were submitted and turned over to a committee composed of Arthur S. Zeigler, C. M. Ehehalt and Robert E. Glenn. The committee will report the winner at the next meeting. Because of the absence of the president, B. M. Hannigan, the meeting was in charge of Perry A. Tschopp, vice-president. The members in attendance were: C. S. LaMotte, Robert E. Glenn, Perry A. Tschopp, Stewart F. LaMotte, Herbert M. Smith, C. M. Ehehalt, Arthur S. Zeigler, Arthur H. Thompson, Allen C. Frey, Perry Minnich, Charles C. Meads, Clair Sentz, Roy Snyder, Stewart S. Shindler, W. H. Snyder, T. E. Brooks, Daniel Spangler, Latimer Sechrist, Paul Reichard, Lemuel Sentz, Horace E. Rost, M. S. Downs, Charles F. Laucks, W. H. Myers, Titus A. Smith, Clarence Zarfos, J. C. Winter and T. L. Adair.

Trade Notes

A. Scott Frey, cigar manufacturer of Red Lion, has returned from a business trip through the South.

Perry L. Tschopp, manager of the Eisenlohr cigar factory, Dallastown, has moved from Windsor into his new home in Red Lion.

The East Prospect Cigar Co. branch factory in Wrightsville, which had been closed for two weeks, resumed operations in full on August 14.

A New Venture

The newly organized Keystone Cigar Co., promoted by Sol Rosenbaum and Joe Shube, both of whom were connected with Bobrow Bros. factories, began operations on August 13 in the brick building, rear of 331 South Duke street.

Inspect Minnesota Tobacco

St. Cloud, Minn., Aug. 18.—The annual field inspection trip of the Minnesota Tobacco Growers' Association was held Sunday afternoon at Richmond. A crowd of about 150 people formed an automobile procession which went from one tobacco field to another and inspected the different fields at Pearl Lake, St. Nicholas and Richmond.

The tobacco crop is about ready to be harvested. It is a beautiful and bounteous crop, the growers say.

E. A. Jefferson of the Jefferson Tobacco Co., Sparta, Wis., was present at the gathering and offered the growers a price ranging from 14 to 17 cents a pound for their crop. Although this is a very good offer it was refused by the growers. At the price Mr. Jefferson offered the growers would receive a return of from $200 to $250 an acre, which at a production price of about $50 an acre would provide a profit better than any other farm crop grown in this vicinity.

Georgia Tobacco Sales Tax

Atlanta, Ga., Aug. 18.—Governor Walker on Tuesday signed the Milner tobacco sales bill, it was announced at the executive offices. The bill, which levies a 10 per cent tax on the price of cigars and cigarettes, is expected to raise $1,500,000 annually. The Alto tubercular sanitarium, under provision of the measure, is to receive $250,000 during each of the years 1924 and 1925. All revenues derived from the measure above the Alto appropriation will be devoted to the payment of Confederate veterans' pensions.

New England Trade Normal

B. Meister, of Arthur Bornholdt & Co., 139 Front street, is at present covering the New England territory. Mr. Meister declares that business is looking up again, now that the cigarmakers' strike has terminated.

Inspects Connecticut Crops

Leopold Holzman, of Strouse & Holzman, is in Connecticut this week, inspecting the wonderful shade-grown and broadleaf crops.

Inspects Local Market

Louis King, of the Bellair Cigar Co., of Hartford, Conn., is in town this week, inspecting the offerings in the local leaf market.



Thomas Nelson
A Cigar of Quality
10c
and up

FIVE SIZES
Corona, Invincible, Perfecto, Perfecto Sublime & Panatela.

H. J. ROTH CIGAR MFG. CO.
BAIR, PA.



MARIE ANTOINETTE
A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes
"Bought When Quality is Sought"
Descriptive Booklet and Samples Sent Upon Application
E. KLEINER & CO., Inc., Makers
320-322 E. 63d Street, New York City

A. E. HARDEE
HARDEE TOBACCO COMPANY
Growers and Packers
FLORIDA SHADE TOBACCO
MADISON, FLA.



A. E. FRALEIGH TOBACCO CO.
GROWERS—PACKERS—DEALERS
Florida Shade Grown Tobacco
MADISON, FLORIDA

E. B. STRICKLER, Yorkana, Pa.
MANUFACTURER OF HIGH GRADE
CIGARS
"The House of Quality"
POLITANO
OMAR



A BUSINESS founded on quality maintained deserves success. It explains why so many stores find Bayuk Products bring good business.

BAYUK CIGARS, Inc.

Originators of the
BAYUK INIMITABLE BLEND AND
BAYUK INCOMPARABLE BRANDS
PHILADELPHIA

New York, 119 Lafayette Street Phone Franklin 3166

MARSHALL FIELD

NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets *Philadelphia, Pa.*

Philadelphia Hoping for Larger Output Shortly

End of Vacation Period Will Be Welcomed By Producers and Distributors—More Goods Desired—Demand for Cigars Shows Marked Increase—Leaf Sales Show More Speed.

PHILADELPHIA, Aug. 21.—End of the vacation season will be more welcome this year than it has been at any time since the artificial stimulus of the war period by the big producers, because it will mean an increase of production so much desired by all. The extra buying for the vacation period has been supplemented by the extra consumption following restoration of earning power to those who spend summer days in brief, or continued idleness. The week brought out a particularly marked increase in demand in the vast anthracite coal region of Pennsylvania, and a lesser one, but still a gain, from the big textile district in the northeastern section of the city. But, the middle and far west and the nearby south, still hold the buying championships. The Jersey Coast market has declined, of course, but while this was in itself large, comparatively it was only an incidental feature.

Counter Sales Improving

Retailers in the city enjoyed some betterment but not a very decided one. The returning tourists of the summer days are bringing more activity in counter sales. Though their purchases show some tendency to larger average, they are far from what was expected. The vogue is for single cigars, of the higher grade, rather than for several of cheaper price, but, paradoxical enough, box sales of lower price goods are more prevalent than higher priced.

Sales of leaf are gathering momentum. The market shows awakening from the dullness which prevailed some weeks ago. All indications point to a higher market for the coming fall because of the better quality of the incoming crops. Dealers in Sumatra and Porto Ricos are enjoying a livelier interest on the part of buyers because of the improved sentiment among the manufacturers. Inquiries are now developing into more sales and though buying still shows some caution the dealers are looking forward to larger orders before the month wanes. Prices of Sumatra and Porto Ricos are higher than last year at this time, and there is every evidence that when the active trade season is under way there will be a substantial advance. Pennsylvania and other leaf stocks are moving quite satisfactorily.

An evidence of the optimistic outlook for the cigar manufacturers is to be found in the month's survey for July, just completed for employment in all industries in this city by the Industrial Relation Committee of the Philadelphia Chamber of Commerce. Among the four basic industries which showed a marked improvement was that of the tobacco and cigar manufacturing business. It stood second in the list of gaining trades, with a 14.6 per cent increase; its only rival in the lead being the chemical industry with its average of 18.1.

A petition has been filed by Bayuk Brothers, Inc., Third and Spruce Sts., for dissolution of the corporation. The Court in complying with the petition has set Tuesday, September 4, as the time for the hearing of the application to be held in Common Pleas Court, No. 3, Room E., 275 City Hall, when all persons interested will be given an opportunity for filing any objections to the dissolving of the corporation. The petition follows the usual routine necessary for the nominal reorganization preparatory to the formalities of changing the name of the corporation to that of Bayuk Cigars, Inc. While a new charter has been issued for the incorporation of Bayuk Cigars, Inc., effective as of August 1, there has been no change in the personnel of the corporate officers. They are, president, Samuel Bayuk; vice-presidents, Louis A. Kramer and Harvey L. Hirst, the latter being also secretary, and treasurer, Meyer Bayuk. The object of the change in name was to give a definite knowledge of the business in which the corporation is engaged through the title. Bayuk Brothers' factories are running to full capacity in order to catch up on the concern's leading brands, Havana Ribbons and Prince Hamlet.

President Benjamin Lichty of Otto Eisenlohr & Bro., 932 Market St., is visiting the southern distributors of Cinco cigars. Mr. Lichty will spend some time in the territory. The Donovan-Armstrong Co., advertising agency has been appointed to look after the national advertising of the Eisenlohr products, and will from its headquarters in the Reyburn-Bailey Building at 12th and Chestnut Sts., conduct an intensive campaign.

A shortage of almost 2,000,000 of the new Invincible shape of the 44 Cigar is reported by the 44 Cigar Sales Corp. Division of the Consolidated Cigar Corp., 11th and Wharton Sts. The shortage is occasioned by the tremendous demand that has taken place through the issuance of this new large size smoker of the 44 family which made its appearance on the market just a few months ago, and for which there has been conducted under the supervision of Sale Manager L. I. Levenson, an intensive advertising campaign. The shortage is expected to be alleviated when the many hands now on vacation from the factories return to work. All the factories in Philadelphia are running full capacity in order to catch up on the orders, mostly centered in the city proper where the central cigar stores have been featuring the Invincible and where the Philadelphia patronage has taken strong hold. A new poster for the latest 44 addition has been issued for window advertising purposes and is being distributed this week for the first time. The trade learned with regret of the automobile accident which resulted in the injury of vice-president I. Sager of the 44 Cigar Sales Corp. The accident occurred while Mr. Sager was riding on a West Philadelphia street car when a heavy automobile truck struck the car, throwing him to the side of the car and breaking his ribs. He was taken to the Misericordia Hospital where he remained three weeks. Mr. Sager was discharged from the hospital last week and returned to his desk.

B. Podolnick, representing the Progressive Cigar Corp., 1201 Race St., is now in Baltimore working with J. F. Obrecht of that city in a missionary way for the sales of Madam Butterfly. The 5 weeks' drive now under way is being backed up with extensive newspaper advertising, both in the Baltimore district and in the Philadelphia territory.

After a three weeks' trip through the Middle West, Leo S. Weiss, of the Roig & Langsdorf sales organization has just returned to headquarters at 315 N. 7th St. with a prosperous order book for Girards.

P. C. Fulweiler & Bro., 927 Sansom St., have found a fertile field for sales of Ivanhoe, the latest of the Fulweiler brands in the Atlantic City stores. The Ivanhoe is being distributed through the Lambach Cigar Co. and concentration of sales on this smoke has been productive of a greater success than anticipated in the seashore resort.

An increased force of cigarmakers has been engaged by the F. C. Sheible Co., in the factory at 2331 North 8th St. The enlarged sales of the firm's own brand

AMERICA'S FINEST LABELS

GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request.

H. J. FLEISCHHAUER
68 No. Fourth St., Phila., Pa.

Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N. Y.

...tus necessitated the increase in pro-...ction. Durbin Acker is head of the ...ncern.

S. Fox, who for many years was ...perintendent of the factory of Sig C. ...yer, is now supervising the production ...c Men-De-Lion Cigars in the Eiseman ...gar Co. factory, 246 N. Delaware ...enue.

Baltimore Market

BALTIMORE, Md., August 16.—Gieske & Niemann, leaf tobacco merchants, ...ke report as follows:

MARYLAND.—With receipts of 2,776 ...gsheads, this week showed up the ...gest of the present season to date. ...les, however, were only 871 hogsheads. ...ving to the somewhat lower prices for ...actically all grades, many hogsheads ...ve been rejected.

OHIO.—With receipts of 35 hogsheads, ...d sales of 19 hogsheads, the market ...led more active.

Crop Prospects

MARYLAND.—Under favorable weather ...nditions, the new crop is maturing rap-...y, and some little early tobacco has ...eady been cut.

Association Data

The Leaf Tobacco Association of ...altimore City issues these statistics for ...e week ending August 15:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date	Same 1922
...aryland ..	2,776	12,017	14,793	13,286	16,429
...io	35	704	739	661	529
Total	2,811	12,721	15,532	13,947	16,958

Reinspection this week: None; to date, ...aryland, 1,507; Ohio, 78.

Deliveries

	Maryland: Coastwise and Domestic	Maryland: Foreign	Maryland: Total	Ohio	Total
...is week.	209	103	312	...	312
...eviously.	3,579	9,820	13,399	1,179	14,578
	3,788	9,923	13,711	1,179	14,890

Stock in Warehouses

	Maryland	Ohio	Total
...ock Jan. 1	9,590	3,025	12,615
...ceipts since	13,286	661	13,947
	22,876	3,686	26,562
...elivered since	13,711	1,179	14,890
...ocks today	9,165	2,507	11,672

Sales

	Maryland	Ohio	Total
...is week	871	19	890
...reviously	9,241	977	10,218
	10,112	996	11,108

Purchases Choice Leaf

H. M. Lott, leaf tobacco dealer, of ...ampa, Fla., has been making a thor-...ugh inspection of the New York and ...lartford markets, and has purchased a ...rge quantity of high-grade tobacco for ...is numerous clients.

Tobacco Smoke as a Germicide

A series of elaborate experiments to determine the disinfective action of tobacco smoke under conditions comparable with those of the human mouth and throat, were recently conducted by an Italian investigator, Signor V. Puntoni. He first endeavored to determine the effect of tobacco smoke on the most common microbes, using impregnated "tests" of bacterial emulsions placed in a small glass box. The bacteria employed included those of meningitis, cholera, typhoid fever, and diphtheria, as well as the staphylococcus, the streptococcus, and Pfeiffer's bacillus. These varied in resistance, but all were killed in five to thirty minutes.

In order to identify its ingredients, the tobacco smoke was filtered through cotton wool to remove those substances which make it opaque, and the products contained in the wash water were then separated by distillation. The different qualities of tobacco examined, including cigars, cigarettes and pipe tobacco, showed a power of disinfection about equal for the same weight. Cigars, which are composed of denicotinized tobacco, were as strongly disinfectant as ordinary cigars.

The filtered smoke (rendered transparent by filtering through comprest cotton) was found to retain a marked bactericidal action, although the process of filtration had entirely removed the nicotine. The bactericidal substances contained in the filtered smoke are soluble in water; one of these is formaldehyde, which distills over at 100 deg. cent. Another constituent possessing a very considerable degree of germicidal power is pyrrol, which distills over at a higher degree.

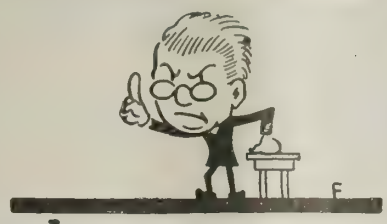
Unfortunately, the disinfectant action is less powerful in the smoker's mouth than in the test-tube. Signor Puntoni's experiments in this direction led him to conclude that at most there is a comparatively mild germicidal effect produced after one has smoked a very large amount of tobacco. Moreover, this applies only to the less resistant germs, such as those of cholera and meningitis. Those microbes having a resistance equal to that of the typhoid bacillus, or greater, can not be destroyed by tobacco smoke. He also regards it as a grave mistake to suppose that the germicidal action of the smoke manifests itself in the respiratory passages as a result of inhaling the smoke.

Voyagers Return Refreshed

Isaac Meyer, head of Isaac Meyer & Co., and Mrs. Meyer, have returned to New York from their long European tour, greatly benefited by the change of climate and their interesting experiences.

A Lancaster Visitor

Leroy Nolt, of L. H. Nolt & Co., leaf tobacco packers, of Lancaster, Pa., was among the prominent visitors to the New York market last week.



Mr. Cigar Manufacturer, are you keeping tabs on your supply of cigar boxes? If Contemplating a larger output, why not place your order now for our quality cigar boxes?

MONROE JARRETT SONS
MANUFACTURERS OF
CIGAR BOXES
S.W. COR. RANDOLPH & JEFFERSON STREETS
PHILADELPHIA, PA.

The Popular Seller from Coast to Coast



Best Value for the Money

Victor Size - - 10c
Packed 1-20 wood and 1-20 tins

American Size - - 2 for 25c
Packed 1-20 wood. Foiled and plain

Size
Corona — Packed 1-20 tins
Senator — Packed 1-20 wood
Delmonico — Packed 1-20 wood
} 15c

BOBROW BROTHERS, Inc.
Manufacturers
Philadelphia Penna.
Makers of Famous "Bold" Cigar.

STICK TO Cinco - IT'S SAFE

2 *for* 15c
everywhere



OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

LA PALINA
IT'S JAVA WRAPPED
CIGAR

The cigar with the universal taste appeal. Sales in every section of the United States prove that La Palina will permanently satisfy any man who enjoys a fine cigar.

La Palina advertising is making more La Palina Smokers every day. New factories are being opened to provide for the increasing demand.

Are you getting your share of this La Palina business?

More than one hundred and fifty million sold yearly.

CONGRESS CIGAR COMPANY
Philadelphia

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

OFFICERS AND EXECUTIVE COMMITTEE

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
William Best, New York, chairman executive committee.
Major G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

Cigar Companies Increase Volume of Business

Cigar companies generally are doing a larger volume of business this year compared with a year ago. While the gains in sales so far this year have not been reflected in corresponding increased net, as disclosed by reports of several companies so far, it is expected that larger volume of business which comes during the summer and fall months will be reflected to a greater extent in net. Cigar companies this year seem to be assured of at least as good a year as 1922, with the probability that some good improvement will be shown.

First and second quarter earnings cannot be pro-rated to show what can be expected for the full year. Usually, the first three months period is the poorest in the year, followed by moderate improvement in the second quarter, while the third quarter is the best.

Final three months is also a good one, showing some falling off as the holidays approach.

In connection with continuation of good earnings by the cigar companies, it is interesting to note that a bulletin of the New York Federal Reserve Bank, issued a short while ago, compiling earnings of representative industries for 1922, out of a group of 12 major industries, gave the tobacco industry an index number of 137, being exceeded only by public utility companies at 162, and class 1 railroads at 150. The number 100 represents the 1919 earnings.

Bayuk Cigars, Inc., for the first six months of this year showed earnings about the same as the corresponding period of a year ago. The six months' earnings statement to June 30, last, showed net earnings before depreciation of $592,113 before provision for Federal taxes. For the corresponding period of 1922, net, after taxes, amounted to $556,636. As taxes on 1922 earnings approximating those of this year amounted to $161,000, it is safe to assume that there was a slight falling off in net.

General Cigar Co., Inc., for six months ended June 30, last, showed increased sales at the rate of more than $500,000 annually, but final net shows only slight increase, due to larger interest charges on increased bank borrowings. A comparison of six-month statements to June 30, 1923 and 1922, follows:

	1923.	1922.
Gross earnings	$4,270,822	$3,861,477
Net, after taxes....	1,210,756	1,073,761
Interest on loans...	129,044	57,685
Earnings a share on common	$4.22	$3.80

Thus, while in the six-month period of 1922 only $3.80 a share was shown for the full 12 months, $10.43 was earned on the common. It is indicated that this year the company should be able to show at least $12 a share on the 181,040 shares of common stock, or twice dividend requirements. Increased interest charges this year can be attributed to the fact that balance sheet as of June 30, last, showed bills payable, exclusive of accounts payable, amounting to $7,500,000, compared with $2,500,000 a year ago.

Consolidated Cigar Corporation in the first quarter of this year showed net profits available for dividends of $154,961, equal to 57c. a share, on the 150,000 shares of common, compared with $112,545 for corresponding period of a year ago, equal to 22c. a share. Despite the small amount of earnings shown in the first quarter a year ago, Consolidated showed $4.77 a share for the full 12 months. Due in part to acquisition of new selling agencies, many of them in the New York Metropolitan district, second quarter earnings showed moderate improvement over those of a year ago. Interests in the company believe that better than $7 a share can be shown on the common this year, based on the half-year's known results. Last year the company, after dividends on the preferred stock, added $975,000 to surplus. There is no thought of any payment on the common stock at this time and none is likely this year. The aim of the management is to build up working capital from earnings and strengthen financial position.—*Daily Financial America.*

Tells of Chances

(*Continued from page 9*)

our displays more frequently than is the case with the majority of tobacco stores. Most stores change their window displays only every other week or so. But we change our displays twice a week. We do this because we notice that the majority of the men passing our show windows are 'regulars.' That is, they pass our store regularly every day or so. Consequently, after the first day of a new display on which these regulars see the display, the display hasn't much business-building force with them because it is the same old thing. So if we left the same display on view for two weeks, the display toward the end of this period would have hardly no business-building force at all because the great majority of all the men passing it would already have seen it, and, of course, wouldn't care to stop and look at it again.

"By changing our window displays twice a week we get constant freshness and variety into the displays and give them a real news value, all of which makes them four times as effective in building business, according to our opinion, than if we changed them only once in two weeks.

"We frequently hook up in our window displays with advertising campaigns which are being run in the newspapers or magazines by the makers of the brands of cigars and cigarettes we handle. For instance, we'll clip a full page ad of a cigarette from a magazine and paste it on cardboard and put it in our show window with this sort of a caption over it:

"'*Have you seen this ad?*'

"'It appears in this week's issue of the *Weekly Review*. We're showing it here because we carry these cigarettes regularly in stock.'

"On several occasions we have had our principal show window full of clippings of this sort—twenty or more—and in front of each clipping we've had a sample package of the brand of cigars or cigarettes advertised.

"These window displays have been unusual and have attracted a lot of attention and have helped business considerably.

"Also, we try to get as much local stuff—photos, placards telling about local events, etc.—into our show windows as possible. People are always more interested in local window displays, we find, than they are in the majority of other displays.

"Aren't there some suggestions in all this which can be used with profit by other retail tobacco merchants?

"Here's hoping so, at any rate."

Adopting Your Trade-Mark

(*Continued from page 7*)

guage requirement does not weigh heavily, although it is sometimes important, from the point of view of legal protection, to register the foreign equivalent of the trade-mark, together with the English word, even though the latter is used exclusively. In adopting a pictorial trade-mark, however, care must be taken that the illustration does not prove objectionable or offensive.

When a Trade-Mark Does Not Speak True

Not a few instances have occurred where the use of an unadapted American trade-mark has proved injurious in foreign trade because of its undesirable connotation in the language of the country of sale. The customs of countries dominated by western civilization are approximately parallel in their broad acceptance of certain ideas and traditions, and it rarely happens that a trade-mark in use here would be found unacceptable or offensive in trade with Latin America or Europe. In the markets of the Far East, however, a trade-mark must be selected with greater care and more minute consideration of colors, illustrations, and wording. This is especially true when a translation of the trade-mark into the language of the country is desired. Commercial Attaché Julien Arnold, at Peking, well illustrates this point in speaking of the selection of a Chinese trade-mark for "Sunmaid Raisins." He says:

Advertising in Chinese

"In adapting the trade-mark to Chinese trade it was found that the Chinese word for sun could not be used, since it is a part of the word for Japan. The Chinese characters for seedless raisins read 'Wu Tsz,' which, while they mean 'without seeds,' also mean 'without sons.' As every Chinese wishes to have sons, any product advertised as suggesting 'without sons' would be distinctly objectionable. Hence we were obliged to suggest the use of the expression 'without kernels.'

"This illustrates the necessity of exercising great care in the manner of advertising a product in Chinese for use in the Chinese market."

Customs Must be Studied

What is true of China is also true of Japan, India, Ceylon, the Netherlands East Indies, and other markets of the Orient, where selling must be adapted to the psychology and temper of a people of different civilization. A careful investigation of the customs peculiar to a prospective market will invariably reveal points of weakness in the advertising appeal of a trade-mark and will assist in determining the modifications which would make it most effective in the particular market.

It does not necessarily follow, however, that a different mark should be adopted for every individual country. Where countries are contiguous or closely related, as in the case of the Latin American republics, the same trade-mark is usually found effective throughout the entire group. Likewise in Europe an American trade-mark with slight modification will prove as valuable in distinguishing goods as in domestic trade. But in the Far East special attention to marking and advertising is indispensable, if the desired good will is to be created.

Simplicity and "Long Wear" Desirable

Too often in selecting a trade-mark manufacturers are inclined to devote their entire attention to features which will make it distinctive—or, to be more exact, "catchy"—losing sight of other essentials, such as simplicity and "long wear." A glance through the pages of the United States Official Gazette will reveal trade-marks designed either on an idea which dominates the public mind at the moment, or arranged in such an intricate manner that the first impression is not strong or lasting. Happily, such trade-marks are chiefly intended for only temporary use, and no heavy expenditure is made to establish them firmly through advertising.

It would, indeed, be disastrous if such trade-marks were adopted for foreign trade. For in its very nature foreign trade demands a relatively long period for building up and, therefore, all calculations must be gauged by the condition of time. A trade-mark used in foreign commerce must stand long wear. The world-wide fame of many prominent trade-marks testifies to the success achieved by first adopting a trade-mark universally acceptable and then pushing it consistently and energetically.

[This article is to form part of the introduction to a pamphlet on the conditions for obtaining trade-mark protection in the countries of Europe and their colonies, which the Division of Foreign Tariffs has under preparation, to be published shortly. American tobacco concerns interested in obtaining copies are invited to present their requests to that Division of the Department of Commerce.]

Canadian Sales Tax

(*Continued from page 11*)

"We cannot stress too strongly the fact that in this industry of all others, the machinery is already to hand to provide for an exception. This machinery—the Government control—will expedite collection for the Government and simplify the entire provision of the Act as well as grant to the manufacturer relief in work and relief in financing and unnecessary handicaps.

"Further facts can be presented for your consideration if desired, but we are relying on your sense of justice and equality to grant this request."

Kentucky

(*Continued from page 15*)

ones and they were very numerous. Paris green is a much more readly poison than arsenate of lead, and for this reason it has been used largely in the emergency, although the danger from injuring the plant if it is used too strong is great. The arsenate of lead has been popular too, and sometimes the two poisons have been mixed together. The dusting of the powder on the plants used to be a very arduous and disagreeable task, and even now it is not one that appeals very strongly, but with the machines or "guns" that spray the powder out rapidly and so as to cover large space, the work is made much easier and is done in far less time than by the old hand method. Some growers who have small crops, still stick to the old method of picking the worms off by hand and killing them.

Suckers Grow Fast

The rains have made the suckers grow unusually fast, and the plants too need frequent topping and the farmer and his crew have been kept busy with this. Many reports are being made that plants often lose their leaves, especially the heavy bottom leaves, after suckers have been pulled off. Usually this is due to a rotting of the leaf stem just where it joins the stalk. Also this usually happens when a rain has closely followed the pulling of the suckers. Hence, it is thought the rain falling on the freshly exposed surface, is responsible for the rotting.

More Burley Grown in District

There is a largely increased acreage of burley being grown in this county this year. Possibly two hundred acres are planted to it, which is a big increase. Until a year or two ago no burley was grown here at all. But last year a few farmers experimented with it and their returns were so good that others took it up. One or two farmers, who grow tobacco on a large scale, have planted nothing but burley this year. One of these is D. L. Van Cleve. He began cutting his crop the past week.

Must Deliver Burley

Farmers who are growing burley tobacco have been notified that if they are members of the Dark Tobacco Growers Co-operative Association, that they must also deliver their burley to that organization. They are told that their contract pledges all varieties of tobacco to the association.—M. E. BACON.

CLASSIFIED ADVERTISING

WANTED—Jobbers for distribution of our quality cigar, small size, long filler, hand made, retailing at 3 for 10c. Samples and prices submitted by the Mella Cigar Factory, 304 S. 12th St., Louisville, Ky.

NEW YORK OFFICE

Compañia General de Tabacos de Filipinas

35 South William Street



SAN FRANCISCO OFFICE

J. B. Havre & Co.

916 Kohl Building



CHAPEL SCHOOL & NURSERY OF THE FACTORY



CASING DEPT.



TOBACCO CUTTING MACHINERY



MAKING CIGARS



HAND & MACHINE STRIPPING



SELECTORS DEPT.



PARTIAL FRONT VIEW OF THE FACTORY & GARDENS



RAW MATERIAL STOCK ROOM

Factory Interior Views of Compañia General de Tabacos de Filipinas, Manila, P.I.



STRIPPING MACHINERY



PACKERS DEPT.



HAND MADE CIGARETTES



CIGARETTE DEPT.



CIGARETTE DEPT.



SHIPPING DEPT.



CIGARETTE PACKERS



WOMEN CIGAR MAKERS

Factory Interior Views of Compañia General de Tabacos de Filipinas, Manila, P.I.

A SHORT HISTORY OF MANILA CIGARS

with Special Reference to the "ISABELA" Factory

THE Compañia General de Tabacos de Filipinas had its inception in the year 1881, the year of its organization. In 1883 the Spanish Government relinquished the Tobacco Monopoly which it had held, and the Compañia General de Tabacos de Filipinas was the first private organization to engage in the tobacco industry. Starting in this manner, as pioneers in the development of Philippine industry, particularly that of tobacco, the exceptional advantages they enjoyed through being the first in the field has enabled them to develop until they have become a dominating power in the islands.

Besides engaging in the tobacco and cigar making industry, the Compañia General de Tabacos de Filipinas carries on an extensive business in all Philippine products, such as copra, cocoanut oil, hemp, rice and sugar. They are the owners of the Central Azucarera de Bais, located on the island of Bais, one of the largest and most up to date sugar centrals in the Philippines. They also own their own cocoanut oil mills in Manila. The Company has agencies in every town of importance and throughout all the provinces of the Philippine Islands, which, coupled with the fact that they own their own line of inter-island steamers, gives them facilities for carrying on their business which are unequalled.

The properties owned by the Compañia General de Tabacos de Filipinas in the most accessible parts of the various islands, comprise some 120,000 acres, in the development of which they furnish employment to over 20,000 men.

The "ISABELA" factory, property of the Compañia General de Tabacos de Filipinas, is unique among Manila cigar factories. The factory is located on high ground about a mile from the center of the city. It stands in an extensive piece of ground, which might well be called a park, on account of the gardens, with their orange and lemon trees and many other kinds of shrubbery surrounding the factory on all sides. The various rooms where the workers manufacture cigars are exceedingly large and spacious, clean and well aired. The strict government regulations as to the cleanliness and sanitation of the factory, are augmented by an even stricter vigilance on the part of the company itself. Every cigar maker is compelled to wash thoroughly before entering the factory, once again at noon when leaving and again when resuming work in the afternoon. Washrooms provided for this purpose are the peer of anything of the sort in the United States. A good many women are employed, especially in the cigarette manufacturing end, and many of them bring their small children, which are taken care of in a school maintained by the factory, and where even the smallest children are cared for just as they would be at home.

The factory is somewhat of a show place in the city of Manila, and visiting tourists are always shown to this factory as being the largest and most complete factory in the Philippine Islands. An idea of the size of the plant may be gained from the fact that 3,500 cigar makers alone are employed. This does not include the large numbers employed in other departments of the factory, in the stripping rooms, curing rooms, warehouses, and packing rooms.

Now a word as to QUALITY of "ISABELA" cigars. The fact that during the thirteen years since Manila cigars were first admitted duty free to the United States, the "ISABELA" Factory has not lost a customer in this country, is the best demonstration of the excellence of the goods they manufacture. In the Philippine Islands all grades of tobacco are grown from the very finest to the very poorest, just as happens to be the case in the United States. When these cigars first came to America, it was quickly demonstrated that only Manila cigars of high merit could hope to obtain a lasting market over here. Therefore, the Insular Government issued an order compelling manufacturers to make all cigars for the American market from leaf grown in the Cagayan Valley only, because in that Valley the best leaf grown in the Islands is reproduced. This valley is long and somewhat narrow and is divided into two provinces: the Cagayan Province, which is nearest to the ocean, and the "ISABELA" Province, farther inland, surrounded by mountains. The leaf grown in both Provinces is, as already stated, the best in the Islands, and when harvested, the tobacco in both Provinces looks alike and tastes alike. However, owing to the salt ocean breezes which reach the Cagayan Province, the leaf grown there after a few months shows the effect of this. Therefore, the cream of the leaf tobacco is grown in the distant inland "ISABELA" Province. The "ISABELA" Factory has three very large tobacco plantations of its own in "ISABELA" Province. In addition the "ISABELA" Factory buys about 60% of all the tobacco grown in the Cagayan Valley. Tobacco growing in the Philippine Islands has not yet reached the perfection obtained in America. Therefore, every little producer has among his ten or twenty or fifty bales various grades of tobacco as far as QUALITY is concerned. If a buyer were to select the cream of his crop and offer him five times the price for that cream than he ordinarily would ask for all of his crop, he would refuse to sell because he wants to sell all or nothing. You can readily understand from this that a cigar manufacturer in Manila would require a very large capital to buy in this manner, because he would have to take large quantities of tobacco unsuitable for QUALITY cigars, and for which leaf he would not have a ready outlet. The "ISABELA" Factory can do this for the following reasons:—

They furnish the various Government monopolies in Europe with their requirements of leaf tobacco. To the Spanish Government they sell all their requirements and to the French and Italian Governments about 50% of their requirements. These Government monopolies do not want expensive leaf tobacco because in those countries the smoker is compelled to accept what the Government offers him or stop smoking. Therefore, those Governments look primarily for cheap or medium priced tobacco. This gives the "ISABELA" Factory a ready outlet for the inferior tobacco and enables them to retain for their factory in Manila the very cream of the finest tobacco leaf grown in the Islands. This is the reason why after thirteen years of effort on the part of the factory, and of experience on the part of our customers in this country, the "ISABELA" brand stands in a class by itself, and is today stocked by our customers just the same as they stock domestic high grade brands.

Some Manila cigar manufacturers who have not been getting what they consider their share of American business, have appealed to the Philippine Supreme Court for the abrogation of the Government rule compelling them to ship to America only hand-made, long filler cigars, and to use only leaf grown in the Cagayan Valley for their cigars to be shipped to the American market. The Supreme Court sustained their petition and now they are allowed to use any tobacco grown in the Philippine Islands for cigar making purposes to be shipped to America or elsewhere. They are also allowed now to ship machine-made short-filler cigars. This, undoubtedly, accounts for some of the low prices and large sizes offered the American trade at the present time.

The "ISABELA" Factory and two other factories voiced the strongest possible objections to abrogating the rule for making Philippine cigars of the best leaf tobacco only, and preventing shipment of machine-made, short-filler cigars. They called the attention of the authorities to the fact that it would be most detrimental to the Philippine Tobacco Industry to have the QUALITY lowered or to have the restrictions changed in any manner whatsoever.

All "ISABELA" cigars are manufactured now, and will continue to be manufactured in the future, as in the past, from the choicest leaf grown in the "ISABELA" Province. Therefore, our friends and customers in America can assure their customers in turn, that they will continue to receive nothing but the finest product possible to be made in the Philippine Islands.

In the past, the American trade was strongly of the opinion that all Manila cigars were alike. Thirteen years of experience, however, have demonstrated that there is just as great a difference in the QUALITY of different Manila cigars as there is in the QUALITY of domestic brands. We cannot impress upon you too strongly the factor of QUALITY. If you are interested in price only, then you do not want to handle "ISABELAS." But, if you desire to handle a brand of Manila cigars which during the last thirteen years has proven its value, and on which you can build up an absolute sure business, then you must handle "ISABELA" cigars.

One more word about QUALITY. No two years' crops of leaf turns out to be the same. The change is so great, for instance, that in 1917 we had one of the poorest crops in the history of the Islands, and in 1918 the best crop in twenty-five years. To the "ISABELA" Factory the question of QUALITY of any particular crop is not of great moment, because they always have on hand a goodly quantity of at least five different crops. Therefore, they are at all times enabled to make a blend which is the same year in and year out, irrespective of what any particular crop might have been. The fact that after thirteen years' experience we still retain the cream of the trade in the United States, shows clearly the high favor in which "ISABELA" cigars are held by the smoking public of this country.

COMPAÑIA GENERAL DE TABACOS DE FILIPINAS

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SUMATRA · JAVA PHILIPPINES

Start and Progress of the Tobacco Growing Industry in Insulinde

Sumatra and Java Greatest Tobacco Producing Islands in East Indian Group — Provide Vast Intrinsic Wealth for Dutch companies — Various Contenders Have Filled History of the Islands with Many Checkered and Interesting Incidents.

By DR. ARTHUR SELWYN BROWN

THE DUTCH like to call their East Indian colonies by the group name of Insulinde or Islands of India. These islands comprise, as is generally known, the splendid tropical commercial lands known as Java, Borneo, Sumatra, te Celebes and numerous smaller islands which irm a connecting link between Asia and Aus-talia. The total area of the Dutch possessions i the East Indies is about 740,000 square miles. These islands possess great intrinsic wealth, ad their splendid geographical locations will sme day cause them to become great centers commerce. Today, they are celebrated for a mparatively few products of which sugar, to-lcco, tin, tea, vegetable oils, copra, rubber and troleum are the best known.

The political history of these fine islands has len very checkered, and the Dutch do not ap-jar to consider themselves the ultimate own-s. For this reason they do not vigorously josecute their industries there; but allow them t develop haphazardly. Their attention is ciefly given to the cane sugar and tobacco indus-ties, because they are able to dominate the luropean markets with the products of these idustries. To the general public, the East ldies are chiefly known as the islands which foduce the excellent Sumatra cigar wrappers; ht commercial men realize that the cane sugar cops are the most important of the islands' joducts.

Richest of Holland Colonies

The East Indies are the richest and most im-jrtant of Holland's colonies. Their history ad development form one of the most romantic tories of the East.

The innumerable islands which stretch over te Pacific between the coasts of Asia and Aus-talia have been over-run by Asiatic conquerers nce the remotest times. These have all left records of their presence by monuments, ruins of old cities and palaces or temples, or in the traits and features of some of the existing native races. The Mongolian and Chinese invaders developed commerce in the islands, and for many years before modern Europeans visited the islands the Chinese appear to have cultivated crops of local native tobaccos for exportation to Asiatic markets. Possibly there were much earlier exportations to Australia and America, as it is believed that the present islands mark the high peaks of mountains of a submerged land which formerly connected Australia with southern Asia and South America. Our Virginian and other native American tobacco may have come in this way from Asia.

Sought Riches on Seas

The Dutch, after the wars of liberation, urged by economic pressure, decided to seek riches on the seas and sent ships to all known trading centers. The Spaniards, British, Portuguese, and to a lesser degree the French, were developing a rich commerce in the Orient. The Dutch Government sent agents to England, Spain and France to learn the secrets of these trading ventures. In 1595, the Government of the Netherlands decided to send a fleet to India on a naval and trading mission. The commander was ordered to seize any country he could secure or to fill his ships with Oriental produce and wealth. Another fleet, numbering twenty-two ships, was sent out, in 1598, on a similar mission by an association of Dutch shipowners and merchants.

Some Vessels Were Successful

Some of these vessels suceeded in making the voyage and returning with valuable cargoes. Between 1595 and 1602, sixty-five ships succeeded in making the round voyage successfully. The large profits made by the successful ships led to the sending of many other ships to the Orient and a disorganization of the markets by competition. These late ships, which escaped the privateers and other menaces of the seas at that time, found the European markets so low that the voyages resulted in losses. In 1602, therefore, the state of Holland passed a law causing Dutch traders with the Orient to organize themselves into a single corporation for mutual advantages. This organization eventually became the famous Dutch East Indies Company, which secured, held and ruled the Dutch East Indies for nearly two hundred years. A strange feature of the charter of this company was that the merchants who were original members were the only members, and they had great monopolistic privileges conferred on them. Naturally, they became very wealthy and formed a new caste in Holland which has ever since dominated Dutch trade in home and foreign fields.

Various Companies Competed for Trade

The British East Indies companies, the Spaniards and Portuguese were trading in the East Indies long before the Dutch. But these compenies held great trading monopolies in China, India, Persia, Africa and the Straits Settlements also. The Dutch found the Spice Islands and Molucca less well guarded than the other islands and settled these.

A Governor General was appointed in 1609, in order that Dutch trade might be properly organized in the Orient and extended as opportunities occurred. Bantam, at the western end of Java, then under jurisdiction of the Portuguese, was the site the Governor General chose as his capital. But he was chased away by Portuguese ships and located at Jocatva, east of Bantam. Batavia was founded in this territory.

The Dutch occupation of the islands was threatened many times by the British, Spaniards



Various views typifying features of numerous Sumatra and Java tobacco plantations: Upper left hand corner, performing acrobatic stunts in a drying shed. Next below, a modern barbershop with the tonsorial artist in action. The chap with the trumpet evidently believes in the adage: "He who tooteth not his own, his horn shall not be tooted"; he is sounding the praises of Sumatra and Java tobaccos, and incidentally calling the laborers to refreshments. The other scenes are equally interesting, and are self-explanatory.

and Portuguese. These, however, had greater and much richer possessions to defend in the Orient, and never sent a superior fleet to meet the Dutch, who were eventually permitted to remain in the islands.

Population and Types of Inhabitants

The population of the islands, now consisting of Java, Sumatra, a part of Borneo, Madura, Celebes, Molucca and the Sunda group of islands, is estimated at 40,000,000. The whites number about 80,000. Of these, 71,000 are recorded as of Dutch origin. The Chinese population numbers a little over 800,000. Arabs, Armenians, Persians and other Asiatic whites number about 40,000. Large numbers of Japanese coolies have been imported to work on the plantations. These peoples are densely settled on islands aggregating about 736,815 square miles.

Development of the Tobacco Industry

The early traders dealt in spices, pearls and aromatic oils, chiefly. Only the Chinese were interested in tobacco culture in the early Dutch settlement days. It was not until comparatively recently, in 1864, that a Dutch farmer in Sumatra named Nienhuys imported some good Cuban tobacco seed from Havana, and discovered that the plants he raised from it yielded a good tobacco suited for cigar-making. This accidental discovery changed the whole outlook of the Dutch in the East Indies. They quickly developed tobacco growing and built up a tobacco monopoly in Holland. The sugar industry, which was based on the chief crop in the islands, fluctuated violently with the European sugar market prices. But the tobacco industry was as stable as gold mining, and in time proved as profitable. The discovery of Nienhuys has proved itself the greatest gift bestowed upon Holland by any of its commercial men.

The success of the tobacco crops led to experiments with other tropical plants, and the planters soon launched out into tea, coffee, cocoa, cocoanut, rubber, rice, sago and other crops which are now extensively grown and largely add to the wealth of Holland every year.

Principal Tobacco Provinces

The principal European tobacco crops are raised on the northeastern coast of Sumatra and in Java. The Sumatra plantations are situated in the provinces of Deli, Langkat, Serdang, Padang, Bedgei and in adjoining territories. The principal qualities of the tobacco grown in the famous strip of territory are due to the characteristics of the soil, which is a sandy loam, like the fine tobacco soils of Virginia and Kentucky, and to the climatic conditions of the islands.

Difficult to Keep Competent Laborers

Chinese labor is used in planting and harvesting the tobacco crops. Javanese, Klings, Japs, Bataks, Bandparese and other natives are employed in industries connected with those of tobacco culture. The Chinaman has proved himself an expert in tobacco culture, owing, perhaps, to his general gardening skill, and his long experience in tobacco growing and manufacturing. The planters, however, have met with the usual experiences in dealing with Asiatic coolie labor, and some years ago were compelled to organize the Planter's Association to regulate the importation and discharging of coolie laborers. When the Chinamen accumulate a little money, their trading instincts prompt them to leave laboring in the fields to newcomers and to begin trading in a small way. There is, consequently, a continuous labor movement in progress through the settlement of thrifty laborers on the land and in the trading centers in the islands and the importation of new laborers from China.

The areas devoted to the growing of tobacco crops are usually divided into eight equal parts. The first part is cropped, then the second, and so on each year until in the eighth year the eighth is cropped. In the meantime the earlier portions are allowed to grow weeds or other fertilizing crops. Then the land is again cropped with tobacco in the same rotation.

The Sumatra tobacco plants grow most luxuriantly and attain unusual heights. They are subjected to the attacks of many insect and fungoid pests which cause daily attention to be given to all the plants. Cultural and harvesting are done on similar lines to the practice in America. In the Indies, however, women are largely employed to carry the harvested leaves to the curing barns.

Harvesting Methods Vary

The treatment of the plants varies in the different islands because of local conditions. The Deli plants are stripped when ripened and hung in the drying sheds. This is done by piercing the top center vein with a brass needle and sewing it back to back with another leaf until a bunch of about forty pairs is formed. The bunch is then tied up and slung on a pole to dry. About three weeks are consumed in drying, and the leaves lose about two-thirds of their green weight.

In the Fermentation Sheds

The dried leaves are made into larger bundles and carried to the fermentation sheds, where they are piled in heaps to sweat. The fermentation causes a further loss of from 5 to 10 per cent in weight of leaf. Between forty and sixty days are occupied by the fermentation processes. The tobacco is then sorted. Naturally, the climatic conditions being different to those in Europe and America, the fermentation of East Indian tobaccos calls for peculiar local experience. The general principles of the fermentation are similar to those pursued in the United States; but they are modified to meet the requirements of the warmer and more humid climate of the tropics.

The Grading

The tobacco is sorted at Deli with respect to color and fineness into twenty-one different classes which are marked as follows: D = black or dark brown, B = brown, LB = light brown, L = yellow, SL = light yellow, SSS = brown carrying many spots, etc.

The sorted leaves are made up into bundles acording to the length of leaf, thirty or forty bundles making a "fine bundle." These fine bundles are taken to a receiving room and again examined for length and color. The leaves are made into "fine bundle heaps." Later they are bundled in presses to bales weighing between 80 and 100 kilograms.

The Aroma of Sumatra

The Sumatra wrapper is distinguished by its color, fineness and aroma. Many authorities believe that Sumatra tobacco has no aroma. That is a mistaken idea. Practically all aromatic plants grown in the tropics retain their aromas after being dried. The aroma of Sumatra tobacco is finer than that of Havana leaf.

The leaf, after baling, is marked with a variety of signs. These include the tare, the name of the plantation upon which it was grown, the company's mark and marks showing the quality and other characteristics of the tobacco. The bales are then ready for shipment to the markets in Holland.

Java Tobacco

Tobacco growing conditions are different in Java because of local peculiarities of soil and climate. The Java leaf differs, consequently, in the same degree from the Sumatra leaf in aroma, fineness and color. These differences are as marked in some years' crops as those which may be noticed on comparing Connecticut leaf with that grown in Kentucky.

The area in which tobacco is grown in Java is called the Vorstenlanden, or the good lands of the principalities.

Tobacco crops were first raised in Java about 1856. In 1870, the exports to Europe amounted to 3,200 bales. They advanced to 239,867 bales in 1873 and 500,360 in 1911. Today Java exports over 800,000 bales. These figures show a slow, but steady increase in production. Little effort, however, is made by growers to increase their operations. Formerly they did not come into competition with the Sumatra leaf and produced only what the German and Scandinavian markets would take. These markets prefer Javanese tobacco for cigar making to any other.

Marking Java Tobacco

Java tobacco is branded on the plantations differently to Sumatra leaf. A, B and C represent respectively the first, second and third qualities. Z is a fourth grade of dark leaf. Thick leaf is packed separately and marked DB and DC for first and second grades respectively. Leaf marked E indicates that it was attacked by field mildew and is spotted. Other markings are A = dark brown, AA = brown, AAA = light brown, AV = dark faded, AAV = light faded, etc.

Cigar Industry Deranged by Post War Conditions

There is an important cigar making industry in Holland which is largely based upon the production of Java leaf. In Germany, Belgium, France, the Scandinavian countries, and Holland are markets supplied with cigars made from Java leaf. The war greatly disorganized this trade, and the present impoverishment of the European peoples led to a collapse of the Dutch cigar markets when hostilities ceased in 1918, and led to the need of government aid. Conditions have improved lately, but the trade is still far from normal. One problem the Dutch cigar makers have had to face was whether it is better to make their prices low to meet the necessities of their consumers, or raise them so as to make larger profits on their restricted sales. The majority of manufacturers resorted to increased prices. Today, cigars in Holland are much higher than they were before the war.

Cultural Methods in Java

The Javanese tobacco crops are planted in the Spring, after the rice is harvested. The methods of culture differ little from those used in the United States. Sometimes in the curing the aroma is "stimulated" by treating the leaf with solutions of odoriferous resins, hemp or opium. The chief exports go to Holland. Cut tobacco is marketed in Singapore, Penang and Hongkong.

Besides the Havana leaf grown for the European markets, the Javanese grow other types of tobacco for local and native consumption. The Besuki and Kedu districts are largely devoted to the growing of native tobacco crops.

Tobacco raising on a small scale is practiced in all the islands of the Dutch Indies. Considerable quantities of good tobacco are annually raised in the highlands of Sumbowa and Flores. The tobacco of these islands has a good reputation locally and is exported from Flores to the Straits Settlements and India and China.

Virtual Monopolies

In glancing over the history of the development of the tobacco growing industries of the Dutch East Indies, we are surprised to learn they are of comparatively modern origin and are regulated, with the sanction of the local and home governments, so that they are, in a large measure, controlled as monopolies. They are valuable assets of the Dutch people and are producing steady revenues. They are capable of being greatly extended whenever the planters desire to raise larger crops. Whether the growers are making the best of their opportunities by following their present commercial policies is an economic problem which is open to argument both favorable and otherwise. The Dutch people are mostly favorable to existing practices. Foreign economists, however, severely criticise the methods on the ground that all monopolistic and restricted industries are basically unsound and inefficient.



These pictures show some exterior and interior views of a few of the many large cigar factories in Manila, Philippine Islands. They clearly exhibit the sanitary and wholesome surroundings in which Manila cigars are produced.

The Tobacco Industry and Its Role in Economic Life of Philippines

Tobacco Products Occupy Fifth Place Among Philippine Exports—Tobacco Has Kept Pace With Other Staple Industries—Cigars Form Bulk of Tobacco Exports — Experiments to Improve Quality of Tobacco—Effective Promotion Work.

By VICENTE VILLAMIN

PHILIPPINE tobacco exports provide some interesting figures. Tobacco ranks fifth in value among the exports of the Philippines. The following table is interesting as showing that its relative advance has only been in line with the progress of the other staple industries. Note that the percentage of tobacco exports to the total export trade of the Philippines a quarter of a century ago was even higher than it is at present.

Exports of Tobacco Products

(In Pesos—$0.50 U. S. Currency)

Year	Value, Pesos	Percentage of total exports	Percentage of total Tobacco sent to U. S.
1922	17,340,236	13	....
1921	16,564,434	9	24.63
1920	39,854,782	13	55.53
1919	31,390,084	14	44.67
1918	27,169,826	10	54.00
1917	14,301,081	7	73.73
1916	11,652,349	8	38.24
1915	7,409,868	7	31.57
1914	8,355,064	9	29.01
1913	9,933,936	10	33.40
1912	10,726,764	10	37.20
1911	7,636,162	9	24.10
1910	8,817,962	11	35.80
1909	6,649,068	10	22.32
1908	5,652,084	9	.66
1907	5,454,858	8	.90
1901	5,263,882	11	.02
1900	4,522,464	10	.25
1899	3,862,506	13	.17

Cigars Form Bulk of Exports

Cigars represent the bulk of the export of tobacco products. And the United States absorbs about 70 per cent of the total number of cigars sent abroad. Spain is the next best market for Philippine cigars, followed by China.

It is significant that the volume of the total cigar exports has not materially increased in twenty-five years; but it is noted that the value has gone up considerably. For instance, the 196,090,000 cigars exported in 1899, the first year of American occupation, were valued at an average of $4.82 a thousand, while the 154,879,000 in 1921 went for $20.84. The quality of Manila cigars is constantly improving and commanding better prices. The following table is illuminating:

Exports of Cigars

Year	Value in Pesos	Average Price per M (Pesos)	Percentage sent to U. S
1922	11,602,219	....	57.00
1921	6,454,886	41.68	61.36
1920	25,442,276	60.35	82.90
1919	18,157,707	46.28	76.16
1909	3,509,058	23.17	42.03
1908	2,118,656	18.28	1.73
1905	1,785,122	18.65	1.58
1901	3,664,898	15.37	.05
1900	2,316,834	13.42	.48

The sharp vertical increase of the percentage sent to the United States recorded from 1908 was of course due to the passage of law by Congress admitting Manila cigars free of duty. It may be stated, in this connection, that the maximum limit to cigar importation from the Philippines into this country was removed by the Act of Congress of August 29, 1916, generally known as the Jones Law.

Local Consumption Stationary

The consumption of factory-made cigars and cigarettes in the Philippines has not increased in fifteen years. The quantity of cigars smoked in the country is an index of the economic conditions. Years of depression register proportionate diminution in cigar consumption.

The following table will show the output of cigars and cigarettes, quantity retained for local use and the per capita consumption of each. It should be taken into account that the percentage of increase in population during the period covered by the statistics was high.

Cigars

Year	Production	Consumption	Per Capita consumption
1920	510,800,333	89,255,190	8.28
1919	499,059,234	106,719,772	10.10
1918	484,674,450	124,529,623	12.03
1917	412,138,207	127,613,707	12.68
1916	271,868,278	78,842,700	8.06
1915	184,308,392	49,660,705	5.23
1914	243,134,200	88,380,837	9.47
1913	282,096,996	90,334,554	9.86
1912	284,918,845	109,598,784	12.18
1911	228,251,291	96,034,291	10.90
1910	285,561,328	89,369,328	10.30

Cigarettes

1920	5,039,784,441	4,915,013,772	465.52
1918	4,720,005,675	4,605,477,690	450.66
1915	3,859,607,265	3,815,057,636	402.74
1912	4,404,929,808	4,369,974,718	485.92
1910	4,173,507,249	4,142,623,249	477.70

Imports and Exports of Cigarettes

The export of cigarettes is not making very much headway. With the exception of the boom years of 1918, 1919 and 1920 the exportation of cigarettes has not increased in volume in fifteen years to any great extent. In order of importance, Hongkong, Spain, China and Hawaii are the best customers for cigarettes. It may be mentioned that the cigarettes that go to Hawaii are used by the 50,000 Filipinos working in the Hawaiian sugar plantations.

On the other hand, the imports of cigarettes into the Philippines are growing by leaps and bounds. Over 95 per cent of these imports is supplied by the United States. The popularity which American cigarettes enjoy among their present devotees in the Philippines marks that country out as an important market. What is needed is a consumers' advertising campaign in the different parts of that country. It should be remembered that the Philippines have a high purchasing capacity, and foreign merchandise appeals to both the taste and the psychology of the Filipinos.

The following table is interesting as showing that the progress of cigarette imports is far ahead of the exports, a fact that should emphasize the necessity of cultivating a bigger foreign market. This idea is endorsed to the Philippine Government which, with respect to cigars, has established a system of rigid inspection, control in quality, outturn and exploitation of market, that is a model for its kind in the world, and an assurance of a great future for the Manila cigar industry.

Cigarettes in Foreign Trade

(In thousands)

Year	Export	Import
1922	53,197	.....
1921	39,837	230,584
1920	124,770	128,747
1919	155,307	71,919
1918	114,527	59,150
1915	44,549	12,498
1913	47,882	5,112
1911	33,662	1,796
1910	30,884	1,352

Leaf Tobacco Becoming Important Export Item

That leaf tobacco is coming to the fore as an important item of export is evidenced by statistics. With the exception of 1917, when the United States took 61 per cent of the total leaf tobacco exports, foreign countries absorb 99 per cent of the Philippine leaf tobacco that is exported yearly.

Among the biggest takers of Philippine leaf tobacco are Spain, Austria, Belgium, France, Japan and China. Spain is served almost exclusively by two great companies in Manila controlled from Barcelona and Madrid. This is also true with regard to cigars and cigarettes.

Leaf Tobacco Exports

(Including other unmanufactured tobacco)

Year	Value in Pesos	Average Price per Kilo in Pesos (kilo—2.2 pounds)
1922	5,572,137	.....
1921	9,690,819	0.43362
1920	13,982,003	.67630
1918	12,633,707	.49118
1909	3,072,688	.32300
1908	3,417,512	.30230
1901	1,496,970	.18980
1900	2,067,800	.20700

The Philippine Tobacco Acreage

The tobacco crop for 1921 was a decrease of nearly 19 per cent compared with that of the year preceding. The acreage was also 10 per cent less. The violent typhoon which crossed the Cagayan Valley a few months ago destroyed a substantial portion of the crop for the present year.

The Philippine tobacco crop is affected directly by three things: prices, drought and heavy rains. When market prospects are not good, rice or sugar cane is planted in tobacco lands. Thus, with diversified farming, the tobacco grower gets supposed relief in times of disastrous prices. This is, however, in its totality, uneconomic and in the final accounting a financial loss, as the tobacco culture, being highly specialized, a regular, steady concentration of efforts are needed to enable the production of good tobacco which will preserve its place in the world's markets.

Tobacco is grown in the tropics as well as in semi-temperate and temperate countries. Tobacco culture has reached a high stage of development. Tobacco enjoys the highest tariff protection in all countries. It is no wonder, therefore, that it is one of the most competitive articles in the markets everywhere. The Philippines can do no better than pay close attention to the development of the tobacco industry, from the time the land is prepared up to the delivery of the finished goods to satisfied distributors in the consuming markets.

The following table shows the progress of the tobacco industry in point of quantity of output:

Acreage and Production

Year	Area cultivated in hectares	Quantity produced in kilos	Average yield per hectare in kilos
1921	90,980	52,799,030	580
1920	101,123	64,893,534	642
1917	61,776	48,928,621	792
1914	60,890	46,731,463	767
1911	69,016	25,518,132	370
1902	31,417	17,009,291	541

The area cultivated in 1921 was 40 per cent larger than the average of the five-year period

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Monarch 1/10s, Bundles of 5
Londre Grande 1/10s, One Bundle
Operas 1/10s, Bundles of 5



SIZES

Vencedores 1/20s, Banded
Perfecto Especiales 1/20s, Banded
Rothschilds 1/20s, Banded
Monarch 1/10s, Bundles of 5
Londre Grande 1/10s, One Bundle
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from 1915 to 1919, and 47 per cent larger than the average for 1910 to 1914. The output was valued at $4,388,787 in the municipal markets and fetched an average of 8½ cents per kilo thereat.

Practically three-fourths of the total area cultivated and four-fifths of the total production were credited to the provinces of Isabela, Cagayan, Cebu, Pangasinan and La Union. Nearly all provinces in the Archipelago grow tobacco of indifferent grades. This production supplies the home needs of their inhabitants in some degree. The tendency at present is to devote lands and experience to well-established products of the district and thus establish an economical and satisfactory inter-dependence among the different provinces.

Opportunity for extension of tobacco acreage will be centered on the region on the north central Luzon, traversed by the Cagayan River. This Philippine Nile makes the Cagayan Valley an ideal producer of high class tobacco. Much remains to be done, however, to realize this, and among them figure, not only scientific culture but also finance, labor, transportation and distribution.

Tobacco Development Work

The Bureau of Agriculture is conducting experiments to improve the quality of tobacco. An experimental demonstration station is maintained at Dammao, Isabela and Cotabato, Mindanao.

At Dammao work is being done to improve the native varieties—the Dammao Large Broadleaf, Dammao Small Leaf, Espada Dammao, etc. Selection work has also been done, foreign varieties being the subject of experiments, among them being the Sumatra, Florida Sumatra, Connecticut and Habana. At the Cotabatao Station the Florida Sumatra and the Dammao Broadleaf gave the best results in the variety test. The Florida Sumatra yielded 11 per cent of the crop suitable for wrapper and the Dammao Broadleaf 3 per cent. Much hope is placed on the results of the experiments with the Florida Sumatra in view of the fact that the variety is still in process of acclimatization and its possibilities are yet undetermined. Varieties of Connecticut Round Tip, Batoli, and Baker's Sumatra are also being tried.

Soil sterilization experiments are under way to find out remedies for fungus diseases like the damping-off disease, leaf rot, root rot and the Cercospora nicotiana. It has been found that tobacco seed sown in partially seed germinated earlier and yielded a bigger percentage of germination than the seed sown in an open seed bed. Important results have been secured from the trials conducted in stalk-curing and air drying. Increasing interest is manifested in all quarters in the production of quality leaf tobacco.

The Manila Cigar and Cigarette Industry

All the cigar and cigarette factories are located in the city of Manila, the industrial as well as the commercial and social center of the Philippines. Fifteen thousand workers are daily employed in these factories. This number is bigger than the total number of workers in all other factories in Manila combined.

The employment conditions in Manila are largely dependent on the state of the tobacco market. Efforts put forth to increase and stabilize demand for Manila cigars abroad, most especially, of course, in the United States, affect directly the welfare of many thousand families in Manila, not to speak of the other thousands in the tobacco-producing provinces. It is most encouraging to see that the Bureau of Insular Affairs, War Department and the two Philippine tobacco agents in the United States are sparing no efforts to promote the Manila cigar trade in this country.

Manufacturers, importers and dealers are also doing wonderful work to get Manila cigars across. The cigar manufacturer in Manila who allows poor merchandise to leave his factory for the United States not only discredits his product but also reduces the opportunities of labor, not only in his own factory but also in other factories, as the industry in general cannot escape the bad name which "Manilas" earn. The responsibility, therefore, of the manufacturer to put out goods that are up to the standard is to himself, to the other manufacturers, his employees and the other manufacturers' employees. As serious a responsibility as this should work for ever-improving quality in the output of every cigar factory in Manila which sells a part of its output in the United States.

Co-operative Efforts Necessary

The Philippine Government derives substantial revenue from the tobacco industry. It cannot, therefore, afford to permit the least sign of demoralization of the Manila cigar trade in America to exist unchecked. Manila factories are in perfect accord with the Government that Manila cigars shall earn and maintain a good name in this market. But this determination is lacking in complete expression.

In Manila, they are just beginning to talk about co-operative marketing, a subject that deserves much study in view of the peculiar conditions obtaining in the tobacco regions. There is too much intermediate handling, and the bulk of the returns goes to every one else except the planter. Adequate financing, transportation problems, and warehousing are other pressing subjects which are hardly touched. And there is, of course, the question of improving the leaf production.

All efforts in these various directions will be only partly availing if foreign markets for the product is not properly and adequately cultivated. Perhaps, in view of the psychology of the situation, it may be an excellent idea to cultivate demand intensely in the United States first and then let the industry in the Philippines work under the pulling influence of the market. In this way, producers will be encouraged to increase the quality and quantity of output. The reverse, that is, production first in quantity over the demand of the present market, would, under existing circumstances, be most speculative and undesirable. A demand bigger than the supply, will give a much needed lift to the development of the industry. That condition in 1909 led to demoralization in quality. This can be avoided now by more rigid inspection on both sides of the water. The idea of the whole thing is to give the Filipino planter a hard shaking-up, and to lead him to the realization of the great opportunities that are before him.

A more intense advertising campaign in America, backed up by both the Government and the industry—the Government has to take part in this work for sometime yet—should usher in the desired ends. America is an enormous market. All countries vie with each other here to sell their products. Big sums are used for advertising purposes. The Philippines should not be behind in this kind of efforts now. This is the time to build securely and broadly.

Filipino-American Co-operation Will Be Fruitful

A survey of the future will reveal that America will depend more and more on the Philippines for tropical raw materials. Tobacco is an article which can be developed on a large scale in the Philippines. America imports yearly about $75,000 worth of tobacco from foreign countries, paying heavy import duties. If the Philippine industry is studied and developed, this country may not need to import tobacco from foreign sources, and save the enormous sums of money paid under the tariff law. Buying from the Philippines is helping the American industries that sell thereto. With respect to other countries, the fact is they sell to America and buy from Europe. The case of the Philippines is different—they sell to, and buy from, the United States. The idea, therefore, of a certain portion of the tobacco industry in America to restrict the importation of Manila cigars is shortsighted. Congress is not going to heed their imagined hard luck stories. And the Manila trade in America and those who desire to handle Manilas need not feel, it is believed, the slightest apprehension that their trade will be legislated into a cocked hat, so to speak, by the Congress of the United States.

Co-operation, indeed, will be mutually advantageous. I am sure I do not misread the real desires of the Filipino people, often mistakenly interpreted by political spokesmen, when I say that they welcome American capital and American enterprise to their midst, for they know that in America they have an unselfish friend and a wise mentor.

Duplicating Qualities

In the merchandising of any commodity it is first necessary to ascertain the duplicating qualities of what you have to offer. Writing along these lines, E. M. Freeman of Sidney J. Freeman & Sons, says:

"When Manila cigars were first brought into the United States duty free, Sidney J. Freeman, the senior member of our firm looked carefully over the situation and by honest comparison concluded that the La Flor de Intal Cigar Manufacturing Co.'s cigars were by far the best manufactured in the Philippine Islands and more adaptable to the American smoker. In the twelve years that have passed we have found that his judgment was correct.

"In the face of price competition our La Flor de Intal, Magallanes and Puntacimas which were higher in price have withstood the onslaught and gained a foothold in the minds of the jobbers and retailers for they, too, realized that quality counted.

"We have, today, a staple business on our La Flor de Intal, Magallanes and Puntacima cigars, concentrating our efforts on the following sizes: Londres, packed 1/10, one bundle; Intal Extras packed 1/10, 2 bundles; Harold-E packed 1/20 banded; and Siestas packed 1/20 banded which comprise our five cent (5c) sizes. On our 8c, 2 for 15c number we have the Eminente size packed 1/40. On our 10c number we have the Sidsons size which is Sumatra wrapped. On our 15c number we have the Excellentes size, also Sumatra wrapped.

"It is a known fact that jobbers who desire to build up a duplicating cigar business always look for brands that have a reputation and that are known as trade getters and business builders. The La Flor de Intal, Magallanes and Puntacima cigars are such brands. Jobbers who are in the market, today, for the highest quality cigars manufactured in the Philippine Islands should communicate with us.

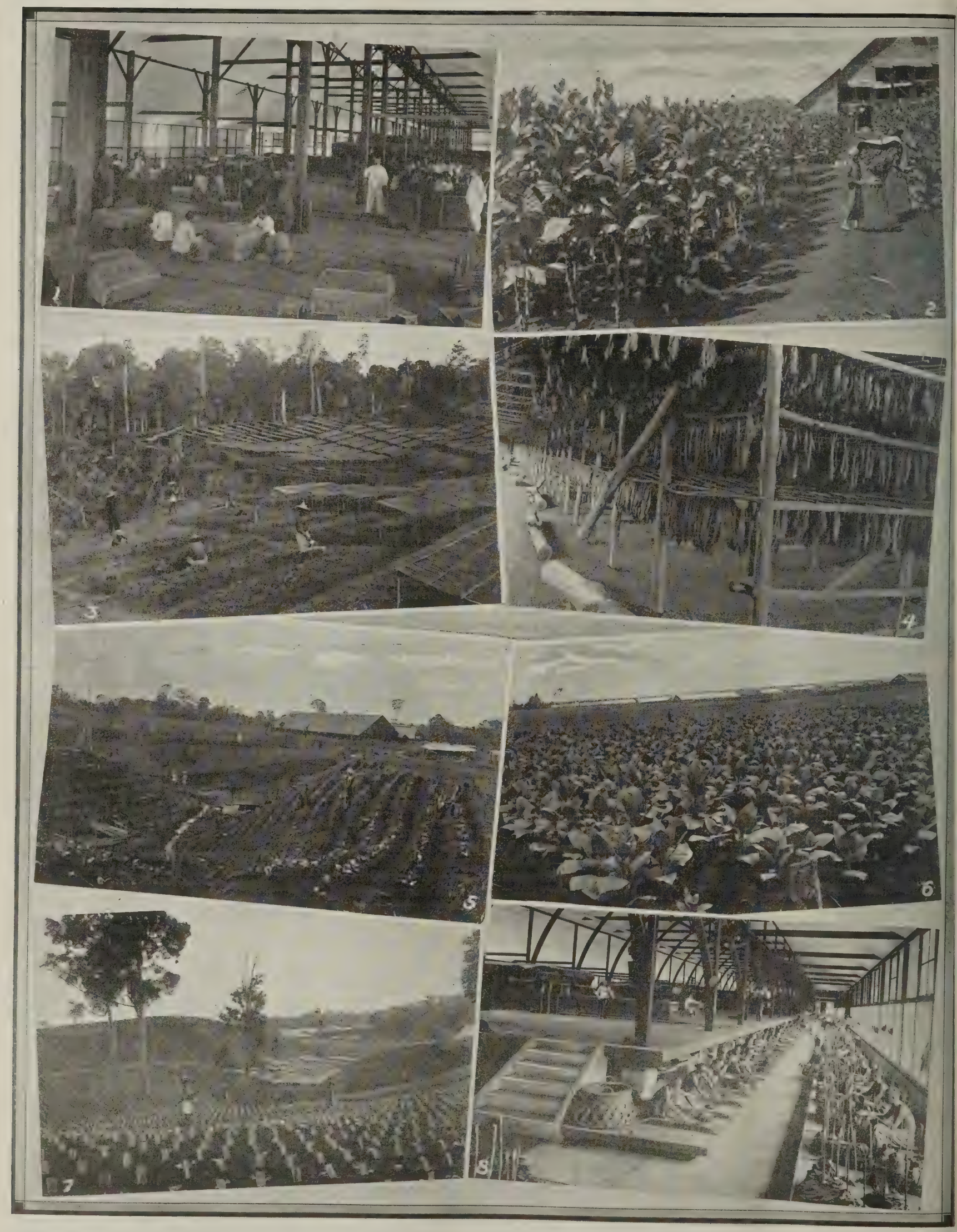
"Many jobbers and retailers have entertained the thought that all Manila cigars were alike. That, however, is not so. You would not typify all cigars alike that are made in Tampa, Pennsylvania, New York or any other place? Of course not. Each factory uses a different grade and blend of tobacco. The La Flor de Intal factory uses nothing but the best long stripped Isabela tobacco grown in the Cagayan Valley that is well aged and cured.

"Dependable cigar business can only be built on staple cigars. La Flor de Intal, Magallanes and Puntacimas are staple.

"Bear in mind that 'A Cigar, A Smile, Make Life Worth While.' He who lights a La Flor de Intal, Magallanes or Puntacima cigar will smile with contentment."

Hurts Dutch Cigar Trade

An association of cigar manufacturers has called the Dutch Foreign Minister's attention to the fact that since Denmark has doubled its import duty on cigars that market, which has been one of the few export markets open to the Dutch cigar industry, will be practically closed. —*New York Times.*



Typical scenes on a Sumatra plantation: 1, Pressing and packing in bales. 2, Field of ripe tobacco. 3, Seedling field. 4, Tobacco in drying shed. 5, Banking plants. 6, Half-grown tobacco. 7, Young plants under shade planks. 8, Sorting.

Wrong Inferences Drawn from the High Prices of Sumatra Tobacco

Some Extravagant Figures Reached—Not Much Sumatra May Be Considered Expensive—Has Elastic Covering Qualities—Blends Well With Almost Any Filler—Cigar Manufacturers Derive Many Advantages by Buying Sumatra in New York

By HENRY M. and JOHN H. DUYS

SMOKERS in America have always been blessed with fine tobacco. The early colonists raised on their own farms in the Southern states, a type of tobacco which was well suited to their taste. For more than a century they grew the finest of the world's tobacco crops. Later, as the commerce of the world expanded, Cuban, Porto Rican and other tobaccos began to appear on the American market. For a brief space, Mexico supplied a popular cigar tobacco. Then Holland exported to New York some of the finest wrapper leaf tobacco grown in the Netherlands East Indies, which immediately attracted the attention of tobacco men and has since made a great place for itself in the American tobacco world.

It may be said truly today that the most popular wrapper used by American cigar manufacturers is the first quality of Sumatra leaf. It ranks high with American cigar manufacturers because of the reliable way in which the tobacco is packed, its silky texture, its even, light colors, its high quality and its aroma.

Sumatra wrappers will blend with almost any filler tobacco and will give excellent satisfaction to the smoker.

Has Expansive Yielding Qualities

Notwithstanding that the American duty on this tobacco is at present $2.10 per pound, or expressed in percentages, about 100 per cent, it is an economical wrapper as every cigar manufacturer can depend upon it that Sumatra tobacco will give him a thousand wrappers out of every two pounds. It is on account of this big yield that Sumatra wrappers can be used on the so-called class "B" cigar (which sells for five cents retail and upwards) as well as the higher grade cigars. The smokers of these types of cigars demand strictly light colors, which are found in a larger percentage in Sumatra tobacco than in any other wrapper crop grown.

The average consumption of Sumatra tobacco in this country is about 30,000 bales of the finest grades produced, weighing about 170 pounds net, each. The average bale of Sumatra makes about 85,000 cigars, so that it will be seen that between two and three billion American made cigars are wrapped with Sumatra tobacco, out of a total production of approximately seven billion cigars per annum. The United States Government collects between nine and ten million dollars revenue in import duties on Sumatra tobacco alone.

Spring and Fall Inscriptions

Sumatra tobacco is sold at inscriptions or auction sales during the Spring and Fall of each year, in Amsterdam and Rotterdam, and these inscriptions are largely attended by cigar manufacturers and leaf tobacco dealers from all over the world. At these sales the tobacco is sold by the various growing companies, the largest among whom are the Deli Maatschappy, Deli Batavia Maatschappy and several others, by sealed bids, which has been found to be the most satisfactory way of sale. This method of sale always leads to great excitement and competition between the various buyers, and the best prices are procured by this method, which is naturally to the advantage of the growing companies.

Auctions in New York

During the war, when Holland was practically blockaded by U-Boats, it was impossible to ship Sumatra tobacco from the Dutch East Indies to Amsterdam, and it looked at one time as though America would be without this much desired article. Several of the leading tobacco importers in New York formed the Sumatra Tobacco Import Corporation, which has since been liquidated, and brought the American grades of tobacco direct from the Dutch East Indies, shipping this tobacco direct from Belawan, a harbor on the east coast of Sumatra, to San Francisco and New York. The inscription method was then also pursued in New York, and it was attended with enormous success, and tremendous prices were paid, as the importations were naturally limited, and the cigar manufacturers extremely anxious to secure desirable wrappers. Since 1920, however, inscriptions have again been held in the normal manner in Amsterdam, and the tobacco is shipped from Sumatra to Amsterdam, and from Amsterdam to New York.

Strong Competition

During those troublous war times, tobacco brought as high as $5 per pound for grades which formerly sold in Amsterdam around $2 to $2.50, but for the last few years Sumatra tobacco has still remained at a very high level, as compared to the pre-war prices. At the first inscriptions which were held on May 13 and 20 of last year, the average prices for running lots were anywhere from $3 to $4 per pound for fancy tobaccos. This was due to a great extent to the strong competition from Continental European countries, also the demand for strictly light, greenish cast tobacco, which seems to have gradually become a world wide demand. This year competition has been unusually keen.

It is to be regretted that the enormous prices have been paid, as, like everything else, there is a decided decrease in the cigar production in this country, and as the consumer demands lower priced cigars, just as he demands lower priced shoes and clothing, it is hard to reconcile these high prices with the demands of the individual smoker.

The Sumatra growing companies have been extremely successful in the past, making tremendous amounts of profit, and although labor has gone up, and the materials used are naturally very much higher, the land owners in Deli have declared very handsome dividends to their stockholders.

Demand Calls for Increased Cultivation

The recent amalgamation of Dutch companies which are operating plantations in Sumatra, and the growth of the capital employed on the plantations, showed that those who are engaged in the industry find that the demand for the tobacco is calling for increased cultivation and production, and also that the outlook for the industry is sound. According to the views of experts, there is not much room for expanding the plantations in those East Coast districts which yield the best tobacco. There can be no doubt, however, that the growers will be able to cope with the demands made upon them for the leaf. An economical question involved in the proposition is as to whether it is better for the growers to restrict the area of growth with a view of securing higher prices for the leaf of fine quality, or whether, by extending the area over which the crops are raised, they would not secure better revenues by larger crops which they could market at lower rates per bale. This proposition has been discussed by many firms interested in the tobacco industry in Amsterdam, but nothing definite in the way of a conclusion has been arrived at, consequently, the old trade policies are continued.

Medium Grades Are Preferred

At the inscriptions in Amsterdam in recent years, particularly during and after the war, extraordinary high prices were secured on account of the great amount of competition among the buyers of Sumatra leaf. One American firm bought twenty-five bales at nine dollars per pound. This, naturally, caused much comment in the tobacco trade and appears to have given an impression in some quarters that manufacturers of the lower-priced cigars are unable to go into the market for Sumatra leaf. The truth is that such choice tobacco is only purchased by a comparatively few cigar makers for the manufacture of the highest grade cigars. Only a few manufacturers supply themselves exclusively with the fancy bales of Sumatra leaf. Most users of Dutch tobacco secure the medium grades which the general public favor.

Superior Advantages in New York Market

The American manufacturer who purchases his supplies of Sumatra tobacco in the New York market has many advantages over his rivals who make their purchases in Amsterdam. He is able to secure easier terms and accommodations than Sumatra importing houses afford their customers, he is able to select just the type and quality of leaf his trade and customers call for and is not compelled to take running lots. He can buy one bale as easily as one hundred bales and has ample opportunities for testing the bales he buys. The men who buy upon the Frascati do not have these and many other privileges.

Popular Sumatra at Reasonable Prices

The Sumatra leaf is so select and, excepting for a few fancy lots marketed each year, moderate in price, that any manufacturers of cigars can use it for wrapping purposes. Those who employ Sumatra wrappers regularly, know the truth of this. Those who have kept out of the market on account of the sensational prices some of the fancy packages brought at the recent sales in Holland, are unwise in assuming that all Sumatra prices are high. A little investigation of market conditions will show them that grades of Sumatra leaf can be secured in the American markets at prices suited to practically all makes of American cigars. The steady growth of transactions in the New York market afford the strongest evidence of this fact.

Alert Importing House

D. Dreux, Inc., dealers in Sumatra and Java leaf tobacco, 136 Water street, New York, are the first tobacco merchants to use the recently adopted slogan, "After all, nothing satisfies like a good cigar," in their advertising. Mr. Dreux, who is a great believer in catchy slogans, expresses the view that the general use of the new slogan by the trade will greatly increase the consumption of cigars. At the recent inscriptions in Amsterdam and Rotterdam, Mr. Dreux was fortunate in securing a good quantity of Sumatra and Java tobacco of various fancy marks, and, as a result, the choice wrappers offered to their clients are in great demand throughout the country.

LA FLOR DE INTAL



Intal Extra, 6 for 25c

"A Cigar---A Smile make Life worth while"

PUNTACIMA



Harold-E, 5c Straight

JUST QUALITY

MAGALLANES



The Cream of the Philippine Islands
Hand Made—Long Filler
Spanish Style

LA FLOR DE INTAL



Siesta, 5c Straight

Sidney J. Freeman & Sons

U. S. Agents and Importers

123 Liberty Street

New York

PUNTACIMA



Intal Extra, 6 for 25c

Building Manila Cigar Brands and Efforts Necessary to Success

Philippine Products Have Had to Overcome Numerous Handicaps — Formerly Shipped With All Sorts of Mixed Cargoes—Reforms Putting Manilas on More Equable Basis—Importers Now Able to Build Business on Reputation of Brands.

By CHARLES ALLEN BOND

FIVE OR SIX years ago there was scarcely a cigar jobber in the United States who thought seriously of any scheme to bring Manila cigars to the United States and establish the trade on a brand basis.

"Manila was too far away," they said.

"It will be impossible to overcome time and distance and keep an adequate supply of staple cigars on hand to meet demands."

During the war when shortage of every type of cigar was the rule rather than the exception, there was foundation for this opinion. Trans-pacific shipping was all shot to pieces. Freights went up to *$60 per ton* and to obtain any transportation at all, Manila factories were forced to use all sorts of ships; *very* few that were good, many that were bad, and the arrangement for storage was always indifferent.

Sometimes cigars came through torrid weather, mixed in cargoes of copra, raw sugar and green hides. Nothing was ever sure! Few cigar distributors in the United States could depend on any factory or any ship for cigars not damaged or touched by deteriorating causes.

No wonder the American trade shook doubtful heads and denied the possibility of building a Manila brand.

But always the times produce some one who will tinker at a proposition until he works it out. Here and there were trained cigar men who perceived the possibilities of "the Manila brand." They discovered that the smoker would take to the cigar and that he would stick. If they tried to sell him something else, "just as good," he was inclined to protest.

And then there was a certain individuality about the cigar that could not be imitated, and that fact alone was enough to lay an excellent foundation for a brand-building campaign.

Manila Can Co-operate

Another point that fortified the belief of certain importers in the favorable brand building features of Manila cigars was the fact that several factories had continued over a period of years to deliver to the United States' market sound merchandise, free of any damage whatsoever.

If one could do it, so could another!

Clean and marketable cigars must be a matter of selected tobacco properly cured and carefully worked in the factory, and a matter, too, of clean transportation.

With these thoughts in mind importers and Philippine Government agents set earnestly to work to safeguard the good name of a great industry. Government inspection at the factories was made more critical. The advice and co-operation of the steamship lines converging at the Port of Manila was sought and obtained with the result that now a steady flow of good cigars are coming from the factories and the transports are carrying Manila cigar cargoes in the sweetest and cleanest compartment to be found aboard ship.

These changes and improvements in manufacturing and delivering cigars are reflected in the steady increase of the sale of staple Manila brands, and the gradual elimination of the job-lot importer.

Brands on the Pacific Coast

On the Pacific Coast where Manilas have made greater progress than in any other part of the country, the business is a brand proposition absolutely.

No one buys a job for that market. Nondescript brands are not wanted at any price. Low prices for merchandise that is merely "so many cigars" will not turn the jobbing and retail trade of the Far West from the path of sure profits on staple cigars.

Smokers have been educated to expect at least a nickel's worth. Anything cheaper does not interest them. Therefore, the jobbers and dealers must compete on quality rather than on price. The smoker has a lot to say when he can identify his purchases and can measure accurately the value and quality of brands packed under various Manila labels.

The movement to establish Manila brands has spread from the Far West to other portions of the United States, and it is only a question of a short time when the successes of the importers and jobbers of the Pacific Coast will be repeated in many places.

In a preceding paragraph reference was made to a certain individuality in the Manila cigar which gave the brand-builder a sure foundation to work on.

Advertising Value

Every advertising expert will tell you that to win a permanent success and to benefit from the application of intensive advertising, it is essential that the article so advertised have certain specific qualities that set it apart, that it must have merit. Just advertising alone cannot build up a great trade.

That point is admirably illustrated by the Manila cigar.

And it is not one thing alone that commends it for successful exploitation, but a number of things. For instance, it tastes different from any other cigar. It is very mild. It cannot be successfully imitated. Made with long-filler, and hand-work, in even the cheapest sizes, it possesses all the smoking qualities of the most expensive cigars. Manila cigar leaf tobacco burns perfectly. And then above all when a smoker becomes familiar with Manila cigars and he gets hold of the brand and the shape that suits him, he will stick just as hard and fast as the mule-skinner does to his favorite chew or the cow-boy to his favorite bag of "makins."

And that something in a cigar that gets 'em and holds 'em is the thing to tie to when you get ready to start brand-building.

Shapes and Sizes

A certain size is popular here and it fades out over there. Some smokers want them big and thick in one section, and the thin panetela gets the call in another. There seems to be an eternal conflict between the effort to distribute one shape throughout the United States, and make 'em like it, and the determination of the smokers to get their cigars the way *they* like 'em.

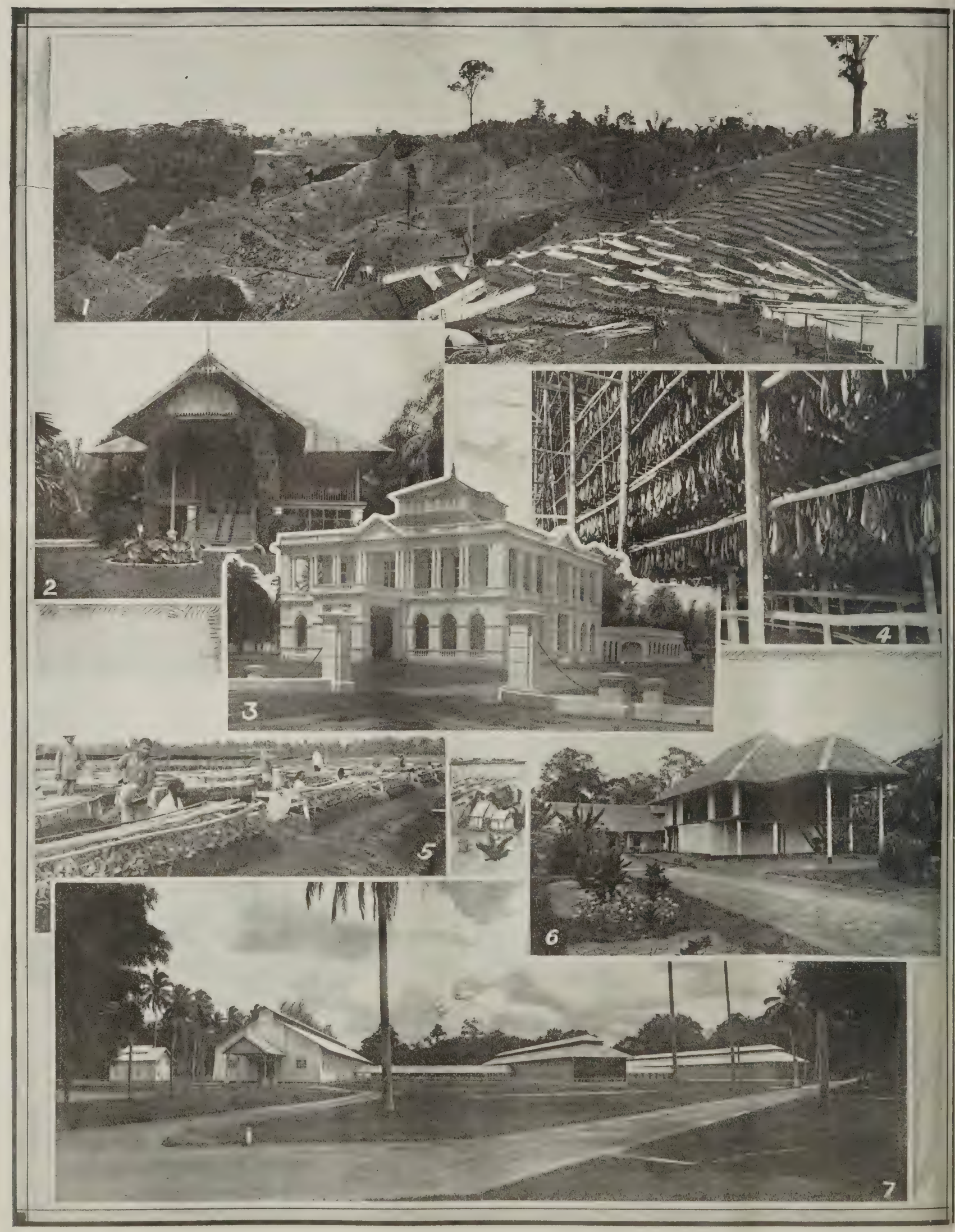
No one has succeeded yet in creating an adjustable cigar that fits every mouth, and meets the varying humidities of every climate.

However, there is no denying the fact that many serious minded men are focusing their attention on the cigar market with a view of determining just what is most likely to please the greater number of smokers, reduce the extravagance of "Cigar Styles," and get down to a less expensive method of meeting local demands in various sections of the country.

What is true of the domestic cigar is also



This characteristic field shows the luxuriant growth made by tobacco on the fertile soil of the Philippines.



Deli-Maatschappij Views: 1, Bird's-eye view of nursery beds. 2, Estate-manager's home. 3, Office of the Company in Medan (Deli). 4, Interior of dryi shed. 5, Young tobacco plants in the nursery beds. 6, Assistant manager's house. 7, Fermenting sheds.

true of the Manila. Some peculiar shapes of Manilas find great favor in one state and they lose out in another. And there is always a good reason. The change of climate, from the humidity and moisture near great bodies of water to the high and dry territory not far removed will change a cigar from a sure winner to a place among the "also rans."

It is here, in the brand-building game, that the jobber wants to put a lot of thought on his Manila line.

Several things can happen!

For one, the temptation to take on a beautiful size may lead a jobber to order cigars not adaptable to the peculiar climatic conditions where he operates. He might go strong with a straight shaped cigar where a perfecto under the same brand would be left to wither and die; or, the case might be reversed.

Keep Them Fresh

Manila cigars, if neglected, dry out just like other cigars. Care should be taken always to keep them fresh and in prime condition. Small quantities and shipments twice a month are preferable to large orders every two or three months and a condition where overstocking and deterioration is not only possible but probable.

Remember that excellent transportation may be had from Manila every few days and that the boats are as regular as the cars that pass your door.

Try to anticipate your wants for three months in advance. The year will continue to have four seasons, and the buyers will take their vacations during July and August. Business will slow down after Christmas and New Year's, pick up in the spring, and get good in the fall. That Manila business should be made to conform to these well known conditions, goes without saying.

The point is, the jobber must look ahead and co-operate with his importer and factory to obtain proper supplies at the proper time.

Who Smokes Manilas?

The salesmen should be instructed to pass along to the retailer some pertinent facts about the Manila trade. Where they are made, how they are made, and the character of the tobacco.

Some men must have their heavy Havana. Others want the Havana toned down with some light domestic tobacco. And the retailer is going to find a lot of smokers who will appreciate having their attention called to the "mild Manila."

Nature fashioned the "Chain-Smoker" for the Manila trade. And the old fellow who used to kill off ten or a dozen a day, but is now down to three, will be grateful to know that he can hit on all six cylinders if he confines his smoking to good Manilas.

Most men want mild cigars.

Some, however, prefer a heavy, high flavored cigar after lunch or dinner, but between times they confine their attention to a milder smoke. Their smoking is like eating mince pie. They love the taste of the heavy cigar but they know they can't live on it.

There seems to be a disposition on the part of cigar manufacturers to pay little attention to the "sixth sense" of the cigar smoker. The first thought is to place a cigar before him that looks beautiful. Then if the taste is pleasant, the smell agreeable; if he feels comfortable and his ears are receptive, the maker of smokes persuades himself that he has satisfied the five human senses and that he deserves a niche in the Hall of Fame.

However, there are a lot of cigar smokers in the U. S. A. who are not altogether pleased with claros and light wrappers. At first they thought light colors meant light cigars.

Somehow there is a growing suspicion that the color mark is not strictly honest, and right here is where Mr. Smoker's "Sixth Sense" began to develop.

If he really wants them mild, give him what he wants.

Good Manilas Satisfy Six Senses

Manilas, good Manilas, clean and wholesome and properly promoted will satisfy six senses.

There is one thing about the Manila brand-building proposition that anyone can bank on. The importer who goes in for it must lay all his cards on the table. It's essentially honest! He must protect his brand at all times, and in spite of all conditions.

The cigar must be just what he says it is. The factory must co-operate and put in the quality. The Philippine Government sees to it that it is properly branded and identified as a Manila cigar, hand-made, long-filler from tobacco grown in the Cagayan Valley, Island of Luzon.

Economic Aspect of Sumatra Tobacco and the Operating Companies

Rich Provinces in Medan and Deli Districts of Sumatra Produce an Article of Commerce in Worldwide Demand — Practically in a Class by Itself — Operating Companies Have Grown from Very Modest Beginnings Into Vast Proportions.

By Dr. ARTHUR SELWYN BROWN

WRAPPER tobacco from the rich provinces of the Medan and Deli districts in Sumatra is an article of commerce which is in worldwide demand and which comparatively has to meet with very little competition. In this respect it is almost unique in the tobacco world. The result is that it always brings high prices and the price level shows a rising tendency when surveyed over a series of years. Users of Sumatra leaf have tried to find substitutes, but whether they succeeded or not has mattered little to the Sumatra planters, because they find today that their leaf is as popular everywhere as it ever was. The demand continues pressing, prices are most satisfactory and little new land is being under tobacco crops. The outlook for the future, consequently, is most satisfactory.

The Deli-Maatschappij

The tobacco growing industries rank, after sugar, among the most valuable crops raised in the Indies. These industries are controlled by a few large companies among which the Deli Tobacco Co. is quite prominent. This company was formed in 1869 with a capital of 300,000 florins. It met with almost immediate success and rapidly became one of the greatest tobacco forces in the Orient. It has grown with the industry and was reorganized several times. In 1875, it was registered in Batavia, under the Dutch laws, as the Deli-Batavia Co. with a capital of 15,000,000 florins. The last annual report shows the company owns and is operating 17 tobacco plantations in Sumatra aggregating 110,000 acres, all of which are being cultivated.

The dividends paid by the Deli-Batavia Co. in recent years were as follows:

1898	10	1914	18
1900	43½	1915	70
1905	147	1916	60
1910	61	1917	32
1911	64	1918	38
1912	36	1920	40
1913	32	1921	14
		1922	30

These dividends indicate the profitableness of the tobacco planting and marketing industries in Insulinde. The returns of the other operating companies tell similar stories. The local statistics of crop yields and values also reflect the growing prosperity of these industries.

The Deli Co. in 1869 operated one estate. Its 1870 crop consisted of 1,315 bales representing a total value of 270,000 florins. With intervals of 10 years, the crops amounted to:

Year	Bales	Value
1880	16,339	fl3,150,000
1890	49,952	6,460,000
1901	53,449	9,796,000
1911	66,608	18,628,000
1921	54,476	16,654,500

The 1922 crop, the greater part of which was sold in the last spring inscriptions, amounted to 69,878 bales.

At present the paid up capital amounts to fl 25,654,000 ($10,261,600), reserves florins 21,000,000 ($8,400,000). This company now owns 26 tobacco estates and 5 rubber estates; besides, an interest in Cultuur Mij. De Oostkust, operating 5 tobacco estates and 3 rubber estates, half of the capital of which was supplied by the Deli-Maatschappij. The produce of the Cultuur Mij. De Oostkust, the Senembah Maatschappij, Tabakmaatschappij, Tjinta Radja and Shanghai Sumatra Tobacco Cy., is sold in consignment by the Deli Company.

The Deli-Maatschappij employs about 35,000 Chinese and Javanese coolies, superintended by a European staff of about 250 persons. This number includes the personnel occupied with seed selection on scientific lines in cooperation with the Deli Proefstation (Deli Experimental Station, founded by the Deli tobacco growers), and also the 6 physicians, 6 male and 2 female hospital attendants managing the company's four hospitals.

Sumatra Tobacco Production

The total Sumatra tobacco yields and values between 1910 and 1921 were as follows:

Year	Bales	Value
1910	234,133	$19,630,000
1911	280,704	25,500,000
1912	282,920	24,625,300
1913	251,689	20,500,000
1914	246,543	14,675,000
1915	232,911	26,533,000
1916	237,898	27,405,850
1917	238,281	22,264,976
1918	272,858	24,622,700
1919	144,450	29,675,800
1920	147,388	27,000,000
1921	163,681	26,000,000

Tobacco occupies the first place among the numerous important exports from the East coast districts of Sumatra. Its contribution to the export returns averages over 45 per cent of the total returns. Rubber is its only rival. The recovery of production since the war has been rapid. Today, planters are cropping more land than ever before in anticipation of large demands for Sumatra tobacco as the world's economic position improves.

In 1918 the Sumatra producers, in view of the disturbed commercial outlook, decided to curtail the 1919 and 1920 crops. A normal crop in Sumatra amounts to about 250,000 parcels, each weighing 150 half kilos. The 1919 crop produced 150,000 parcels, or only a little more than half the ordinary crop. A crop of 283,000 parcels of high grade leaf was realized in 1920. But much tobacco from the 1915-19 crops remained unsold in the Amsterdam warehouses. The problem was to get this into the hands of consumers without disturbing prices. An effective plan was forthcoming and executed.



An interesting group of pictures illustrating a number of the many operations performed in connection with the tobacco industry on the Sumatra plantations of Deli My., from the transplanting of seedlings in the fields to the preparing of bales for shipment to New York.

An association, known as the "Second Hand," was organized to purchase the tobacco and to dispose of it to German manufacturers on easy credit terms. The Germans gladly took it all and left the market clear for the 1921 and 1922 crops.

The German demand for Java and Sumatra tobacco continues good but trade is now restricted, because the Germans cannot pay cash for large commitments, and Dutch dealers are not ready to sell tobacco on credit. The result is that German cigar manufacturers are compelled to buy in small parcels and the Dutch brokers who cater to this trade must hold large quantities of leaf in storage.

The principal operating companies in Sumatra at present are the following:

	Capital (in Florins)
The Deli-Batavia	9,000,000
The Deli	25,600,000
The Holland-Deli	1,000,000
The Holland-Sumatra	1,000,000
The Netherland-Langkat	500,000
The Oostkust	30,000,000
The Rimboen	1,700,000
The Senembah	10,500,000

Many companies whose names were long familiar in the world's tobacco markets have been absorbed in recent years by one of the above-named companies. There has been a strong movement throughout the world to monopolize tobacco in its various forms and the Dutch growers have followed the fashion.

The price movements, crop returns and values of the Sumatra tobacco crops since 1864 are as follows:

Sumatra Tobacco Statistics, 1864-1921

Year	Bales	Dutch Cents per ½ Kilo	Value in Florins
1864	50	48	4,000
1870	2,868	128	450,000
1880	64,965	112½	11,250,000
1890	236,323	72½	26,000,000
1900	223,731	111½	38,000,000
1910	234,132	131	47,800,000
1919	144,469	303	68,300,000
1920	153,000	284	64,000,000
1921	165,000	194	50,000,000
1922	152,000	...	48,000,000

The extraordinarily sound basis of the Sumatra tobacco-growing industry is well shown by these statistics. With a shipment of only 50 bales in 1864, exports have steadily increased until, just before the war in 1914, they advanced to 246,543 bales.

Discovery of Sumatra Wrapper Values

The value of Sumatra wroppers was discovered by American cigar makers in 1870. From that year until today American imports of Sumatra wrappers has cumulatively increased and, today, the United States consumes the largest portion of each year's crops. Since the conclusion of the war in 1918, there has been a restriction of production because of the poor economic outlook in Europe. Prices, however, have been maintained, properties have been improved and the producing companies are ready to respond to demands made upon them. There is little doubt that as soon as the world's economic state is restored to normal, there will be a greatly increased production of tobacco in the East Indies and the statistics will quickly show greater activities than any of those, between 1900 and 1914, which covered the most prosperous years of the industry.

Amsterdam continues the chief market for Sumatra leaf. It is the center whence the ancient Dutch East Indies Co. operated, where the merchants who succeeded it reside, and where the present operating companies have their main offices. The organization and methods of commerce now exert a great influence on the direction and extent of foreign commerce. Those mercantile houses which are most intimately in touch with the sources of any given raw material are in the best position to control the industry. The large tobacco houses of Amsterdam own the Sumatra tobacco plantations, finance the crops and the marketing of the produce. They, consequently, not only control the price, by regulating the number of bales marketed annually, but, in a large measure, control the industry and enable Amsterdam to exert a supremacy in the tobacco market.

The values of the shares of the chief operating companies are still nearly a hundred per cent lower than the high prices attained before the war. During the past three years there has not been much active trading in these shares. The chief financial newspapers in Holland only quote the prices of three of the companies—the Deli, Deli-Batavia and the Senembah. The shares of all the companies are closely held by owners in Holland and England. They know that the present market quotations do not represent the intrinsic values of the shares and do not readily part with them.

Business Penalized by Poor Political Economy

The commercial depression which has been weighing so heavily upon Holland and the rest of Europe has caused the leading business men there to give more attention to the study of economics and commerce. They are beginning to realize how tariffs and bad systems of taxation hamper and curtail trade while raising wages and commodity costs and prices. Where nations pursue a general policy of mutual suspicion they try to isolate themselves and institute policies of protection. Then fear of aggressive intentions engendered by the protective tariffs drives the nations to military and naval expenditures far beyond their means. Other fears lead to the commission of other equally uneconomic acts. Such countries, while securing the desired isolation, are enfeebled, and quickly become the scenes of strikes, labor troubles and social discontent.

Holland has favored protection and both at home and in the colonies has enacted many unwise taxes. Now that trade is hard to move, the hardship caused by such uneconomic political restriction is disclosed and resented. Today, the leading economic and commercial authorities in Holland are advocating a revision of taxation and a return to free trade. The statement of the Chairman of the Banque Nationale de Belgique, regarding the bad effects of protection, is being quoted by Dutch financial writers who are endeavoring to correct the faults of the taxation authorities. The statement reads: "A detailed study of the causes of the existing trade depression, the very events themselves, show more clearly every day the intimate economic solidarity that unites all civilized trading nations in spite of the greatest political and social divergencies.

Commercial Suicide

"A nation cannot live on itself. Many have tried this only to find that international exchanges are indispensable for a sound financial and commercial development. Isolation and tariff walls may blind for a while; but inevitably there will be a rude awakening to the bad effects of such follies. A nation with dear money which surrounds itself with a high tariff wall commits commercial suicide.

"By levying prohibitive taxes on exports in a country with a depreciated currency, you reduce their exchange capacity and at the same time hamper the expansion of the foreign trade of countries with a sound exchange. In spite of these truths we see everywhere nations allowing themselves to be drawn into these vicious circles."

The Chairman of the Netherlands Bank in referring to the foregoing statements wisely pointed out that a pronouncement in a country like Belgium, which had suffered too much through the war, should act as a touchstone to keep all economists fighting for the adoption of the sound and proved principles of economics. He showed that in every country stress is laid on the need for increasing exports by means of hard work. Customers in other countries are necessary to consume our surplus supplies. Such customers can only purchase from us when they are allowed terms. These terms can only be granted on an exchange basis by exchanging their goods for ours. Only a small amount of international trade is settled in gold. The firm basis of all trade between nations is exchange of goods or barter. The freer the flow of goods between one country and another, the richer will each country become; and the more obstacles raised in the path of free trade, the poorer and more disorganized must the protected country become. These are elementary facts; but only the very wise perceive their great force.

The Dutch expert made these illuminating remarks: "We are at the present time not so much in the presence of a problem of overproduction as of under-consumption; large markets for commodities are greatly impoverished, or have practically disappeared. These markets must be again nursed until they become consumers, as formerly, and if it cannot be accomplished in any other way, by helping them to become good debtors by means of well-considered credits. That is the great problem with which we are faced and to solve which all nations must put their shoulders to the wheel. We should strive for prosperity not only in our own country, but co-operate in creating it in neighboring ones. The solution of the problem of the reconstruction of Europe cannot therefore be brought about by the recovery of Western Europe alone; it embraces in no less degree the recovery of Central, Eastern and Southern Europe."

The tobacco men of Holland fully appreciate the truth of this advice. Since the conclusion of the war they have been in a position to supply Germany and other neighboring countries with the tobacco they so much need; but the problem of prices and credits prevented or hampered trade. They have reflected and very few of them today would undertake to listen quietly to a plea for protection.

The Dutch business men may not be able to make foreign politicians see the fallacies of protective trade restriction and taxation, but they can make their own statesmen pursue a wiser course than hitherto. They are now striving for a revised taxation, greater freedom of trade and more liberal financial policies. When these are finally adopted they will quickly be reflected in the tobacco statistics by greater production and greater export sales.

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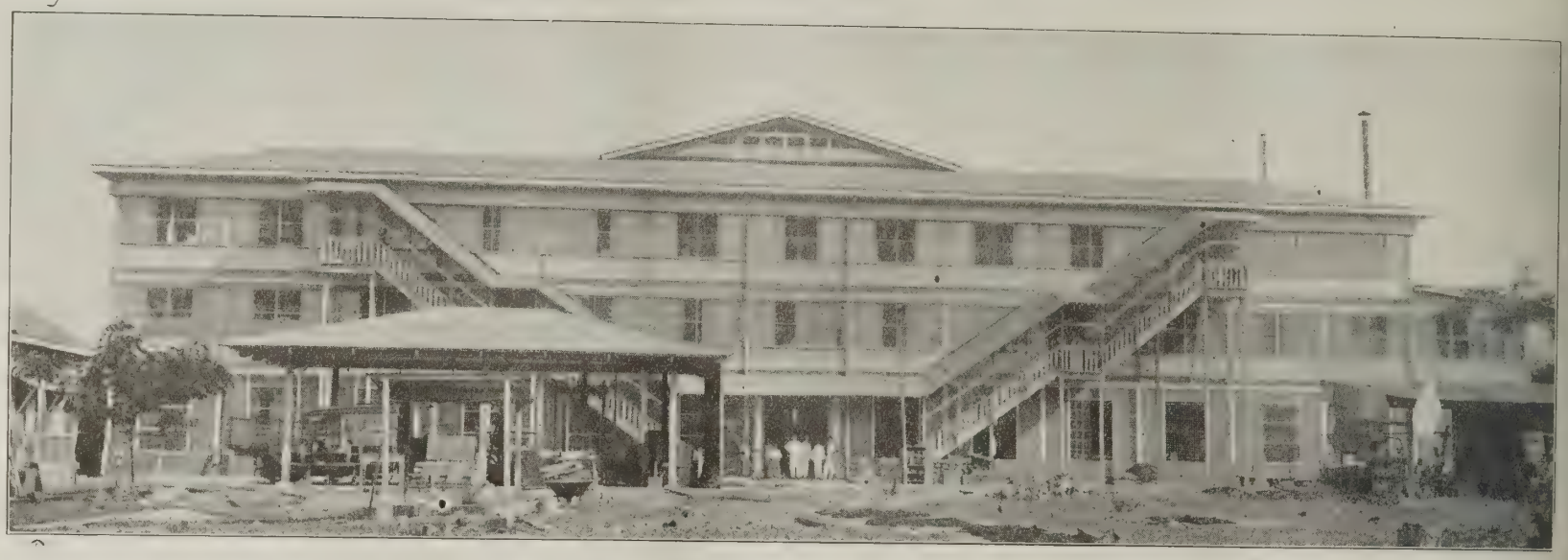
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Expansion of the Cigar and Tobacco Industry in and Around Manila

Cigar Making Is Most Attractive and Interesting Industry in the Philippine Metropolis—Assumed Importance in 1780—Tobacco Culture Dates Back to 1578—Modern Plants Use Efficient Methods—Excellence of Manila Cigars Generally Recognized.

By DAVID FRANKLIN MORRIS

MOST attractive and interesting industry in the Philippines is, undoubtedly, the Manila cigar manufacturing business. Cigar making began in that city as an important industry in 1780, a quarter of a century before a cigar factory was established in Cuba.

Tobacco culture in the Philippines dates back to 1578. That year, in La Union province, a batch of tobacco was grown from seed brought from Mexico, by Padres Gomez and Sebastian. According to tradition, Padre José Garcia, a Spanish missionary, who won the gratitude of the natives by killing an immense, man-eating crocodile, was the pioneer tobacco grower in the Cagayan Valley. He had Cuban seed and succeeded in producting superior leaf.

The Spanish authorities in the Philippine Islands, in 1781, made a government monopoly of the tobacco industry.

First Shipment to America

The first shipment of Manila cigars to the United States came to Salem, Mass., in 1818, on the ship Pequot, which successfully fought a fleet of five pirate junks in the China Sea.

From the Philippines to this country, many Manila cigars and cheroots came, rather regularly, in succeeding years. Until the close of the Civil War, Manilas were imported cigars commanding the highest price in American cigar stores. The high tariff law enacted in 1866 operated to stop imports.

Carried Choice Tobacco Seed

Banished from the Philippines in 1862, "because of disrespect to the head of his family," Lim Tiaco, a young Chinese, went to the East Coast of Sumatra. With him, he carried some choice tobacco seed from the Cagayan Valley. From Lim Tiaco's Philippine tobacco seed the Sumatra tobacco industry started.

Though unfair and oppressive to growers, the Philippine government monopoly was associated with the production of numerous crops of remarkably good quality. The monopoly continued for more than a century. In 1883, the Philippine industry was reorganized and private capital established the cigar manufacturing business that endures to this day.

American Purchases Increase

The American occupation of the Philippines in 1898 did not result in free trade between the Islands and the United States until 1909. Since then, Americans have been buying Manila cigars in commercial quantities and this trade is now rapidly expanding.

The Oriental countries were the earliest to pay tribute to the excellence of Manila cigars. Today Japan and China Manila cigars are preferred; in India and Austria, the finer sizes, sharing favor with Havanas, are sold for practically the same prices. In the expensive hotels of Egypt which shelter many rich visitors during the tourist season Manilas and Havanas are kept on sale side by side. The Manila cigars most popular in Cairo retail for from three to nine piastres, which is equal to from 15 to 45 cents each in American money.

In Barcelona, the Spanish city which has the greatest trade with Cuba, Manilas considerably outsell Havanas. In Marseilles, the chief French port on the Mediterranean, the stranger seeking a good cigar is advised to buy a Manila. In the gold fields of South Africa a good Manila is considered a fair exchange for a shilling. Scattered over the globe, from Vladivostock to Damascus, from New Zealand to Klondike, Manila cigars, more than any other product of the Islands, have made the Philippines favorably known.

Fame Long Established

The fame of Manila cigars dates back to the olden days when the Viceroy of Mexico was Overlord of the Philippine Islands. From Cuba, dauntless missionaries willing to lose their lives in pious service yet indisposed to deprive themselves of the consolation obtainable from good cigars, took tobacco seed. Proceeding to Vera Cruz, thence making a tiresome journey on mule back across Mexico, eventually they reached Acapulco. There embarking on a slow-sailing galleon, they drifted and tossed until, after a voyage of 287 days, they came to Manila. Being explorers as well as preachers, Padres Gomez and Sebastian associated an investigation of the new country with their efforts to convert the natives. In what is now the province of La Union they planted the first tobacco in the Philippines.

Though much tobacco is still grown in the province of La Union, it was ascertained, years after the padres succeeded in their experiment, that the district in the Philippines best adapted to the production of tobacco was the upper part of the Cagayan valley. This celebrated "tobacco belt" in Northern Luzon, is nearly 160 miles long and in width varies from two to fourteen miles.

"The Gift of the River"

The land producing the most tobacco is inundated annually to a depth of from five to 50 feet. As the river subsides after the great flood every year, rich sediment, from five to 12 inches thick, is deposited on the land. The soil thus renewed is unusually fertile. On one field in the Cagayan section, good crops have been grown for the past 132 years, without interruption, The only fertilizer ever applied was "the gift of the river." The so-called "second class lands," higher up the slope, are uninundated except in years that an unusually heavy rainfall occurs.

The chief Philippine tobacco belt stretches over parts of two provinces, Isabela and Cagayan. Whether originating in Isabela or Cagayan, the leaf grown in the valley of "the Nile of Luzon" is preferred to other Philippine tobacco as the product of Vuelta Abajo is placed above crops raised in less famous districts of Cuba.

Principal Tobacco Provinces

According to the area of land devoted to tobacco production, the Philippine provinces rank as follows: Isabela, Cagayan, Pangasinan, Cebu, La Union.

The tobacco grown in La Union, Pangasinan and Cebu, though not so desirable for cigar purposes as the yield of the Cagayan valley, is of commercial importance, being largely utilized in the manufacture of cigarettes. While tobacco of sorts, and in quantities to meet local consumption, is grown in most parts of the Archipelago, the crop, outside of the five provinces named, has little or no significance, commercially.

Much Undeveloped Land

The area of all the land in the Philippines ultimately available for the production of merchantable tobacco is said to be much larger than the combined tobacco districts of Cuba, Porto Rico, Connecticut and Pennsylvania. But, even in the Cagayan valley, there are large tracts of undeveloped tobacco lands. Isolated by two ranges of mountains, the sparsely populated Cagayan valley fails to develop its principal industry more rapidly because, among other reasons, the navigation of the Cagayan is uncertain.

On the upper reaches of the river, during the season when their services are most needed, the light-draught river steamers are likely to be caught on sand bars. Getting freight from Isabela to Aparri, the port near the mouth of the river, where the ocean-going steamers stop, is no easy task.

Some Compensating Advantages

Though difficulties incident to river navigation are impediments to progress, tobacco growers in the Cagayan valley have compensating advantages. Because the cost of labor in preparing the sediment land is reduced to a minimum, really good leaf for cigar purposes can be produced rather cheaply. But labor is becoming far more expensive. Where primitive methods are employed the average Philippine tobacco crop is 600 pounds per acre. Approximately 80 per cent of the tobacco grown in the Cagayan valley is raised by owners of small tracts of land.

Natives Always Interested in Tobacco

The natives have always been interested in tobacco culture. Recent researches indicate that tobacco of fine quality was raised in the province of Cotabato more than two centuries ago probably by the Tiruray wild tribe, a timid hill people who today are raising the best tobacco grown in that district because they give it more care than the Moros do. It has been practically determined by experiments made in the Cotabato valley that the region is capable of producing tobacco equally as good as the best grown in the islands.

It is also believed, from the quality of the leaf tobacco taken off at the experiment fields, that wrapper to substitute Sumatra wrapper can be grown extensively in Cotabato, as extensively as the Philippine demand requires, as not only on the lower levels, but on hillsides also, rich soil of varying grade is abundantly available. There are very sandy loam soils suitable for the production of fine wrapper, and heavier soils for coarser tobacco.

Five Successful Varieties

A minimum of clearing is required in opening agricultural lands in Cotabato, which is essentially a prairie region, well watered throughout the year. Five varieties of tobacco have been proved to thrive there. There seems to remain no doubt that Sumatra tobacco would thrive. There is no worm pest and diseases are not bad, because the country is new and largely uncultivated.

The growers and manufacturers of Manila tobacco are raising and manufacturing a superb tobacco. They are operating with ample capital, modern plants and efficient methods. The excellence of their cigars is now generally recognized wherever choice cigars are smoked. Great has been the success of the Manila cigar factories in the past, the future promises to hold out wider markets, a greater place in the existing markets for their products and much more prosperity than before. The care taken in the culture of the tobacco crops, the curing of the leaf and the manufacture of the cigars is now bearing fruit.



A symposium of pictures delineating a large number of the numerous attractive scenes found on the large tobacco estates in Sumatra and Java. Here are illustrations showing quaint and more modern structures used to house the tobacco brought from the fields, some of which are also shown. The picture in the upper left corner shows the loading of tobacco on a ship to supply the world wide demand.

The Great Care Taken in Connection With Tobacco Transportation

The Fine Cigar Wrapper Leaf from Sumatra and Java Require and Receive Expert Handling—Every Precaution Taken to Prevent Damage to the Valuable Cargoes—Loaded and Discharged in the Most Skilful Manner—Various Interesting Notations.

By J. J. GUNTHER-MOHR

EVERYBODY connected with the tobacco trade knows the fine wrappers coming via Holland from the Dutch East Indies, especially from the islands of Java and Sumatra.

Much has been said at various times about the growing, treating and sale of the leaf, but as far as we know no one has ever written a word about the transportation, handling of the bales of tobacco in Amsterdam and Rotterdam, ere the precious product is ready to go forward to the United States of America.

The firm of N. V. Blaauwhoedenveem-Vriesveem, established in 1616, has, since the first importation started to arrive in Holland, paid special attention to the handling, storing, and packing of these tobaccos, and others arriving in the ports of their establishment.

The Familiar Square Bales

The Java and Sumatra tobaccos, packed in the well known square bales covered with matting are shipped from the Dutch East Indies to Holland on the steamers of the Stoomvaart Maatschappy *Nederland* and the *Rotterdamsche Lloyd,* pay special attention to the stowage of these valuable cargoes in order to prevent heating and damage to the contents of the bales.

The bales are loaded with special care, and on arrival in Amsterdam and Rotterdam discharged over the side in lighters with equal caution.

Marks Segregated

The various head marks are stowed as much as possible together and kept so during discharge in the lighters, which are under constant supervision of the customs officials. The lighter being loaded moves promptly to one of the warehouses specially adapted for the storage of tobacco belonging to the aforenamed organization, where the real work of ascertaining the actual weight of each bale mark and counter mark takes place; all damage is here reported, and the storing is done in accordance with the packing lists received from Java and Sumatra.

All work is under Customs supervision and the authorities are supplied by the company with a guarantee for the payment of the full duty due the Government.

Complete Information Provided

After all the bales have been stored according to their marks and counter marks, complete reports are drawn up and sent to the importer who instructs his brokers to examine the damaged bales in conjunction with the insurance and warehouse company, so that settlement of the claim may be obtained in the regular way. Careful record is kept of all the damaged bales which are marked by the warehouse company, so that later when the sales have been made they may be known to the buyer and allowance made for the damage sustained.

Drawing Samples

The importer having decided to place his lots on the customary subscription sales, requests his broker to prepare the booklets for the tobacco brokers and storage company. As a rule about eight to eleven brokers are present when the sampling is done. the storage company takes care that there is light room, so that the tickets bearing the marks and counter marks besides twine, and men are ready at the agreed hour. The men will bring forward about 10 per cent of each lot and assist the brokers in drawing the samples, which, of course, has to be done with the utmost care in order not to damage the tobacco. The bales are promptly closed and the samples weighed, so that an account can be given to the customs authorities and the importer when the bales are withdrawn from the bonded warehouse. The oldest of the brokers present draws from the bales the bundles packed in the specially provided sampling layers, and hands them to the others for division in accordance with the number of samples needed. All the samples are provided with tickets bearing



No. 1.—Storing Java and Sumatra. 2.—Repacking, pressing and weighing Sumatra and Java tobacco. 3.—Storing Java and Sumatra tobacco in Amsterdam in one of the warehouses of the N. V. Blaauwhoedenveem-Vriesveem. 4.—Loading Sumatra tobacco for shipment to America. 5.—Removing broken leaves from bales of Sumatra and Java destined to America.

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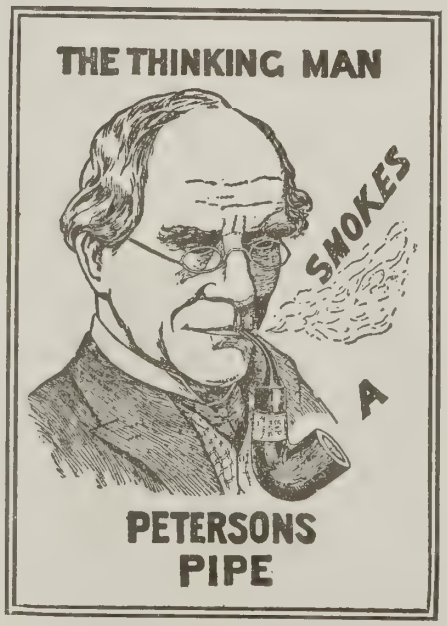
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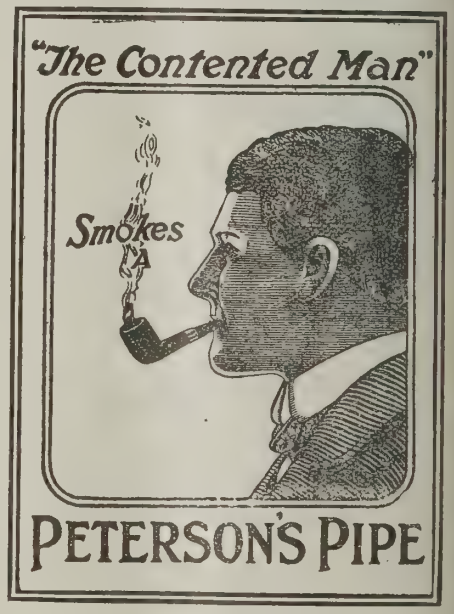
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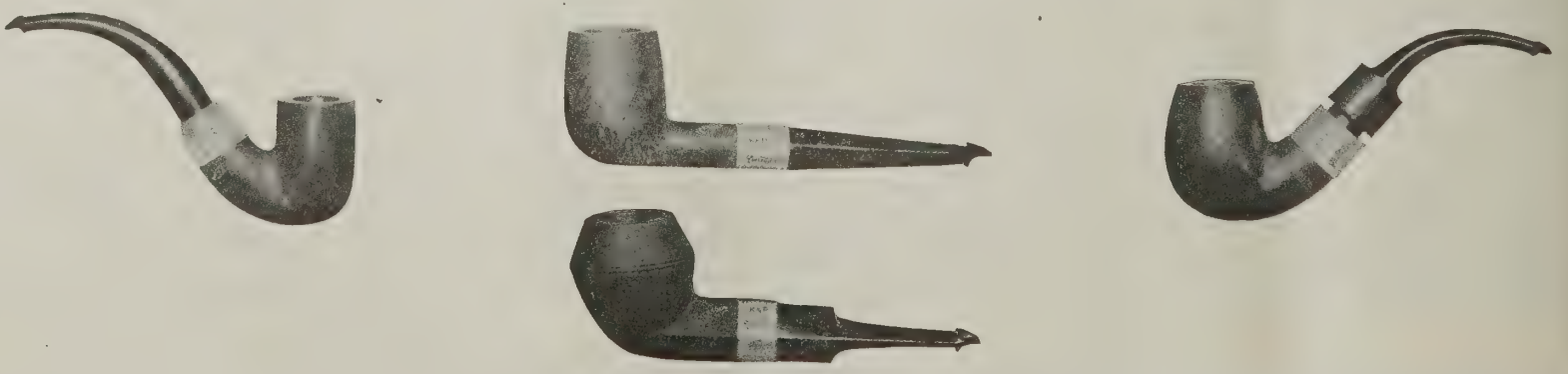
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full description of marks, counter marks, and length of the leaves, etc.

Disposition of Samples

It is customary for three samples of Java tobacco, and six to seven samples of Sumatra tobacco, to be kept by the N. V. Blaauwhoedenveem-Vriesseveem, of which at least one sample remains in their possession until the sale is made, the other samples being used for exhibition before the subscription sales.

Great Care Given Tobacco for America

Tobacco destined for shipment to America is handled with extreme care and repacked. The duty in the United States of America is assessed on a weight basis, so that it is of the greatest importance that only undamaged leaves arrive at their destination. This necessitates that every bale which has been bought for America be opened with caution, examined carefully, and all broken or damaged leaves removed, and in some cases, when bales have been severely damaged in transit, entirely repacked. After the tobacco has been carefully gone over by expert workmen it is packed in parchment paper, which is covered by the matting in which the bale arrived, or a new one as the case may be. Parchment paper is used to prevent damage by rubbing of the packing and at the same time is an excellent preventive against various odors penetrating the tobacco. The packing is put around the tobacco while it is under the press; and also, while under pressure the matting is properly sewn. After the bales come out of the press they are corded in order to prevent movement of the matting. If the tobacco is of a very fine quality and high price, the bales are again wrapped, this time in linen; and the very best tobaccos are placed in patented cases which carry on the outside the same head marks and counter marks, gross and net weights of the tobacco bales, inside.

It is therefore clear that every precaution is used in order that the valuable leaf tobaccos arrive at destination in first class condition.

The men employed are thoroughly experienced and have been trained for years in the handling of this product so that they are highly efficient.

American Tobacco Exports and Imports

Tobaccos from America are handled in large quantities and stored according to orders from importers or exporters as the case may be. The warehouses where the various kinds of tobacco from the Dutch East Indies, America, Egypt, Turkey, China, Brazil, etc., are stored are specially adapted and careful attention is paid to the storage, temperature, etc.

Tobacco in bales are retiered at regular intervals in order to prevent damage and to avoid too much pressure on the bottom bales.

Everything possible is at all times done to take proper care of the merchandise.

The Great Development of the Tobacco Industry in the Philippines

Inhabitants Smoked Native Tobacco from Earliest Occupation by Man—Pious Missionaries Were Pioneers in Proclaiming th e Merits of Tobacco Grown in the Islands —Manila Cigars Early Regarded as Regal Panaceas for Every Grief and Trouble.

By HERBERT J. LAUGHTON

OLD ACCOUNTS show that the natives of the Philippines, like those of other islands of the Indian seas, smoked the cured leaves of local tobacco plants since the earliest occupation of the islands by man. It was the Spanish missionaries, however, who introduced Cuban seed and raised the fine types of tobacco which have made Manila famous as a producing center for high-grade cigars. In the sixteenth century the good priests who had experienced the delights attained when smoking Havana cigars, tried to supply themselves with similar cigars when they were sent on missions in the Orient. They thus became the tobacco pioneers in Asia and sowed the seed in many corners in the Orient where mankind is now reaping rich rewards. Their tobacco growing experiments in the Philippines were immediately successful. They were soon able to realize that Manila cigars were real gifts of the Gods. The regal panaceas, for grief and trouble, a true product of beneficient Nature developed for the general delight and charming of mankind. The Manila leaf resembled its ancestor in Cuba and it was modified by different conditions of soil, climate and culture, so that it excelled in mildness and smoothness of flavor and in a distinctly individual aroma.

An Early Monopoly

In 1781, the Spanish government, anticipating a world-wide demand for Philippine tobaccos as their excellencies became known announced its claim of rights to the production and sale of tobacco. A governmental monopoly of tobacco, embracing every feature of the trade in the Philippines, was established in 1783. This monopoly was held by the Spanish government for a whole century and was not abandoned until 1883.

The monopoly was the chief source of governmental revenues and the Spaniards, naturally, took care to see that their cultural methods were sound. The tobacco produced by their agent was always of considerable excellence. But when the monopoly was discontinued, the native growers became careless, and the quality of leaf declined. The Payne Tariff bill in 1909, admitting Philippine tobacco into the United States, was another factor acting adversely upon the quality of local leaf. The extension of the market caused growers to increase the areas cropped with tobacco, and they were careless in the matter of seed selections.

To Restore Good Name and Fame

The keen competition of growers, the inefficient methods of exporters of Manila cigars and leaf, led to such a chaotic condition of business, that the Insular Government was called upon to act, so as to restore the good name and fame of Manila tobaccos. In 1916, a law was passed "to improve the methods of production and the quality of tobacco in the Philippines, and to develop the export trade therein." This law was at once effective and has been of the greatest advantage to the Philippine trade. Already the Manila cigar enjoys an esteem in the world's markets as great as it ever did, and the foreign sales of Manila cigars are greater than they ever were, and are increasing with extraordinary rapidity.

Leaf Exports

The exportation of Philippine leaf tobacco to the United States in 1916 amounted to 1,267,542 pounds. It amounted to 5,914,528 pounds in 1918, and 7,400,000 pounds in 1922.

The exports of Philippine tobacco to the United States in recent years were as follows:

1914	41,376 lbs.
1915	78,274 "
1916	1,267,542 "
1917	6,567,214 "
1918	5,914,528 "
1921	6,800,000 "
1922	7,400,000 "

The European war created a renewed demand for Manila cigars and the American import statistics indicate that the cigars appealed to the popular taste. The imports, almost every year, show a good growth upwards.

The Insular Bureau of Agriculture is doing a great work in uplifting the culture of tobacco in the Philippines. The tobacco grows well all over the islands. The principal crops are sown in the following provinces: Abra, Agusan, Albay, Ambos Camarines, Antique, Bataan, Batanes, Batangas, Bohol, Bukidnon, Bulacan, Cagayan, Capiz, Cavite, Cebu, Cotabatu, Davas, Olocos Norte and Sur, Iloilo, Isabella, the leading tobacco province, Laguna, Lanao, La Union, Leyte, Mindoro, Misamis, Mountain, Neuva Ecija, Neuva Vizcaya, Occidental Negros, Oriental Negros, Palawan, Pampanga, Pangasinan, Rizal, Samar, Sorsogan, Sulu, Surigao, Tarlac, Tayabas, Zambales and Zamboanga.

Inspected by Experts

The tobacco grown in those provinces is inspected by experts and the Bureau of Agriculture is conducting a five year testing experiment, chiefly in the province of Isabella, aiming at:

First. Isolation by selection of the highest grade strains from local plant varieties.

Second. To obtain by constant testing, tobacco strains of the best hereditary value.

Third. To distribute selected seed among all the local growers of tobacco crops.

Fourth. The production of a standard cigar wrapper leaf by: *a.* Seed selection; *b.* Cultural methods; *c.* Hybridization; *d.* Acclimatization of foreign wrapper tobacco.

Fifth. Constant testing of wrapper strains.

Sixth. The control of tobacco plant pests.

Seventh. Curing experiments.

Eighth. The co-operation of experts and growers in the solution of tobacco cultural problems.

Excellent Experiment Work

The tobacco experiment station is also doing excellent service in promoting the above objects. This station's experts have discovered by their experiments that the province of Neuva Vizcaya possesses soils and climatic conditions similar to the famous Isabella province, and has large areas adapted to tobacco culture.

Although tobacco culture is undertaken throughout the Philippines, the local governmental authorities limit the manufacture of Manila cigars to those leaves produced only in regions peculiarly suited for the production of a high grade cigar tobacco. The Cagayan Valley corresponds to the Vuelta Abajo of Cuba. Tobacco grown there and in parts of Isabella province is among the finest of the world's tobacco products. The local experts are striving to raise the standard of the tobacco crops grown in the other provinces to a similar high plane.

Deserved Attention Given to Seedbeds

Much attention has been given by the Government experts to the tobacco seed beds, because it is recognized that in the Philippines more so, perhaps, than elsewhere, the fate and quality of a tobacco crop largely hangs on a good lot of sturdy seedlings. Experiments have clearly shown that:

First. Shade is necessary to prevent evaporation.

Second. Cloth is the best shading material.

Third. Plants in shaded beds sprout earlier

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ERNEST J. MOSS
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and are healthier than in unshaded beds.

Fourth. Different shading materials exert different effects upon the sprouting plants.

Fifth. The unshaded controls showed not only poor and late germination, but a very stunted growth.

Soil sterilization experiments showed that:

First. Damping-off diseases are due to fungi.

Second. Excessive moisture, shade and thick planting favor fungi diseases.

Third. Lime and dried blood fertilizers favor fungi diseases.

Fourth. Soil sterilization and disinfection reduces the effects of damping-off. Many methods of sterilization were tried. The best results were secured by treatments of the soil with 1-50 and 1-75 formalin and 1 per cent of copper sulphate. Hot water, and roasting the seed-bed soil on a pan gave good results also.

Fifth. Sterilization of the soil by hot water, roasting, burning, firing and pan frying proved very satisfactory.

Sixth. It is certain that damping-off can be controlled by any of these methods of seed-bed sterilization.

The Departmental experiments with fertilizers proved that the germination of tobacco seeds is hastened by the application of suitable fertilizers and the use of shades on the seed beds. Chicken and horse manure, and the usual chemical fertilizers, are valuable agents of the Philippine tobacco grower.

Played Important Role

The Compania General de Tobaco de Filipinas played an important role in the early development of the Philippine tobacco industries. The company was organized in 1883 with a capital of $2,500,000. It built a modern factory for the manufacture of cigars and cigarettes in Manila known as La Flor de la Isabela and has established a world wide reputation for its numerous brands. It purchased the principal part of the Philippine crop after the abandonment of the Government tobacco monopoly and acquired large tracts of tobacco lands which it has since brought to a fine state of cultivation.

The success of the Compania General, from 1884 onward, induced numerous companies to engage in the manufacture of cigars. But, from the termination of the monopoly to the outbreak of the Spanish-American war, most Manila manufacturers found Governmental conditions adverse, and local troubles handicapped commerce. Yet, however the times were, they kept at work. The Spanish-American war, the Philippine insurrection, and the re-organization of insular affairs by the United States in various ways affected Manila factories. But, as order slowly was brought out of chaos in the provinces, larger quantities of better tobacco were produced and the output of cigars increased year by year.

Decrease Shown

The showing made in 1914 would indicate a serious decrease, as only 65,140,000 Manila cigars were shipped to the United States that year, the trade really gained because the principal, in fact practically all, shipments comprised cigars of a higher grade. The inferior goods which formerly injured trade were largely, if not entirely, eliminated. In 1914, actually more good Manilas were smoked in the United States than in any previous year.

Statistics Show Growth

The growth of the Philippine tobacco industry is clearly brought out by the following official statistics.

Fiscal year ended June 30	Consumed in the Philippine Islands.	Exported to foreign countries.	Shipped to United States.	Total.
1906	74,184,537	94,110,336	231,206	168,526,079
1907	79,476,459	117,684,485	82,175	197,243,119
1908	82,986,278	115,738,939	29,570	198,754,787
1909	86,800,520	116,981,434	867,947	204,649,901
1910	89,272,890	109,006,765	87,281,673	285,561,328
1911	96,115,525	104,604,170	27,531,596	228,251,291
1912	109,924,014	104,476,781	70,518,050	284,918,845
1913	96,193,811	106,563,541	102,894,077	305,651,429

Recent returns show that there were 521,120,653 cigars made in Manila in 1920, of which 321,000,000 were exported to the United States, and the balance were chiefly consumed in the Philippines and adjacent countries.

The total export of cigars in 1920 was 414,603,650, which, compared with the 321,000,000 sent to the United States, shows that the American market consumes 75 per cent of the cigars made in the Philippines for export. The second big field seems to be China and the third Australia. Europe takes a great deal of leaf tobacco in normal times; the United States, too, has found uses for Philippine leaf tobacco, which also goes to points in the Orient and Australia.

In 1920 the production of cigarettes was more than five billion. The bureau of internal revenue does not report the total production of leaf tobacco but gives the total amount of leaf tobacco exported as 23,683,995 kilos. Only 128,663,141 cigarettes were exported; cigarettes made in the Philippines are consumed in the domestic market chiefly. No particular effort is made to market them abroad.

Cigars in Native Wood

Philippine cigars are packed in boxes made from a native wood which has no superior for this important industrial purpose. The wood is light and strong, of a dull red-brown color and easily worked. It has a pleasing aroma which is imparted to the cigars packed in it.

The local name of the wood is calantas (*T. Calantas* Merr. & Rolfe). This is the wood used by the Tanduay Box Factory, which manufactures a great portion of the cigar boxes used in the Philippines and is in a position to export boxes in any specified dimensions to any market in the world. (Into the United States this product goes free of duty.)

Following is the technical description of calantas:

"Wood soft; light, specific gravity 0.438 (Foxworthy), 0.406 (Pingdulles); sapwood small, pale red, rather sharply marked off from heartwood; heartwood light to very dark red, but most frequently of the color of average Spanish cedar; grain generally very straight, texture fine or moderately coarse, smooth; strong and lasting odor exactly like Spanish cedar; seasons well, except that the thick planks are liable to internal checking if not carefully seasoned; very easy to work. Durability; heartwood practically never attacked by insects when seasoned."

Attained Excellent Reputation

Philippine tobaccos have attained an excellent reputation throughout the world. The effective regulation of the exported products of the local factories made by the Insular Governmental authorities, the skill employed in the fine modern work shops in Manila, and the expert work done in the experimental farms in improving the seed and cultural methods assure the Islands a great future. When production increases, there will be wider markets for the distribution of Manila cigars and there is little doubt that, in the near future. manila cigarettes will be exported to Australia, China, Japan and elsewhere.

Notable Prosperity and Progress of the Netherlands East Indies

During Reign of Queen Wilhelmina Islands Have Become Richest of Dutch Possessions — Population of East and West Indies Increased from 30,000,000 to 50,000,000—Extension of Shipping Industry Most Gratifying Sign of Development

By HENRY C. AMES

NETHERLANDS East Indies have enjoyed unusual commercial prosperity during the past two decades and in the reign of Queen Wilhelmina they have become the richest assets of the Dutch kingdom. In a current review of their progress, in *Holland and Her Colonies*, it is pointed out that twenty-four years ago, when Queen Wilhelmina ascended the throne of the Netherlands, the population of Holland was slightly over 5,500,000, while that of the Dutch East and West Indies totaled, in round figures, not over 33,000,000, making a grand total of 38.5 million Dutch subjects.

Today, as Queen Wilhelmina reviews the progress of her domains after an auspicious reign of a quarter of a century, the population of Holland totals over 7,000,000, while the East and West Indies have increased to more than 50,000,000, making a grand total of over 57,000,000 souls claiming allegiance to the House of Orange.

The above figures, while showing an increase of about 30 per cent in the population of Holland, point especially to the enormous growth within the short period of Queen Wilhelmina's rule, of the population of Holland's colonies, a growth of more than 53 per cent. This growth is confined practically in its entirety to the Netherlands East Indies, whose population is now given as fifty million, of whom only about 150,000 are classed as Europeans (white people of all nationalities), less than 500,000 foreign orientals (Chinese, Japanese, British Indians, etc.) and over 49 millions are natives.

While the increase in the population of the Dutch East Indies has no direct relation to the fact that it has occurred during the reign of Holland's present sovereign, it testifies in an indirect way to the efficiency of an administration under which the native population has been able to register an increase which, under turbulent political and economic conditions and in the absense of hygienic and sanitary regulations, would not have been possible.

Great as has been the increase of the native population in the Netherlands East Indian archipelago, the development, the general progress of the wealthy islands has not lagged behind. This general advancement in the march of civilization has distinctly a direct bearing on the wisdom, the foresight and the care exercised by those whom the Government under Queen Wilhelmina has charged with the administration of this tropical empire.

Insulinde, as the Netherlands East Indies is frequently called, is a conglomeration of native tribes, formerly presided over in fact and even today mostly in name, by native chiefs, to whom the population used to pay tribute in the form of taxes and stipends, leaving very little for the development of the tribal district or for public improvements. All that is changed today. Under the Dutch supervision, public treasuries have been established, as distinguished from the sultan's private purse, into which formerly nearly all the revenue flowed. The ruler now receives a fixed salary, while an annual budget must be compiled to be approved by the Dutch resident. This guarantees a proper share of the natives' taxes for the benefit of the public for general improvements, such as road building, institutions for the aged and feeble, sanitary equipment, etc.

This supervision or control by the Dutch has


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Deli Maatschy /Kwala Mentjirim
Deli Maatschy /Kwala Bingei
Deli Maatschy /Kwala Lau Dendang
Deli Maatschy /Kwala Lau Simomo
Deli Maatschy /Kwala Lau Simomo
Deli Maatschy /Kwala Lau Simomo

Notable Prosperity and Progress

(*Continued from page* 42)

terfalls are being harnessed to furnish power traction and light companies as well as to ve the wheels of many large and small indus-al plants.

During the years of the world war when the ed was recognized of stimulating local indus-es, many native enterprises were encouraged further development, while various new rces of supply have been found with a highly orable reaction on the possible distribution domestic products. A glance at the export tistics of the Netherlands East Indies shows t the last few years practically all large coun-es or dominions are listed among the appre-ciative consumers of the islands' products.

One of the most gratifying signs of the country's development may be noticed in the extension of the shipping industry of the islands. Wherever one goes, one may observe the ships of practically all maritime nations of the globe anchored in the principal ports of the archipelago, intent upon carrying a share of the enormous traffic going to all points of the compass. This development of shipping in the ports of the islands has kept step with the improvement in harbor facilities and equipment, enabling steamers to load and unload with dispatch alongside the quays, where large warehouses and modern cranes give the ports the aspect of modern commercial centers.

With increased production of tropical goods by the native and European enterprises, there comes as a natural consequence increased freight traffic on the railroads, increased passenger traffic, the opening of new districts, the building of new roads. What this has meant to the general prosperity of the islands is reflected by the development of their exports in the course of the last twenty-five years, a development so enormous as to stagger the imagination of the most optimistic. As a single indication of the commercial development of the islands we point to the circulation of bank notes, reported at 52,000,000 guilders in 1898, and today, 25 years later, they total 272,000,000 guilders.

Truly, Queen Wilhelmina may, on the twenty-fifth anniversary of her accession to the throne, point with pardonable pride to the achievement of her reign as reflected in the development of that mighty empire, poetically styled "a girdle of emeralds, slung around the Equator."



Seen in Sumatra: 1—Planting seedlings. 2—Making bundles. 3—Sorting the lengths. 4—Transporting tobacco.

The Governmental Classification of Philippine Tobaccos

The government regulations relating to the ssification of Philippine tobaccos, as amended ril 28, 1919, are as follows:

(*a*) *As to origin.*—The term "Isabela" will ply to tobacco grown in the Province of bela; "Cagayan" to tobacco grown in the vince of Cagayan, and in the same way to-co grown in other provinces will be desig-ed by the name of the province of its origin.

(*b*) *As to length of leaf.*—Within each up there shall be six classes of leaf tobacco; first, second, third, fourth, fifth, and sixth sses. The class of the tobacco, except the th class, is determined primarily by the length of the leaf and secondarily by the soundness and use of the leaf.

First-class tobacco leaf must have a length not less than 42 centimeters; second class, not less than 33 centimeters; third class, not less than 23 centimeters; and fourth class, not less than 16 centimeters. Tobacco leaf less than 16 centimeters will be classed as fifth or sixth class tobacco. A tolerance of one centimeter will be allowed in the lengths of each class, provided that the difference in each hand, or "pinongo," is as aften above as below the minimum herein fixed.

(*c*) *As to soundness.*—After determining the class of the tobacco with reference to its origin and length, its soundness and use will be judged. First-class leaf tobacco must not be more than 5 per cent broken or worm-eaten; second class, not more than 8 per cent; third class not more than 10 per cent. Fourth class, if it has the length of first or second class leaf and be not more than 50 per cent broken or worm-eaten, may be qualified by the word "Superior," but if its length is that of third or fourth and it is not more than 25 per cent broken or worm-eaten, it may be referred to as "Current." Fifth class must be at least 90 per cent sound of any size. Sixth class comprises

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ll tobacco not entitled to a higher grade, and n this class shall be included all leaf which has ot the requisite length of soundness for inlusion in a higher grade class, all leaf which icks aroma, burning qualities or elasticity, and ll leaf which is dirty, musty, moldy, rotted, ried out, sapless, or otherwise spoiled which has een handled under insanitary conditions, or vhich has not been dried and cured in a curing hed constructed in accordance with the specications of the director of agriculture.

(*d*) *As to use.*—First, second, third, and fourth class "superior" Isabela, Cagayan, and Nueva Vizcaya will be further classified under the terms "fine" and "coarse." If the owner so desires, he may further qualify the term "fine" by the terms "claro," "colorado," or "maduro" to indicate the colors of the tobacco, provided these words be truthfully applied.

(*e*) *Definition of "fine" and "coarse."*—"Fine" shall qualify leaf tobacco which is suitable for use as wrapper and its color, texture, and elasticity will be the points principally judged.

"Coarse" shall qualify leaf tobacco which is suitable for use for binder or for filler and for cigarettes. The aroma and burning qualities will be given prime consideration in determining the classification as to use.

(*f*) *Standard for export.*—First, second, third, and fourth class "superior" tobacco from Isabela, Cagayan, and Nueva Vizcaya provinces and first, second, and third class tobacco from other provinces are considered as standard for export to the United States of America and all other countries.

The Peculiar Tobacco Cultural Methods Used in the Island of Java

Growing Conditions Differ in Many Respects from Those Prevailing in Sumatra—Natives Perform Principal Work on Plantations — Tobacco Crops Cultivated Under Supervision of Dutch Residency of Besoeki—Various Types Grown.

By HUGH MILBY

TOBACCO growing conditions in Java differ in many respects from those prevailing in the rich lands of Sumatra, which yield the well-known Sumatra wrapper leaves, owing to differencess of soil, climate and arming methods. Natives, working under European experts, or natives cultivating their wn plantations, raise the principal crops in ava, whereas in Sumatra, Chinese labor is lmost exclusively used in the tobacco indusries.

The raising of tobacco crops in Java is under he supervision of the Dutch Residency of Besoeki, the eastern political capital of the island, nd also under the governors of the Vorstenanden, which includes the provinces of Djokjaarta and Soerakata.

Land tenure in Java, as is shown in a recent report of the Department of Commerce, is held under leases from the native Sultans.

In the Vorstenlanden

The tobacco lands in the Vorstenlanden lie at the foot of the Mirapi Mountain on the south and east of that volcano, with the slope of Mount Lawoe rising on the eastern side. The State Railways and the Netherlands Indies Railways run through the district, and the shorter haul to tidewater at Semarang gives the latter road the bulk of the transportation.

These lands all belong to the Sultans of Solo and Djokjakarta and to their princes, who have leased them to the plantation companies, on terms covering from 12 to 25 years, together with the right to the labor of the native population in exchange for the rice lands which they cultivate. This arrangement is much involved and has been the subject of so much political agitation that the government has enacted regulations forbidding new leases or extension of present leases under this system. Under the new laws the companies pay rent to the princes for the land actually cultivated and pay cash for their labor, while the natives hire their lands from the princes under regulations designed to relieve them of the injustices to which it was claimed they had been subjected. In Besoeki the land is leased from the natives in the same manner that the sugar growers get their land. The local population is employed when possible, and a large annual influx of Madurese gives them a convenient reserve for the rush seasons.

Rotation of Crops

The preparation of the soil begins in April, as soon as the rice crop is off, and is turned back to the natives, theoretically, by January 1. In the Vorstenlanden, under the new regulations, the companies are given a rebate on their land rental, if they turn the land back before that date, and are subject to a heavy fine if they hold it longer. A further strong incentive to finish at this time is the fact that when the lands are held beyond this date the whole cycle of rotation is retarded and the planters will be delayed in putting in their succeeding tobacco crops. This cycle includes one crop of tobacco from April to December and three rice crops requiring from four to five months to mature, making 24 months in all. In Besoeki three crops of rice are not usually possible, and one crop of maize, beans, or other "polowidjo" is raised instead.

System of Cultivation in the Vorstenlanden

The rice straw remaining on the fields is collected and burned.

A main drainage ditch is made around the field, leaving space on each side for roadways. These ditches are connected with the government canal system, or, if the land is on a sharp incline, it is drained into the lower rice field.

Secondary ditches are made 150 feet apart, the full length of the field. These are called the 150-foot ditches.

Between the 150-foot ditches cross ditches are made at an interval of 30 feet, called the 30-foot ditches. The smallest unit of cultivation is a bed 30 by 50 feet, 16 of which make one bouw (1 bouw = 1,7537 acres).

Two systems of soil working are followed. Under one system the land is plowed with a native plow fitted with an iron point to an approximate depth of 6 inches.

As soon as plowing is finished a fertilizer, consisting of cattle manure, leaves, wood ashes and other village waste (no human manure is contained in this fertilizer), is put on the land in a proportion of 24 cubic meters to a bouw (about 18 cubic yards per acre). The supply usually equals the demand. This mixture has about six-tenths of 1 per cent of nitrogen, and a full analysis shows little that will feed the soil. Its peculiarly beneficial qualities are supposed to be in the bacteria which it contains. No artificial manure can take its place, but a combination with sulphate of ammonia produces excellent results when the soil is poor, although on the better soils this manure is all that is required for the best results.

After the fertilizer is put on the ground a 15-inch hole is made in one corner of the field and the soil from the adjoining area is patchoeled* into it, the native working back and forth across the 30-foot width until the section is finished.

No Plowing Is Done

No plowing is done under this system. The 30-foot width is marked off in 3-foot sections. A patchoel depth of soil is taken from each alternate section and laid on the adjoining area, after which the subsoil is worked to a depth of 15 inches. When the soil on the adjoining area is thoroughly dry, it is returned to its original place and the operation is repeated on the other half.

Some estates apply the village manure before replacing the soil, while others wait until leveling off, after which it is turned under to a patchoel depth. This latter system is preferred by many planters, as it is easier to supervise the workmen.

The size of the seed beds is 3 by 10 feet, and for every bouw (1¾ acres) to be planted there are 30 of these beds, one workman taking care of one-third of a bouw, including 10 seed beds, The preparation of these seed beds begins before any other work is done, and by the end of July they are ready for the seed. From 10 to 14 days later all or a part of the balance is seeded, according to the plan for transplanting.

Before seeding, the soil of each bed is given 100 grains of sulphate of ammonia mixed with 100 grains of double superphosphate, or, if it is impossible to get this, with 200 grains of "Enkel" superphosphates. On the poorer soil the use of sulphate of ammonia alone acts as a poison, which is shown in a poorer growth than if none were used.

Transplanting

The first transplanting is done early in September, 35 days after the first seed beds are set out. The young plants are placed 19 in a row across the 30-foot width and 49 rows to the 150 feet of length. Extra plants are put in between the permanent rows for a reserve.

Tobacco grows quickly, and it is most successful when it receives its moisture at the right time. An effort is made to plant a short time before the rains begin so that the root system will be developed before the rains bring on a rapid leaf growth. In order to have a part of the crop reasonably certain to meet these favorable conditions, planting is done in two and sometimes three sections. In the latter case the last planting is either a fifth or a tenth of the whole, as it has the smallest chance of getting the best weather conditions.

Within 15 days of planting the weak or dead plants are replaced by the reserves, and at this time from 4 to 6 grams of dry sulphate of ammonia are given to each plant. This work is done by women, one of whom makes a hole near the plant with a pointed stick, while another measures the fertilizer and puts it in the hole, covering it with soil. No phosphates are used except in the seed beds.

Cultivation

Continued cultivation of the soil is done after the young plants are set, and as they grow the soil is banked against them to stimulate root development.

The only serious pest is the caterpillar. In Besoeki the leaves, while still in the nursery, are given a wash of lead arsenate, which is usually sufficient protection. In the Vorstenlanden the caterpillars are picked from the leaves by women and children.

Sulphate of copper is used to cure root diseases.

In the Vorstenlanden an area equal to the area under tobacco cultivation is set aside for native cultures. The laborer is required to give an amount of time to the tobacco culture equal to that used in the cultivation of rice.

In the Residency of Besoeki the population is largely Madoerese. Men are paid according to their skill in the work they do.

Java Tobacco Grades

Java leaf wrapper tobacco is either consigned to the estates' agent in Holland or sold direct by the estates. American buyers have shown an interest in Java leaf during the past few years and visit the principal centers yearly to make their selections. The "American assortment" contains only the largest leaves of fine texture and light color. This grade is not sold on the Soerabaya market, as it is only grown by the estates under European control. Each estate growing wrapper tobacco has its own trademark, which is recognized in the markets.

American buyers are interested in only the finest of the wrapper tobaccos and practically everything in Java that comes within the specifications of the "American Assortment" goes to the United States, while the balance goes principally to Holland.

Krossak, or scrubs, is leaf tobacco of grades lower than wrapper tobacco. It is most of native cultivation and is graded exactly according to size, texture and color.

"American Assortment"

Grade A A comprises only the longest leaves, including moist and unsound qualities; Grade A, long leaves, with some short permitted, a slightly thicker and darker colors; and grad B B, B, C C and C are graduated in size a quality down to D grades. The minimu length of leaves in these lowest grades, D D a D, is a span. There is no definite limit to t thickness or shade; it is only when the leaves a nearly black that they may be rejected.

Assortments must have 65 per cent up grade, while 35 per cent may be of lower grad Within these grades are many subdivisions, that there are literally hundreds of grad known to the buyers. The above grades a qualified as a whole by the district in which th are grown.

Cut Tobacco

Gekorven is a stripped and cut tobacco us by the natives and when exported goes either Holland or to the near-by oriental countries. is made up of leaves that will not go into t krossak grades to good advantage, but are fairly good quality. It is stripped and cu hence the name "gekorven," meaning cut. The is considerable labor attached to is preparatio which is accountable for the higher price which it is appraised by the customs.

Madoera Tobacco

Madoera tobacco is grown on an island the same name, lying east of Java, and separate from it by a narrow strait. Tobacco fro Madoera stands as high as any in the krossa grades. The superior quality is due to t climate and soil conditions. During the past fe years it has brought better prices than formerl as some of its grades are used for the manufa ture of cigarettes.

Besoeki Residency, including Djember di trict, is the most eastern of Java's politic divisions. The tobacco from this residenc which bears its name, is grown in the lowlan between Mount Raoeng and Mount Argopoe and is among the best of the "scrubs." Beside the native cultivation there are large areas und European control which produce the finer typ of leaf tobacco. An important tobacco proc station is located at Djember, in the center of t tobacco district.

Loemadjang Tobacco

Loemadjang tobacco takes the name of town in the eastern part of the Residency Pasoeroean, which is the center of a tobacc growing district lying at the foot of the sout eastern slope of Smeroe Mountain. The qualit of the tobacco raised here ranks with that Madoera and with the lower grades of Besoek

Malang tobacco comes from the district lyin to the east of Smeroe Mountain, the center which is the town of Malang. The elevation this land is somewhat higher than that on whic the above-named tobaccos are grown. Th quality is poorer, which is undoubtedly partl due to climatic differences.

Kediri tobacco is grown on the lower stretche of the Kloet and Wilis Mountains. It rank with Malang tobacco, among the poorest of th "scrubs."

Rembang tobacco is grown in almost ever part of the residency of that name. The bul of the krossak going through the Soera-bay market comes from this district and is of th lowest grade.

Kedoe Tobacco

Kedoe tobacco is grown on the lower slope of Merapi and Merbaboe Mountains on the eas and Soembling and Sendoro Mountains on th west, in the Residency of Kedoe. Its quality i between that of the first-named group and o those of Rembang, Kediri, and Malang. Th better grade produced here has been attribute to a favorable climate and soil and to better see being used.

In the principalities of Djokjakarta an Soerakarta very extensive cultivation of tobacc is carried on by European-controlled estate operating in an association which maintains proof station with a scientific staff.

*A derivative of the word patchoel," a heavy hoe universally used by the natives in place of a spade, rake or hoe.

The Renaissance of the Manila Cigar

By COLIN M. HOSKINS

rmerly Chief, Division of Tobacco Industry, Bureau of Internal Revenue

There is probably no product of the Philippine lands so well known to Americans as the anila cigar. Tobacco has likewise been a subct of great interest to the local Government nce the introduction of the weed into these lands during the last quarter of the sixteenth ntury by the Spanish missionaries coming here om Mexico. For an entire century the tocco industry of the Philippine Islands was a vernment monopoly, the state having control the production, manufacture and sale of this oduct. In the field there was a chief apaiser, styled "interventor," who had a force of bordinates known as "alumnos aforadores." he chief appraiser set the date when the first ed beds were to be sown and also determined e date of planting and the number of subquent seed beds. The instructions of the Govnment went into considerable detail, going so r as to prescribe the number of times the land ould be plowed, the dates when the plowing ould take place, and the number of plants hich should be set out per unit of land. This pervision was extended to the harvesting and ring of the leaf and its classification into the veral grades. The regulations were enforced y severe penalties.

As was to be expected, under such close supervision, the reputation of Philippine tobacco nd Manila cigars secured an enviable reputaon in the markets of the world, where their ildness and choice aroma were deeply appreated. By 1881, however, the system of Govnment control had become so objectionable to e planters that local uprisings were of conant occurrence. Consequently, in that year, alough the monopoly was the Government's bigest source of revenue, it was completely abolhed.

The planters, freed from the former odious pervision, went to the opposite extreme. Beng no longer forced to work and having very mple needs, they grew shiftless and improvient. Owing to the large European demand for eap tobacco, planters could dispose of their rop, even though poor in quality. Philippine bacco continued on its downward course un- 1 1909, when the Payne-Aldrich Tariff Act as approved, admitting Philippine cigars into e United States, free of duty. This date sigalized a new epoch in the Philippine tobacco dustry. It was anticipated that, with the tariff arrier removed, the entire industry would reeive an impetus which would re-establish it in e world's markets. Through the discussions n the Tariff Bill, the Manila cigar had received ee advertising throughout the length and readth of the United States. The American ublic was really keen to try out this cigar whose ee entry into the United States was so bitterly ought by the tobacco trust. The dealers and onsumers alike expected a cigar equal to the Iavana cigar at a ridiculously low price. Manila xporters made plans for getting rich over-night.

At first it looked as though the renaissance of e Manila cigar was at hand, but very soon disuieting reports came from the United States. Vith no organization of the industry, with unestricted competition, the exporters shipped normous quantities of cigars to the United tates which were unfit for human consumpon. Other cigars of good quality were quickly destroyed by the tobacco beetle. American obbers and dealers who had handled Manila gars suffered heavy losses. The consumers ere disappointed in the product. As a result, ithin two years the Manila cigar was utterly iscredited. The exports fell off steadily for a umber of years, until the end of 1914, when nly 59,000,000 cigars were sent to the United tates.

At that time the Government become genuinely alarmed. The Governor-General sent the Collector of Internal Revenue to the United States to investigate the causes for the slump in the trade and as a result of his report and recommendations, the Legislature, in February, 1916, passed Act No. 2613, the Tobacco Inspection Law which aimed to remedy the conditions brought about by the discrediting of the Manila cigar in the United States.

It has been a long and trying job to reestablish the name of the Manila cigar in the American market, but after 3 years of vigorous campaigning, the Manila cigar industry has won back the place which it held many years ago. It was in 1914, when the Government realized its duty to promote the industry which marked the true renaissance of the Manila cigar. The Government stands behind the Manila cigar and guarantees its quality. The tobacco planters are instructed in proper cultural methods and an experiment station has been established under the joint auspices of the Bureau of Agriculture and the College of Agriculture in the Cagayan Valley. All leaf tobacco is classified and graded before it leaves the province of origin. Factories operate under sanitary regulations which make them second to none in the world in cleanliness. No cigar may be shipped from the Philippine Islands to the United States until it has been inspected by the Government agents and certified as standard. If the cigars so certified, deteriorate within 72 days after arrival in the United States, the Government backs up its guarantee by paying the cost of re-conditioning cigars, or if unmarketable returning them to the Philippine Islands.

The Manila cigar today holds a high place in the estimation of the American smoker. The mildness of the Manila product is its most noticeable virtue. The inveterate smoker appreciates it because he can smoke many Manila cigars without the satiation which would follow smoking an equal number of other cigars. No longer is the Manila article a minor export product. As compared with the 59,000,000 cigars which were shipped in 1914, there were shipped in 1918 to the United States, 265,234,000 Manila cigars. During the last 5 years the growth, while phenomenal, has been so steady, from month to month, quarter to quarter, year to year, that the growers and manufacturers alike feel confident of a permanently increasing market in the United States. As the American smoker is learning to discriminate between the good Manila cigars and the really high grade Manila cigars, the proportion demanded of the more expensive sizes is increasing. The elimination of the Customs duty has given to the American smoker a cigar comparable with the best imported smoke, at a price not exceeding the best domestic smoke. It is this fact upon which the Philippine tobacco industry relies for the permanence of its American market.

A Pioneer Importer

Henry Ottenburg, of 146 Front Street, New York. one of the pioneer importers of Manila cigars, is experiencing an increased demand for the brands he has established in this country, including Ilang-Ilang, La Flor de Luzon and La Emperatriz. These brands are made and packed in various sizes, banded, and in bundles. He guarantees all of his cigars to be sound and sweet and can give immediate delivery, if desired. He is also very particular about protecting jobbers who market his brands in their territory.

Mr. Ottenburg continually keeps in touch with his trade by paying personal visits. He is always ready to take a trip to discuss the handling of his brands on receipt of a request from a customer. He uses the following slogan, "Old friends are welcome and new friends are wanted."

Netherlands Indies Tobacco Statistics

Sumatra Tobacco Companies

Year	Capital (in Florins)	Amsterdam Stock Exchange Values (in Florins)	Average Appreciation
1896	34,000,000	75,000,000	221
1900	48,000,000	92,000,000	192
1901	49,311,708	90,960,579	186
1902	51,857,680	101,713,796	200
1903	51,994,280	95,700,115	185
1904	52,694,280	76,944,515	149
1905	41,703,410	85,597,485	205
1906	40,043,412	95,795,795	239
1907	45,016,256	142,321,050	316
1908	50,839,256	116,407,250	229
1909	53,042,000	117,215,840	221
1910	55,385,000	132,305,870	238
1911	59,631,000	143,622,305	241
1912	68,335,880	159,534,370	260
1914	54,363,000	121,302,175	223
1915	52,566,000	115,412,880	221
1916	53,941,000	134,644,115	250
1917	54,680,000	151,225,605	276
1918	56,907,800	163,580,130	287
1919	59,397,000	180,612,010	304
1920	63,687,000	215,831,060	339

Sumatra Tobacco Statistics, 1864-1921

Year	Bales	Dutch Cents per ½ Kilo	Value in Florins
1864	50	48	4,000
1865	189	149	40,000
1866	159	121	30,000
1867	210	73	20,000
1868	890	142	200,000
1869	1,381	129	250,000
1870	2,868	128	450,000
1880	64,965	112½	11,250,000
1890	236,323	72½	26,000,000
1900	223,731	111½	38,000,000
1905	225,369	155	54,500,000
1910	234,132	131	47,800,000
1911	280,704	142	62,200,000
1912	282,920	136	60,000,000
1913	251,689	127	49,900,000
1914	246,543	93	35,800,000
1915	232,911	178	64,700,000
1916	237,898	180	66,800,000
1917	238,299	143	53,200,000
1918	275,392	142	61,000,000
1919	144,469	303	68,300,000
1920	153,000	284	64,000,000
1921	165,000	194	50,000,000
1922	152,000	...	48,000,000

Exports of Java Tobacco

Year	Bales	Dutch Cents per ½ Kilo	Value in Florins
1910	457,929	34	27,380,000
1911	702,143	31	37,450,000
1912	693,440	25	30,400,000
1913	586,303	24	24,340,000
1914	490,111	34	28,800,000
1915	775,998	58	80,000,000
1916-22	Statistics not available		

Exports of Borneo Tobacco

Year	Bales	Dutch Cents per ½ Kilo	Value in Florins
1900	18,115	73	1,957,000
1901	17,065	89	2,200,000
1902	14,865	68	1,465,000
1903	17,364	80	2,010,000
1904	17,062	97	2,400,000
1905	16,628	62	1,515,000
1906	16,212	100	2,390,000
1907	18,220	78	2,085,000
1908	15,121	76	1,695,000
1909	14,586	101	2,150,000
1910	14,961	132	2,900,000
1911	15,231	90	2,000,000
1912	18,609	76	2,000,000
1913	14,026	67	1,365,000
1914	14,942	59	1,340,000
1915	15,000	70	.....
1916-19	Statistics not available.		
1920	2,043	226	.....
1921	2,027	173	.....
1922	2,112	200	.....

A Brief Description of Some of the Leading Factories in Manil

Co-operation During Past Ten Years Between Philippine Bureaus of Agriculture, Revenue, Commerce and Industry Has Been Beneficial — Quality of Tobacco and Cigars Much Improved — Plants Equipped With Finest American Machinery.

By H. S. LAWRENCE

THERE has been excellent co-operation during the past ten years, between the Philippine Bureau of Agriculture, the Bureau of Internal Revenue, the Bureau of Commerce and Industry, the tobacco manufacturers, growers and exporters in improving the quality of Philippine tobacco and cigars, with the object of enhancing their popularity in foreign markets. The local manufacturers have adopted the latest ideas in factory construction and design and have equipped their plants with the finest American machinery. The result is that the leading cigar factories in Manila will compare favorably in every way with the finest in the world.

Government supervision of factories in the Philippines is just as rigid and scientific as it is regarding the uniform excellence of leaf used and in manufactured product before it is permitted to leave the factory. The factories are perfectly designed for sanitation, light, ventilation and suitability for working conditions. The hygiene of the men and women employees is thoroughly attended to by the government authorities.

Compañia General Products

Cigars made by the Compañia General de Tabacos de Filipinas are known throughout the world, but the fact that this company is capitalized at three million pounds sterling and has three rich plantations in the Cagayan valley supplying a large portion of the best leaf tobacco consumed in the factory is not so well known. (The company has cocoanut oil and other big interests in the Philippines. Its owners reside in Barcelona, Spain. Their activities here embrace both agriculture and commercial enterprises.)

Tabacalera Cigars

Much care is taken in the Tabacalera factory in the manufacture of cigars, which are made under the registered trademark and brands of the company and sold everywhere, especially in the United States, where the company has agencies.

This company supplies tobacco to the French government tobacco monopoly and ships leaf tobacco to the Spanish market. It is one of several companies which are organized by private capital in the Philippines when the Spanish government tobacco monopoly was abolished, in 1883. It has had a prosperous and enviable history from the beginning.

La Flor de Intal

La Flor de Intal cigar and cigarette factory is managed by Kuenzle and Streiff, who also have the Alhambra factory.

One of the advantages these two factories enjoy is the buying organization the company maintains in the Cagayan valley, for the purpose of suitable tobacco both for the factories and f export in bale. The factories maintain a hi standard of excellence.

Tobacco purchased in the Cagayan valley placed in warehouse there, and sorted and bal and shipped to Manila, where it is aged. Ciga of all grades are sold throughout the worl China being an important market.

Watt & Co., who operate La Minerva cig factory in Manila, make high-grade cigars onl for the export trade.

Mr. Watt states that the orders for Miner cigars are increasing; the factory has nev lacked a good volume of orders from reputab dealers in the United States, who have stood b the management in its policy of keeping to t quality of the cigars above the five-cent standar The factory is not a large one; it is personal supervised by Mr. Watt himself, who is a ma of many years' experience in the making of goo cigars in the Philippines and elsewhere. H believes that the higher class of trade is t safest to cater to one year with another. Th letter of credit of the company's agent i Australia has just been renewed; letters com mending the factory's goods have been receive from the United States.

Liggett & Myers' Cigarettes

Liggett & Myers have erected a cigarette fa tory at San Miguel, Manila, where they a making La Favorita cigarettes and putting the up in packs of ten, which they sell for fi centavos in the retail market. These cigarett

Oldest Cigar Firm in the United States

Horace R. Kelly & Company, Inc.

Established 1839

Importers of Manila Cigars

Special Brands for Jobbers

Territory Protected

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e made by the most modern cigarette machines ntainable, in an absolutely sanitary manner. he hands of the operators never touch either e tobacco or the cigarettes; the packing and apping is even done by machines, so that the ly hand labor required is the placing of the garette packs in the carton.

Philippine tobacco is used, but no scrap. It selected leaf, which is stemmed and butted and ed from every particle of dust. It is cured roughly in accordance with the best methods r curing Philippine tobacco. Samples of the garettes are sent each week to the company's oratories in New York, where they are exined. In this way the cigarettes are kept to absolutely uniform standard of excellence. ie original blend of the tobacco was worked t in this way.

La Favorita cigarettes are made for the hilippine trade. Several million are sold nthly. An experienced man in the manuicture of Liggett & Myers cigarettes is manr of the factory. Robert S. Rogers is sales anager for the company in the Philippines both r its Favorita cigarettes and the various merican brands imported and sold here in inreasing quantities.

The Germinal Factory

The Germinal Cigar & Cigarette Factory, of hich Mauro Prieto is general manager, owns a antation of 4,000 hectares of land on the banks the Cagayan river, from which much of the bacco used in the factory is obtained. The antation is administered by the company, which ives painstaking care to the growing and curing its tobacco.

The Germinal cigarette has wide popularity in ie Philippines while the cigars figure big both the domestic and the expert trade.

The company's plantation is known under the ame of Malohn hacienda. The annual inundaons of the lowlands enrich them after every op, while the higher sections are excellently dapted to the growing of tobacco. (On the wlands, too, there are fields suitable for toacco; others are devoted to food crops, corn id vegetables, for the plantation workmen and ieir families.)

Dr. Ariston Bautista, president of the Gerinal company, describes the plantation as an leal one. The river branches around its borders, aking it practically an island. Much land reains to be cleared of huge forest trees. It is ie company's purpose to clear additional areas f land each year, and to extend the tobacco elds; but the chief drawback to this, as to other gricultural projects in the Philippines, is labor.

Dr. Bautista is the third president of this ilipino corporation, which is capitalized at ,500,000 pesos, fully paid. The first president as Luis R. Yangco, Sr., and the second was enito Legarda, once a member of the Philipine commission. The company takes pride in eeping its product to a fixed standard of recogized quality.

La Maria Cristina Output

One of the well established and progressive igar factories of Manila is La Maria Cristina, onducted by Meerkamp & Co. The factory was stablished in 1883 and in 1886 was designated Proveedora de la Casa Real," that is "Purveyor to the Royal Household" of Spain. M. G. Batteki, the manager, is an experienced tobacco nan from Holland who has been managing this actory for several years and is familiar with the obacco industry in the Philippines.

The company's brands, La Maria Cristina, La Calidad, Punta de Mariveles, La Palma, El Almirante and Governor General are made in the standard shapes and sizes and are well known in he Philippine export cigar trade. The company gives particular attention to export business. Australia has been one of its big fields for many ears. In 1887 it won gold medals in the toacco exhibitions at Madrid and Adelaide; in 889 this experience was repeated in Paris; in 1886 a medal was won at Amsterdam and in 1888 another was won at Melbourne.

The British market has been a heavy consumer of Maria Cristina cigars. Twenty years ago the company made but one shape, cortados, and of these manufactured 200,000 daily, chiefly for London and Australian markets. The cigars were tied in bundles of ten and packed 500 to the box, the price being 12 pesos per 1,000. This cigar is still made for the domestic trade, and is still of the old-time quality, but the export demand has gone to other shapes, now the main output of the factory. Great care is used in the manufacture of cigars in this and other reputable factories in Manila. In this particular factory precautions advised by the bureau of science are taken against beetle infection. They have proved effective.

Costs Have Greatly Increased

In the old days, when the Maria Cristina was devoted exclusively to cortados, stemmers got 80 centavos a week. They now earn 3 to 4 pesos a week. Leaf tobacco of the same or better quality than now used cost 10 pesos a quintal. It now averages several times that figure. A foreman was hired for 20 pesos a month, where he now commands 100 or 120 pesos. Cigar makers' wages were similarly lower than the current scale, and the rent paid for the building was but 200 pesos a month, against about 2,000 pesos now.

These figures show graphically how manufacturing costs have increased in the tobacco industry in the past 20 years. New conditions prevail throughout the industry, from the fields in Cagayan and Isabela, where the leaf for cigars is grown, to the restrictive regulations imposed by the government. Factories are better, as well as wages. The reputable companies have names long established which they value among their chiefest assets. Their resources are a foundation for their guarantees.

Cigar Exports from Manila

Following is a table showing the growth of the cigar industry in Manila as it is reflected in the internal revenue collections:

Year	*Int. rev. taxes Pesos*	*U. S. rev. taxes Pesos*
1910	3,670,121.09	528,201.15
1911	4,462,689.41	189,783.91
1912	4,837,851.19	448,732.65
1913	4.967,447.65	637,566.03
1914	4,802,902.77	363,398.19
1915	5,080,560.74	408.353.34
1916	5,390,929.16	714,947.40
1917	5,915,525.10	1,253,851.23
1918	6,219,110.51	2,018,730.65
1919	6,627,716.29	2,404,090.04
1920	6.537,326.83	3,177,068.17
1921	3,768,663.42	1,588,534.09

Acquainting Himself With American Conditions

Robert J. Kugelman, closely associated with the old established firm of A. L. Van Beek, has been in this country for several months, but intends to return to Holland to attend the fall inscriptions of Sumatra and Java tobaccos within a few weeks.

The object of his visit to the United States is to get acquainted with the requirements of the American cigar manufacturers in East Indian wrappers, and incidentally with the requirements of the cigarette tobacco trade, since A. L. Van Beek also conducts the well-known Hollandsch-Turksche Maatschappij, one of the foremost packers of Turkish cigarette leaf.

He had visited some of the principal cigar manufacturing centers in the United States and Canada when interviewed by a reporter of TOBACCO, and was very enthusiastic over the splendid reception and attention accorded him all along the line, and incidentally booked some very substantial orders for Sumatra and Java tobaccos.

Although being a native of New York City, but resident of Europe ever since boyhood, he feels quite at home here, in spite of the fact that he made a very wonderful acquisition to his household, and made his initial venture into the United States on his honeymoon trip. Mrs. Kugelman is a native of the City of Singapore, East India.

His headquarters in New York are with Max Maier, at 128 Water Street, who has been appointed the representative of A. L. Van Beek, and where they are pleased to show samples of the firm's extensive purchases for the American market, to visiting friends.

Mr. Kugelman is the son of the late, well-known Havana exporter, Julius A. Kugelman, who is remembered well and favorably by many in the trade in this country and in Cuba.

H. L. Judell & Co. and the Alhambra Cigar

H. L. Judell & Co. is one of the pioneer cigar jobbing houses of the United States featuring Manila cigars as a brand building proposition.

Carefully observing the progress made by Manila cigars at San Francisco from the time they were first introduced, the House of Judell was quick to realize the possibility of the trade. Starting with a brand, they worked it carefully and conscientiously throughout their territory. During the first year of the war they had gained a large distribution. In fact it was one of the most important Manila accounts in the United States.

The war, however, and the peculiar conditions in business which followed, the demand for large quantities and cheap jobs, and the sky rocketing of prices, served to disorganize to some extent the brand building undertaken by the House of Judell.

Yet the experience gained convinced them that staple Manila cigars under a brand name was a profitable undertaking, and as soon as the market returned to normal condition, they took a line and started ahead on the same policy that had proved so successful in former years.

H. L. Judell & Co. determined to get the best factory connection at Manila that it was possible to obtain. H. L. Judell, the founder of the house, visited Manila a couple of years ago and made a careful study of the factories and the men responsible for their operation. They wanted to be sure they were right. With this idea in mind they set about to obtain the Alhambra account. When A. Myers, the head of the corporation which owned and controlled the Alhambra factory, was in the United States, they took the matter up with him. After investigating thoroughly conditions here Mr. Myers decided that H. L. Judell & Co. were best equipped to distribute Alhambra cigars in the United States.

Alhambras are known the world over. Perfect cigars in perfect condition and carefully packed won high praise for Alhambra cigars over all the years they have been coming to the United States.

The House of Judell and the Alhambra cigar make an ideal combination. No one in the United States knows the market better than the Judell's and no one at Manila exercises more care and judgment in the preparation of merchandise than the Alhambra factory.

With faith and confidence in each other and with a common plan to work on, the factory and their United States representatives entered the market last fall with a Manila quality proposition.

That their policy is sound and that the enterprise will grow is certain from the initial successes of the venture. Some of the best houses in the United States handling high grade cigars have taken on the account, and without exception they have built up a good business on Alhambra.

Investments in the Dutch East Indies

Although the economic disorganization caused by the war caused a decline in most of the products of the Netherlands Indies, investors, looking toward the future, are showing much interest in insular investments. The insular administrators look with favor upon the investment of foreign capital in the islands and the Netherlands Chamber of Commerce in New York supplies the following information regarding the methods of acquiring lands in the Dutch East Indies for agricultural and plantation purposes:

"In the matter of governmental administration the Dutch East Indies must be divided into two distinct types of territorial districts, territories which are administered directly and indirectly. By the first are understood those parts of the islands which are administered directly by Government officials; under the latter classification come the districts which are administered by native rulers under the guidance and supervision of the Dutch officials, districts presided over by sultans, rajahs and other native heads.

This division or distinction is of importance with relation to the assignment of lands for agricultural purposes.

In the "directly administered" districts lands which are not held by third parties (so called "free domain") are allotted for agricultural purposes by the general administration of the Indian Government itself; in the "indirectly administered" territories, or "self-governed" districts, this power is generally in the hands of the native rulers, but under the direction and supervision of the Netherlands administration. It follows that those who seek land for agricultural purposes in the Dutch Indies, must apply (with the exception of instances mentioned below under 5 and 6) either to the East Indian Government or to the native Indian self-governing officials.

2. With the exception of Soerakarta and Djokjakarta (the so-called Vorstenlanden) all the territory of Java and Madoera must be classified as "directly-administered." In this territory lands for agricultural purposes are given by way of a long lease. Direct ownership may be acquired only in the case of small pieces of land for the purposes of erecting buildings or sheds or warehouses.

3. The right to lease is given for a duration of not more than 75 years. At the expiration of the lease arrangements for a renewal of the lease may be made. As leasers are admitted Netherlands subjects, residents of the Netherlands and the Netherlands Indies, and commercial organizations incorporated in the Netherlands or in the Netherlands Indies. Foreign capital can thus participate in the agricultural development, by incorporating under the national laws. The charter may be in a foreign language, and is subject to the approval of the High Government, an approval which is not withheld when the aim is for purely economic pursuits. Companies established in the Netherlands must be properly represented in the Netherlands Indies. The question therefore of the origin or ownership of a company's capital does not enter into the consideration. No distinction is made in that respect; all capital is equal before the law, and companies with foreign capital are subject to the same tax regulations as domestic enterprises.

The possessions outside Java and Madoera are partly "directly administered," partly "indirectly administered." For the former "directly administered" territories of the Outer-Possessions practically the same regulations for the distribution of lands exist as for Java and Madoera. For the "indirectly administered" or "native ruled" districts the same rule also applies, i. e., that only persons and companies as mentioned under 3 may apply for lands for agricultural purposes. Up to a short time ago an exception hereto was made for the Government of Sumatra East-Coast where also foreigners or foreign companies, that is non-Netherlands subjects, non-residents of the Netherlands or of the Netherlands-Indies and companies not established in the Netherlands or in the Netherlands-Indies, could be admitted. In 1917, however, this exception was abolished with the understanding that existing rights, once acquired, are respected.

4. Rights to lands in "indirectly administered," or "native-ruled" territory of the Outer-Possessions have been given up to a short time ago in the form of so-called agricultural concessions for a maximum period of 75 years. Upon expiration of this period the concession could be renewed. In some districts the Netherlands Indian Government had reserved itself the right for the granting of such concessions. In these instances the concession was granted in the name of the Government by the respective head of the local administration. In all other instances the right to grant concessions was in the hands of the native rulers, under condition, however, of approval by the Netherlands Indian Government or by the respective head of the local administration.

By legal enactment, however, recorded in the Indisch Staatblad (official Gazette) of 1919, No. 61, a regulation has been made for the future according to which in the native-ruled territory of the Outer-Possession leases may be acquired, for the granting of which in each specific instance the consent is required of the respective head of the local administration. The granting of leases is for a duration of not more than 75 years; each request for a lease must cover an area of land not exceeding 8,750 acres.

5. In addition to the above mentioned regulations, non-natives may rent lands in Java and Madoera belonging to natives for a certain term of years (6, 12, 20 years), something which frequently occurs in the cultivation of sugar-cane. The agreement between renter and native owner requires ratification by the Netherlands Government officials specially designated for that purpose. The rights thus acquired cannot be transferred without the consent of the owner except where such transfer-right is expressly stipulated in the contract.

6. On the island of Java there exists moreover a peculiar form of land ownership, originated from the fact that in former years more or less extensive stretches of land with all their appurtenances have been sold by the Netherlands Indian Government. These so-called private lands, whose owners frequently have the right to stipulate certain payments or personal services on the part of the native tenants, are by virtue of a legal ordinance, specifically enacted to cover these instances, gradually being returned to the public domain. The result of this ordinance is that those who under these circumstances acquire by purchase lands of that character, incur the risk of remaining owners for a limited time only and that, should they have bought these lands at artificially inflated prices, they may have to surrender them to the Government at considerable loss. The Government would, in case of redemption of these lands, which can be accomplished by legal means if necessary, consider the actual value of the land only. For that reason caution must be exercised in the purchase of private property and such purchase is, generally speaking, not to be recommended.

Saving Tobacco

Delegates to the Anti-Alcoholic Congress at Copenhagen are designing measures to stop smoking. This is but the latest indication that the next objective of the anti army is tobacco. Non-smokers in America are doubtless in the majority, and should they all join in the campaign—good-by to nicotine!

Carlyle, who scolded nearly everything, pronounced tobacco "one of the divinest benefits the human race." It is too bad the philosoph is not alive to dip a pen in his vitriol bottle a write a really adequate judgment on the dog-i the-manger crusaders who would banish tobacc What if smokers are shortening their day Why should the fanatics care? To be glad it would be more in keeping with their dispos tions.

The real grounds for complaint against smol ers are their lack of courtesy and their careles ness. Lighted cigarette stubs cause many fire as insurance companies will testify. Forest fir more often than not are set in that fashion b automobilists and campers. A considerab number of city fires originate in wastebaske used as ash trays. If negligence of this kin were universal cigarettes might fairly be ou lawed for safety's sake.

Bad smoking manners are too prevalent. "N smoking" placards are commonly disregarde Men puff away in a crowd regardless of the di comfort they cause. Some users of tobacc have a genius for making themselves obnoxiou One tobacco company has distributed a leafl on smoking etiquette, with the remark tha "Courtesy among smokers is essential to th comfort of all of us, and besides it will definitel remove the possibility of legislation against to bacco."

The teetotal executioners are out to behead draw and quarter "My Lady Nicotine." He devotees must rally to her defense before the actually drag her to the block.—*New Yor Tribune.*

Trade Conditions in the Dutch East Indies

There is abundant evidence that the islands o the Dutch East Indies, in common with th Orient generally are recovering slowly from th demoralized conditions caused by the disorgani zation of commerce by the war. In all lines o business there is renewed activity and there i greater optimism felt by local business men.

The chairman of the Java Bank, the Bank o Issue for the Netherlands East Indies, reviewin financial conditions in the isuands in the year 1921-22, made the following interesting remarks

"The export figures for 1921 show an almos general decline. (But the export figures fo 1922 on the contrary show a gratifying increas over those of 1921.)

"An exception may be noted in the export o copra which increased with 43,000 ton, agains which there was a decrease of exports of cocoa nut oil of about 12 million gallons, a result o the closing of most cocoanut oil mills.

. . . This decline in exports must, however not be taken for a general collapse of our agri cultural enterprises, but rather as a reactio from the abnormal export figures resulting fro the removal of trade obstacles after the war. I may therefore be concluded that the export fig ures of 1921 indicate an approach to normal Counting the profits of our export trade it wil be seen that they have been generally small Sugar especially has been a disappointment t the operators, but in other products as well the results have been all but encouraging, due to a constantly falling market.

"In view of the fact that the economic conditions of the population of the Netherlands East Indies have not retrogressed, the import trade of the islands has not lost any of its importance.

. . . At the annual Fair of Bandoeng of September, 1921, foreign imports occupied a more prominent place than domestic products.

"While the Netherlands East Indies suffered from the general business stagnation of 1921. we may consider ourselves fairly lucky as compared with surrounding countries. Singapore and the Straits Settlements suffered more from the declining market prices of products than we, with the result that the conditions of the population was less favorable than here."

Wisconsin Tobacco Crop Gets Good Soaking Rain

ame in Time to Save North—Extent of Outcome Not Easy to Estimate—Southern Section Producing Promising Binder Crop—Buying Spirits Quiet Down—Pool's Perplexing Problems—Salaries Paid to Pool Managers.

EDGERTON, Wis., Aug. 25.—The rain of t Monday was a general one. A bet- soaking rain could not have been ed for. It came down steadily, and ily, and lasted about twelve or thir- n hours. It came in time to save most the crops in the north. Of course it almost impossible to predict what a p of tobacco will make up after a n—it almost always makes better gress than one's estimate—but many the valley crops will make a fine der spread now with some warm ather. The crop in the north is still scrubby one, and will be one of the rest since 1909 without warm weather l more rain.

Practically all of the ridge crops are med as stemmers, as it is. The rain ne too late for them, it is thought, ny of the valley crops were too ripe the rain to spread them out into ders before the harvest stage. The iter's estimate today is that little or hing can be expected from the early thern tobacco, but the late set, and "medium" set will produce a fair lot binders.

The south is perhaps producing the t crop of binders in several years. though it is late, there is a lot of mise in it. It has come booming ng the past few weeks, and the early l will be well harvested by the end of t week. A ride yesterday through ood growing strip of territory in the th, where the growers have been nt to receive high prices in the past, e the impression that about eight per t of the fields were already good, viceable binders, and perhaps thirty- per cent more of the fields gave mise of turning out nicely with a ple of weeks of good weather. Some these will fulfil the binder promise, ers will not. The other fields showed usual signs of turning out sound nming.

The weather has been very cold. Sev- l days the highest the thermometer istered was in the lower sixties. The three nights frost warnings have n sent out by the weather bureau for Wisconsin tobacco growers. Thurs- night, it was "frost possible." Last ht it was "frost probable." Whether of the northern regions were bitten night has not yet been ascertained. e south escaped it to date. Many mers burned smudges last night, but urned out to be unnecessary.

ut, as it is, this cold weather is kening up many fields of hitherto leafed binders, and is holding up the uring of the entire crop.

Buyers Lost Nerve

he buying in the north has slowed n. Thirty cents seemed to be the om last week, with thirty-two cents high. The prices, the crop, and the ther, have put an effective brake up- the movement, and some operators ed entirely. It is too much of a ble at those prices for a buyer to his nerve very long.

uying of the 1923 has also started in the south in a very modest . Spitzner is reported to have ght several crops in the vicinity of Forest. Jones, Grundy and Soulman, Janesville, have bought about 150 s between them near Orfordville, in k county. Prices were not yet fully wn, except that several crops went at en cents straight through. The ement is not causing much comment, he knowledge is general that there be enough southern at least for yone. The independent acreage in south alone must total well up in the es in percentage of the tobacco vn, and with a larger portion of the binders in the south than usual, the pendents alone are almost capable of plying every one with their binder ls—should nothing happen to the

Pool in Perplexing Predicament

With the pool swinging into another selling season, with about four thousand case carry-over, they are facing a most difficult problem. With a smaller crop than this year, last year they had a terrific time to get rid of their southern, and finally had to pack about eight thousand cases, after slipping grades, and using other bargaining methods. If the south produces them a large supply of binders this year, they will have to grade a large

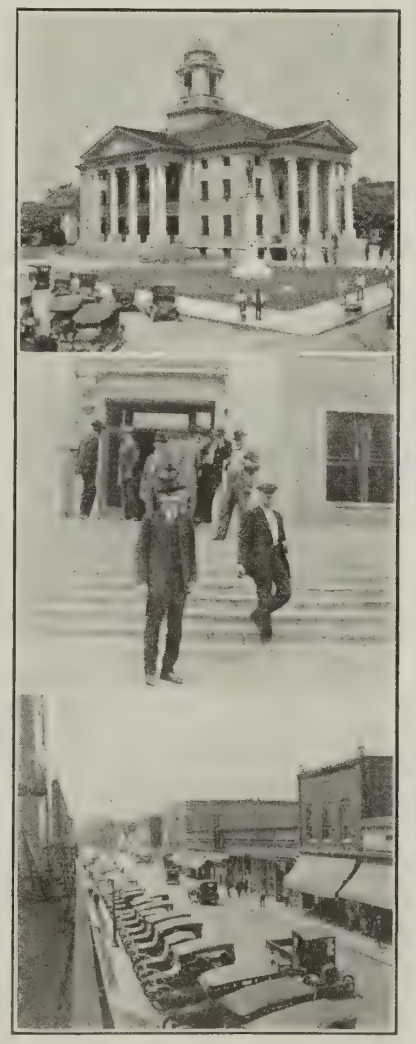
(*Continued on page 57*)

Tri-State Co-op. Wins "Legal Victory"

GREENVILLE, N. C., Aug. 25.—After two hours' deliberation, the jury in the case of G. H. Pittman against the Tobacco Growers Co-operative Association, returned a "mixed" or "straddled" verdict. Two issues were submitted to the jury.

First. Did the Association have 51 per cent signed up? The jury answered this, "No."

Second. Was fraud and misrepresentation practiced upon Pittman by the



Upper Picture, Pitt County (N. C.) Court House. Center, Judge Horton leaving Court House. Lower, Main Street, Greenville—everybody at court.

Association? The jury answered this, "No."

Judge Horton immediately ruled that the verdict was contradictory, and that the case must be decided upon the "fraud" issue. He, therefore, set aside the verdict in so far as it was in favor of Pittman, ruled in favor of the Association and ordered judgment in the amount of cost of trial entered against Pittman. Following the setting aside of the verdict in the first issue, the plaintiff served notice of appeal. He then gave bond for five cents per pound damages provided by contract in order that he might be permitted to sell his present year's crop on the open market.

The Association regard it as a victory for them, but outsiders, while recognizing the *legal* victory thus far secured, are of the opinion that the bringing out in open court of the enormous salaries paid officials ranging up to $30,000; the fact that tobacco was bought from the association and sold on the open market for large profits, and the failure of the association to make, thus far, any accounting as provided in the act of their incorporation, and the methods used in securing members, will prove so far reaching that it will tend to greatly weaken the morale of the association.

There are yet in Pitt County 107 more suits pending against the association, and each suit will be tried upon its individual merit, but hardly another one of them will be reached at this term of court.—MCFARLAND.

North Carolina Auction Markets Open

(*Special Telegram to* TOBACCO)

WILSON, N. C., Aug. 28.—The tobacco auction markets of eastern North Carolina opened today for the season.

As usual on openings, 90 per cent of the offerings were primings. There was more real common tobacco on the markets today than has been seen for years.

Common and medium grades opened higher than last season, and all were in great demand.

Not enough good tobacco on the salesfloors today to adequately judge the prices. A few piles sold around forty and fifty cents.

Sales at Wilson aggregated 450,000 pounds. Rocky Mount reports sales of 200,000 pounds. Greenville sales totaled about 300,000 pounds.

The general average price on the markets mentioned ranged between 20½ and 22 cents. All farmers interviewed seem well pleased with prices.—MCFARLAND.

Good Auction Prices in the South Carolina Markets

WILSON, N. C., Aug. 27.—Up to Saturday night the auction markets of the South Carolina tobacco belt report between twenty-eight and twenty-nine millions pounds of tobacco sold. The tobacco sold is well up in the body of the plant, and therefore of the better grades, making the general averages thus far obtained around 26½ cents. Several markets report averages of over thirty cents. It is estimated that around fifty per cent of the crop has been marketed in the South Carolina belt.—MCFARLAND.

To Seek Bids on Upmann Properties

HAVANA, Cuba, Aug. 22.—The Temporary Bank Liquidation Commission has authorized the liquidating board of the bank to call for bids for the sale of the cigar and cigarette factories of H. Upmann & Co., and the advertisement announce that these bids will be received up to October 8, when they will be opened and the factories and brands will be sold to the best bidder. It is stated that the sale is to be for real money, no certified checks of the bank being accepted by the liquidating board in this sale.

Greenville Opening Prices Higher Than 1922

(*Special Telegram to* TOBACCO)

GREENVILLE, N. C., Aug. 28.—The Greenville auction market opened today with about 300,000 pounds of tobacco on the floors. A big crowd was in attendance. Many from a distance. Buyers were well represented.

The offerings consisted mostly of primings. Very little of good grades were in evidence. The prices were higher than at the opening last season, except on the good grades.

The co-operative house is not ready, and there is nothing doing; not much grading done yet.—KING.

The Tobacco Market Conditions

While the past 60 days have shown a marked improvement in manufacturing conditions throughout the country, there has been little activity on the whole in the leaf markets.

Manufacturers are marking time in making commitments on new tobaccos, especially the factories making higher-grade cigars, due to the Havana situation.

The new Porto Rico tobacco is being moved rather freely.

With the sampling of the Broad Leaf as well as the Northern Wisconsin packings, the probabilities are that within the next 60 days there will be considerable activity in the local market for these two commodities.

Reports from Pennsylvania indicate that a large percentage of the 1922 packing has been contracted for by local as well as the large packers and there will be little surplus to offer in the local market.

This also applies to Ohio tobaccos so that with a normal resumption of business and increasing orders, the large crops that 1923 promises will be a relief to what would otherwise be an acute shortage.

Sumatra and Java Marts Largely Dependent on U.S.

Continued Depression in Cigar Industry of Germany, Austria, and Europe Generally, Makes It More and More Evident That America Is Main Dependence of Amsterdam and Rotterdam Auctions—Some Interesting Data.

WASHINGTON, D. C., Aug. 29.—American Consul General George Anderson at Amsterdam has sent the following report to the Department of Commerce on tobacco auctions at Amsterdam:

"It is becoming more and more evident that the successful sale of the tobacco from the Dutch East Indies depends upon demand from the United States. The continued depression in all lines of business and especially in the cigar industry of Germany, Austria, and Europe generally, offers no encouragement for the sales of Sumatra and Java tobacco in the Amsterdam and Rotterdam auctions. The demand from the United States has been the only satisfactory factor in the auction sales held so far this year. American buyers, by bidding against each other, forced prices to a fair level for the sales to the United States, but the prices fell back immediately to below cost as soon as this demand was satisfied for the time being.

Changes Have Taken Place

"In 1921 there was still considerable demand from Germany and other parts of Europe but in 1922 the chief demand for the higher grade tobacco soon sifted down to that from the United States and that from the Dutch cigar factories. Inasmuch as the cigar making industry of Holland has been passing through a most critical period and is still embarrassed by decreased consumption, low prices, and a collapse in its export trade, there has been comparatively little help for the producers from that source as far as prices are concerned.

Current Year's Sales and Prices

"The sales so far this year have been largely of the high grade leaf for the United States, so that the comparatively high prices realized do not properly reflect the probable receipts for the entire crop. This year's sales effected by the

A Name You Know

with a reputation maintained by the world's largest manufacturer of High Grade Cigars.

ROI-TAN

A cigar you'll like

EL ROI-TAN

re largest plantation companies in-
le 31,042 packages ranging in price
n 275 to 526 Dutch cents per half
igram, which works out about $1.49
pound on an average at current ex-
nge. Sales held during 1922 totaled
681 packages at an average price of
Dutch cents per half kilogram or
864 per pound. The crop sold in
l totaled 145,507 packages at an aver-
of $0.861 per pound.

st of Production Diminishes Profits

The sales last year brought little profit
he growers. Well informed author-
s on East Indian tobacco in Holland
mate the average cost of production
East Indian leaf last year at Fl. 2.00
half kilogram or about $0.71 per
nd at current exchange. The tobacco
ducing companies announce that they
e succeeded in reducing the cost of
duction materially during the past
r and anticipate further reduction in
current year. However, the cost of
duction has not yet been brought to
pre-war level. Present prospects are
the current year will be one of some
hts for the producing companies.
ir entire prosperity in fact depending
the prices that the United States is
ing to pay for the high grade to-
cos, and further results in the cur-
year depending upon the prices ob-
ed for the less attractive grades to
sold in later auctions."—LAMM.

Confers with Chiefs

. P. Butterwick, of York, Pennsyl-
a, representative of H. Duys & Co.,
., is in town this week conferring with
chiefs.

Wisconsin

(*Continued from page* 55)

t of the good tobacco as stemming to
rid of it, or else pack up a huge
y-over. The stemmers have been in
habit of getting sixty per cent of the
e's crop, and the chances are they
l do so again this year. With a big
pendent and pooled supply of south-
binders, much good tobacco is apt to
sold in the stemming grades. This
l cause a storm of protest from the
nbers that might trouble the pool to
ther, or it might not. Neprud's ac-
tuating of the pool's iron purpose to
de the tobacco on quality alone, and
sell on the basis of quality alone, has
n widely advertised all year, and has
n constantly driven home to the farm-
through the columns of local papers,
of the *Pool Bulletin*.

f good, leafy tobacco is sold as stem-
g by the pool this year, the quality
grading propaganda is apt to cause
ig backlash to the pool management.
t is packed, it means danger for the
l management, danger for the '24 pool
ket, and wide open roars from their
nbers. One thing only is perhaps
ain, that Neprud's slogans will have
re try outs this year.

he discontented pool members are
shing at their leash. The attractive
pendent prices make them rage in-
dly. Rage that there should be independents at all; rage that there should be so many of them; and rage that they can not take the liberty to accept those lucrative offers. After the soft assurances of the pool organizers that over ninety per cent of the state's growers were pooled, it is a matter of ever increasing astonishment to them to daily find new evidences of the non-pooled growers' large share of the crop.

Independents Set and Get the Price

Also, the pool's claims to bringing up the price from one year to another is receiving a severe jolt again this year, by the easy and confident way the non-pooled grower lets go of his tobacco upon receipt of an attractive offer. Also it is dawning on the pooled fraternity that it is the independent growers that have set the price the past two years.

At the first meeting of the board of re-elected directors of the pool, the office of general manager was voted to be temporarily abolished. Therefore the resignation of C. A. Hoen was accepted, together with a vote of thanks for Mr. Hoen's sterling service of the past year. From a member of the board, the writer has it that the executive council will temporarily fill the vacancy. Who will be Mr. Hoen's successor is as yet undecided.

Pool Salaries

The *Pool Bulletin* of August 15:

"As per request of delegates at the state meeting the salaries of state pool officers are published, and are as follows:

C. A. Hoen, general mgr.	$10,000
John Holtan, wholesale mgr.	9,000
Jens Davidson, president	5,000
Lars Lien, vice president	5,000
Johnson, sec. and treas.	5,000
Neprud, field manager	5,000

"And that Attorney Sapiro is paid a very reasonable retainer's fee. Anybody interested may find the exact amount by consulting the director of their district Also that Emerson Ela is not on a salary basis, but is being paid per bills rendered for services.

"The following men are employed until end of the fiscal year, and are paid the following per month:

J. J. Watson	$200
Eber Arthur	200
D. P. Devine	200
P. J. Houge	175
A. Holtan	166
J. Marks	166
J. Ellickson	166
Theo. Orvald	166
Oscar Swenwon	150
C. Christianson	150

"The above are warehouse superintendents at the different points the pool has run a warehouse the past year."

Trade Personals

Felix Greenhut, the New York office's state representative of the General Cigar Co., is east on a trip.

Harley Jefferson, V. P. of the Universal, is back with the rest of the Jeffersons at Sparta on a visit.

Superintendent of the leaf department for Fendrich, A. J. Ross, was looking over some of the company's early northern purchases the fore part of this week. He is very enthusiastic about his purchases.—BADGER.

Class "A" Cigars

Anyone Can Sell "Gold Dollars" for Ninety Cents. A Real Salesman Turns Ninety Cents Into a Gold Dollar!

In Which Class Do You Belong?

CIGAR SMOKERS

Are demanding a high grade five cent cigar. Are you prepared to meet this demand at a profit to yourself?

PROGRESSIVE MANUFACTURERS

Are meeting the problem by using automatic machinery. Low production costs mean returning prosperity for the cigar manufacturer.

BE UP WITH THE LEADERS

Are you keeping abreast of the times? "Machine Made" means "Clean Made." Your cigars will look better, smoke better and cost less than your competitor's.

INSTALL CIGAR MACHINES NOW

Make a "real smoke" for five cents and show a profit for your company.

INTERNATIONAL CIGAR MACHINERY CO.
5520 2nd Avenue, Brooklyn, N. Y.

Experts on all Types of Tobacco Machinery, "Fresh Work" Cigar Machines, "Mold Rolling" Machines

Everything in Smokers' Articles That is New and Profitable

Special prices are now offered on
Real Amber Tubes in Cases
Calabash London Made Pipes
Premier Quality Imported Meerschaum Pipes
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Imported Congos

GORDON TRADE MARK

SAMUEL GORDON
95 Madison Avenue New York City



If it's

Broad Leaf or Primed, Havana Seed or Shade

We have it

in Standard Grades of Connecticut Valley Tobaccos

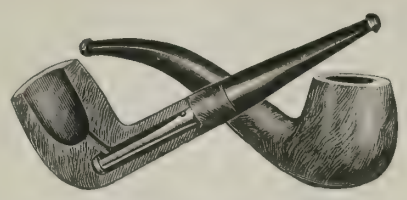
The Connecticut Valley Tobacco Association, Inc.

Headquarters:

225 State Street Hartford, Conn.

The Pipe That Cleans Itself

MADE IN LONDON



It not only traps the nicotine, moisture, etc., but actually extracts it from the pipe by the simple operation of removing the mouthpiece.

Underboar

"Underboar" pipes are guaranteed. A new pipe will be given instantly should any fault be found or should the pipe crack or burn.

"Underboar" pipes are made from the finest old Bruyere Root, hand made Vulcanite mouthpieces; in all desirable shapes.

SAMUEL GORDON

95 Madison Avenue, New York

Sole American Distributor

Chicago Trade Notes

CHICAGO, Aug. 25.—The leasehold interest in the Flatiron Building at Milaukee and North Aves. has been acuired by The United Cigar Stores Co. r 15 years, at a gross rental of $100,-0. The United has also leased the en-e main floor at Madison and Wells reets for 10 years. Also the corner of ifty-third street and Hyde Park for 20 ears, at a gross rental of $132,000. It as taken the northwest corner of Forty-venth and Calumet streets for a term 30 years at a total term rental of 0,000.

Rudy F. Vogt, who represents the /m. J. Seidenberg Corp. in Louisville, y., was a recent Chicago visitor.

Returns with Good News

E. P. Oakes, the Gato sales star, has turned from a visit to Kansas City, here he found business on the increase.

Goes with Seidenberg

Jay R. Isett has resigned from the iles staff of the Hotel Sherman cigar epartment and connected with the Wm. Seidenberg Corp. Isett, who caters the individual smoker who buys by the ox, has always been noted here as a ader in his class. He has been with ie Hotel Sherman for the past two ears but from now on will feature ancho-Arango to his large clientele.

Predicts Increase in Cigar Prices

Wm. Waldmann, who represents the referred Havana Tobacco Co. in this arket and who is also cigar depart-ent manager for Many-Blanc Co., has eturned from New York, where he was conference with José Diaz. Billy is elling the trade that cigars will advance price shortly.

W. D. Walker, who represents S. S. ierce & Co., of Boston, was a recent isitor.

Jacob Rosenberg of Eduardo Gonzalez o., Tampa, is preparing for a two veeks' tour of the middle west.

Francis Braynard, formerly represent-ng G. W. Faber, Inc., is now with sterbrook & Eaton of Boston as Chi-ago agent.

Ed Marks has taken over The Mutual igar Co., at 18 West Van Buren street, ormerly owned by Kalish & Marks. Kalish recently retired from the firm.

J. P. Brill of the Wm. J. Seidenberg Corp. has left for a trip to Sioux City, Omaha and Lincoln and will book his ancho Arango Christmas orders.

Notable Window Display

A fine window display of Webster cigars is being shown at Ortenstein's Drug Store, Forty-seventh street and College Grove avenue. It is one of the largest cigar displays ever put in a window here.

Arthur Esberg, who early in the year opened The Eleven-Eleven Smoke Shop at 1111 Argyle avenue, has hit the rocks and, as usual, all the houses are aware of it.

Louis Nathanson, head of the Louis Nathanson Co., Minneapolis, passed through a few days ago on his way home from New York and Detroit.

Much in Evidence

El Producto cigars are big headliners in the Chicago territory. The good work has been done by the Clarence Hirschhorn & Co., who have secured a wide distribution.

Old Fashioned, made in bond cigars from the Tampa factory of Wm. J. Seidenberg Corp., have arrived at the Miles Cigar Co., 28 East Monroe street. Eight high priced sizes are now being offered to their box trade.

In the Public Eye

A quarter page ad of Mozart cigars, showing five of the popular sizes, appears in the Chicago newspapers for Clarence Hirschhorn & Co., 217 West Randolph street, the Chicago jobbers.

New Price Booklet

Frank S. Snavely, cigar department manager of the Hotel Pfister, Milwaukee, is out with a new price booklet. It is headed, "'My Lady Nicotina's Shrine," and shows six sizes of the Pfister Special, four sizes of Mi Lola, Chancellor, Corina, Pancho Aranga, El Verso, José Villa, Garcia & Vega, La Palina, Webster, El Roi Tan, and five sizes of Aresco, Alcazar and Salve, a private label. The Pfister has one of the finest cigar emporiums in the state. It also acts as jobbers for several brands.

A full half page ad of Blue Boar cigarettes appeared in the newspapers. The factory salesmen are still giving away $2 for counter display space.

Going Strong

All the products of the Falk Tobacco Co. are showing healthy sales increases. Herbert Tareyton cigarettes are "burning up the town," and Serene, Personal and Herbert Tareyton smoking mixtures are selling very fast.

Lyman Baum, of A. Santaella & Co., New York, has arrived, and while he is on his vacation, he took time to say "Hello" to their Chicago customers. He returns east in a few days.—H. L. H.

A Gentleman's and Sportsman's Smoke



MATOAKA

BLUE RIBBON TOBACCO

in 15c tins and pound tins

AND

MATOAKA CIGARETTES

Now Sold at 20 for 20c.

Nationally Approved by Discriminating Smokers

PATTERSON BROS. TOBACCO CORP., RICHMOND, VA.

AMERICAN BRIAR PIPE CO.



180-182 W. Lake St.
Chicago, Ill.

Manufacturers of

Pipes & Smokers' Articles

Ask for Two in One Holders

Patent applied for.

Pipe Repairing Done in Our Own Shop

CIGAR LABELS



CIGAR BANDS

HIGHEST QUALITY **SPECIAL PROCESS**

Sole Distributors for

New Model Cigar Banding Machines for Ungummed Bands

WM. STEINER, SONS & CO.

257 West 17th Street **New York**

San Francisco News

San Francisco, Cal., Aug. 22.—The vacation season for Californians is drawing to a close. By that we mean the grand rush of the interior to the seashore and of the coast residents to the mountains; of north-enders to the south, and south-enders to the north, which continues in force from the middle of June to the middle of August. There are vacations before and vacations after, but not a regular exodus. And now for the winter tourist vacationists, as well as the regular fall visitors. These mostly come from the east to pay back the invasion of Californians during the summer, and really constitute one of California's valuable crops, more profitable by far than her tobacco crop. The "drifters," the homeless bunch, who drift out to the fruit ranches during the summer months and come back to the cheap lodging houses to gradually eat up what little they have earned, are not yet with us; but, they are not a very profitable bunch, at the best; though they help to make the streets look crowded.

The retailers are naturally in better spirit, for it spells the beginning of the most prosperous season for them.

Pleased with Trade Conditions

Jack Martin, the treasurer of the Retailers' Association, finds business in very good condition. He has served the wants of the great Pacific building for a short lifetime. Time was when a next-door saloon helped him in supplying nerve steadiers; and since the fatal day when the saloons met their Water-loo a double duty has fallen on Jack's shoulders. But he always was a willing friend, and has been performing his duty nobly, by selling them more cigars than ever before, and supplementing this with a wholesome supply of the best bar candy goods to be had. That his efforts are appreciated is amply proven by the way in which they trade cash for goods.

Cigar Stores Carry Candy

It is a jobber of the confectioners' group who furnishes the information that Rising & Scheffer carry one of their best confectionery accounts. Edward L. Cerf, about the most hustling manufacturers' representative in the confectionery line on the Pacific Coast, testifies that confections must be a good part of their business, though not, of course, the main business. "And the cigar stands," he says, "are among our heaviest customers. It seems to us as legitimate for them to carry confectionery goods as it is for the grocers to carry either confectionery goods or cigars." And Rising & Scheffer themselves consider them an important factor of trade in all three of their stands. They find business good, and beginning to be better.

Still in Drydock

Julian K. Solmonson is still under the care of the hospital. It is needless to say that his friendly face has been missed in the lobby of the Spreckles Building, for his personal courtesy and friendliness had secured him the patronage of the building 100 per cent, and with Julian to operate it, the stand always had a live wire appearance.

Whenever there is an odor of tobacco smoke in the air, there is always some jobber bobbing around—seems to want to keep the home fires burning. Anyhow, "bizness is bizness," and the jobbers are after their share. Dave Rinaldo has been rounding them up in the direction of Willets, and convincing them that their customers would want to take more smokes than ever to quiet their nerves over their fruit losses. Well, if he couldn't find some excuse to sell goods, he wouldn't be in harmony with the policy of the Rinaldo Cigar Co.

Jot C. Wood has come and gone. He hit the city on his return from the east with the Skill, the two-for-fifteen cl of the Key West Cigar Co., of Red L Pa. He has had great success in lo ing jobbers for this and the O a throughout the west.

A Happy Blend of Business Pleasure

It is business and it is pleasure. also Jacob Pinkussohn and his v They are from Atlanta, Ga. And true that Pinkussohn's Potpouri, high-grade smoking mixture, made Turkish, Perique and Virginia tobac is making Atlanta famous. And the Rinaldo Cigar Co. is going to help, they have taken on its distributio San Francisco. H. & S. C. Berco will be the Oakland distributors.

Sam Israel has returned safely f his cyclometer trip to Los Angeles. his cyclometer says that he kicked up dust for 1,500 miles. One wouldn't pect that of Sam, from the way he st right close to business; but it is very tain that he saw about all there wa see in and about Los Angeles, whet they had time to see him or not.

John Gerdts and family are takin pleasant outing at Paraiso Springs, Paso Robles, one of the beauty spots California.

J. R. Eppler, in charge of the city fice of the General Cigar Co., is out the championship of the United Sta He is a past master when it comes single sculling, and a contest will be h at Vancouver, September 3, under auspices of the Pacific Inter-club Ya Association.

Coffee and Tobacco

Some of us have been too deeply pressed by Dr. Dowling's pronouncem on coffee, and another equally emin physician's statement that tobacco harmless—those, we mean, who seize such statements as new license to "go far as you like."

The sad beauty of medical judgme on any point in which there is the fa est room for doubt is that equally emin medical judgment can always be fo to gainsay it.

The same is true of lay judgme Nothing is commoner than the case of virtuous old gentlemen of 95 who tribute their good health and long lives total abstention from tobacco or fr stimulants, or from something e pleasant. Nothing, that is to say, exc the case of equally-sprightly old gent men who explain their happy approach the hundred mark by saying that th have smoked like factory-chimneys, done something else presumably destr tive, ever since they were weaned.

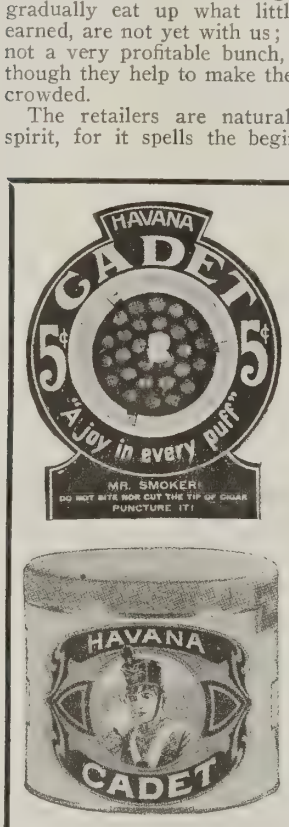
One of the few general principles t medical men do not much dispute amo themselves is that there are such thi as "physiological idiosyncrasies." T is a pompous way of saying "perso pecularities," differing for different dividuals. Fish is poisonous to o watermelon to another. One thri thinly on a starch diet, another sw upon it into a balloon of fat. Some gr old gracefully on an alcohol ration t sends others to the jails and poorhou Tobacco seems to soothe a great m and to injure some.

The case with which each of us is m familiar, of course, is our own. overliberal use of tobacco has a mu greater observable bad effect on our gestion and nerves than a correspond use of alcohol. We know many men whom we think the converse is true.

The key to the fact, where unusual p sonal peculiarities are not involv probably lies in the difference betwe Temperance and Excess, though th themselves are relative ideas and dif with different individuals.

Bread and beef cannot be call "poisons." But, taken in inordin quantities by an overstimulated appeti without corresponding mental and mu cular labor, they have distinctly poisono effects.

Coffee and tobacco do not notably jure the great body of men who use th in ordinary degrees and ways, because t billions of many races and places th have used both habitually for generatio past live and die much as their fello that do not use them. An excess

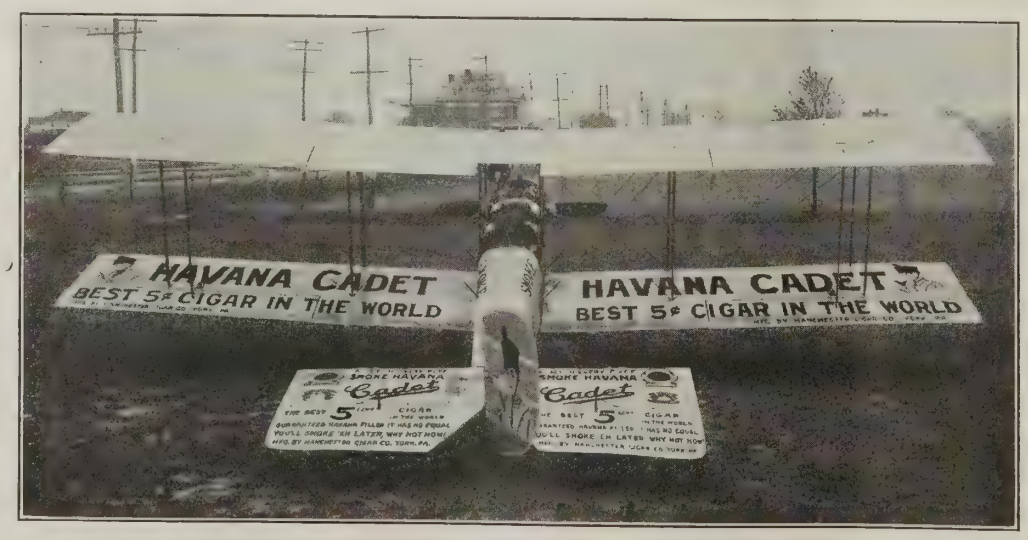


"A Joy in Every Puff"

HAVANA Cadet CORONA 5 CENTS



Havana Cadet as seen in the Sky and on Earth



GUARANTEED HAVANA FILLED. IT HAS NO EQUAL

Manufactured by

MANCHESTER CIGAR CO.

YORK, PA.

R N. PARIS
Sales Manager

ither will immediately produce on al-
ıost anybody the most obvious derange-
ıents of nerves and organs.

If you "have an idiosyncrasy" that
ıakes either especially objectionable in
s effects, you should try to let it alone.
f not, you will be as safe as the other
illions were should you care to use both
ı moderation.

We can think of nothing so good that
: may not be abused to the point of in-
ury. Virtue itself can be perfected into
: nuisance to all that it touches.—*New
)rleans Item.*

To Aid the Federation

Packers and dealers in leaf tobacco
ıave formed a committee which will can-
ıass the trade for new members in the
Federation for the Support of Jewish
Philanthropic Societies, it was announced
ecently at headquarters, 114 Fifth Ave-
ıue, by Jerome Waller of Rosenstadt
ınd Waller, chairman of this trade. Mr.
Waller will work in co-operation with
he Business Men's Council of Federa-
ion, which, through its city-wide trade
›rganization covering more than 100 in-
lustries, is campaigning to raise the $500,-
)00 deficit in the Federation's 1923 bud-
get of three and a half million.

Mr. Waller, chairman of the leaf to-
bacco trade, has accepted a quota of
$5,000 to be raised before the end of the
year. Among the members of Federa-
tion are 201 men in the tobacco trade
who donated more than $30,000 this year.
It is Mr. Waller's intention not only to
encourage these men to increase their
subscriptions, but to induce every Jewish
packer and dealer in foreign or domestic
tobacco to become a member.

"We always think of a smoking man
as a genial person and his response to
charity is as generous as one would ex-
pect," said Mr. Waller. "Our chief duty
now is to acquaint the tobacco men with
the tremendous scope of Federation's
work, including the maintenance of 91
institutions for the care of the sick, the
aged and infirm, the orphans, unmarried
mothers, crippled, tubercular and deaf.
It also has many nurseries, settlements
and summer vacation camps for adults
and children. Federation also operates
seven Talmud Torahs or religious
schools in New York.

"This is only a brief summary of Fed-
eration's activities, yet it will indicate,"
continued Mr. Waller, "the worthiness
of the cause to which members on the
leaf tobacco committee and myself are
asking our colleagues to subscribe."

Members of Mr. Waller's committee
include Richard Bythiner, of E. Rosen-
wald & Bro.; Jack Jacoby, of Meyer &
Mendelsohn; Ira Strouse, of Strouse &
Holzman; Jack Marqusee and M. H.
Kleban, of Kutinsky & Adler. All are
well known in the trade.

A report of subscriptions in this in-
dustry compiled by Federation shows
that of the 201 present members engaged
in leaf tobacco trade, 34 donate $100 or
more, 10 give from $250 to $500, 14 sub-
scribe from $500 to $1,000 and four men
are donors of more than $1,000. With
that record as a basis, Mr. Waller's com-
mittee members have no fear that the
quota of $5,000 will not only be filled, but
will be generously oversubscribed. How-
ever, they are just as anxious to get
quantity members as large donors, the
purpose being as much an educational
campaign teaching the value of Federa-
tion to the Jewish community as it is to
raise funds.

Some of the large subscribers to Fed-
eration well known in the trade are
Benno Rosenwald, Marco Fleischman,
Morris Rossin, Aaron J. Bach, Frank A.
Bach, Isaac A. Bach, Fred F. Bach,
Julian S. Bach, Henry J. Bernheim, Isaac
J. Bernheim, Tobacco Leaf Publishing
Co., Samuel H. Bijur, Howard S. Cull-
man, Ernest Ellinger, Jr., and many
others.

W. D. C. Pipe Nine Wins

The W. D. C. baseball team defeated
the Grebe Radio outfit in a Y. M. C. A.
Industrial League baseball game one eve-
ning last week, by the score of 9 to 0.

Holhuber, of the winners, allowed only
three hits, striking out 12 men. In the
sixth inning, W. Smith cracked out one
of the longest homers ever seen on the
Jamaica Y. M. C. A. oval.

The members of the W. D. C. team
are:

J. Smith (c); Holhuber (p); Con-
nolly (1b); Feinsilver (2b); Pawlowski
(3b), W. Smith (capt. and ss), Venbi-
miglia (lf), Trasco (cf), Wald (rf),
Slabowski and Moser (utility), Lybeck,
manager.

One more victory out of the three
games yet to be played will clinch second
place in the league standing, a remark-
able showing for a team making its first
entry into a league of this class.

The Y. M. C. A. Industrial Twilight
Baseball League is composed of the fol-
lowing:

Tisdale Lumber Co., Wm. Demuth &
Co., Treo Co., Grebe Radio, Jamaica U.
S. Post Office.

Drumming the Baltimore Trade

E. P. Russell, of the Industrial Leaf
Tobacco Co., is looking up his Baltimore
clients this week.

Studies Local Market

Theodore Finn, Chicago leaf dealer,
was in New York last week, getting a line
on local conditions.

Internal Revenue Report for July

WASHINGTON, D. C., Aug. 28.—The
following comparative data of tax-paid
products indicated by monthly sales of
stamps are obtained from the statement
of Internal Revenue collections for the
month of July, 1923. (Figures for July,
1923, are subject to revision until pub-
lished in the annual report.)

Products	July, 1922 Number	July, 1923 Number
Cigars (large):		
Class A.....	237,637,875	209,718,200
Class B.....	136,502,647	143,771,700
Class C.....	201,435,988	222,683,196
Class D.....	8,358,190	10,539,738
Class E.....	1,939,414	2,463,186
Total.....	585,874,114	589,176,020
Cigars (small)	42,341,286	36,620,233
Cigarettes:		
(Large)	1,747,765	1,587,663
(Small)	5,246,812,010	5,839,707,747
	Pounds	Pounds
Snuff, mfd.....	2,858,643	2,426,966
Tobacco, mfd..	32,590,617	31,209,715
Oleomargarine:		
Colored	303,730	543,503
Uncolored....	14,670,100	11,072,700

NOTE: The above statement does not include tax-paid products from Porto Rico and the Philippine Islands. This information is shown in supplemental statement as follows:

Tax-paid Products from Porto Rico for the Month of July

Products	July, 1922 Number	July, 1923 Number
Cigars (large):		
Class A.....	7,920,550	4,688,600
Class B.....	1,135,700	785,050
Class C.....	3,421,630	2,958,000
Class D.....	2,525	7,500
Class E.....	2,500	.....
Total.....	12,482,905	8,439,150
Cigars (small)	952,000	1,000,000
Cigarettes:		
(Large)	20,000	77,000
(Small)	42,000	54,000

Tax-paid Products from the Philippine Islands for the Month of July

Products	July, 1922 Number	July, 1923 Number
Cigars (large):		
Class A.....	13,421,510	14,275,072
Class B.....	276,650	310,153
Class C.....	43,699	156,353
Class D.....	275	.....
Class E.....	.....	1,040
Total.....	13,742,134	14,742,618
Cigarettes:		
(Small)	58,307	58,070
	Pounds	Pounds
Tobacco, mfd..	408	140

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

Mill-Factory and Main Office
NEW HAVEN, CONN.

-Salesrooms-

NEW YORK
25 W. 43rd St.

PHILADELPHIA
1215 Filbert St.

BOSTON
99 Chauncy St.

LA CONFESION CIGAR

Imported Sumatra Wrapper

A Favorite

for forty years. Because they are good cigars and

DRAW TRADE



Sizes and Prices

Invincible	3 for 50c
Waldorf	15c Straight
Club House	15c Straight
Perfecto Extra	2 for 25c
Epicure	2 for 25c
Regalia	10c Straight
Panetella	10c Straight
Blunts (wood)	10c Straight
Blunts (cans)	10c Straight

Benito Rovira Co., Inc.

311-321 E. 62nd St.
New York

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, AUGUST 30, 1923

BUSINESS OUTLOOK ENCOURAGING

Exports now appear to be increasing somewhat, while domestic conditions warrant the belief that continuing activity will be seen for several months to come. Domestic demand for goods, both for immediate and forward delivery, is large, and there is sufficient buying power in evidence to insure the maintenance of current production, provided, of course, no untoward circumstances arise, says the Mechanics & Metals National Bank in an optimistic prediction of the business outlook. Activity is not at the moment at high record, for though there are many favorable factors in the existing situation, those of an unfavorable nature have brought into being a spirit of caution which exercises considerable influence in the determination of business policies. This is not regrettable; caution insures against a runaway condition such as was threatened at the height of the buying movement earlier in the year. Also it contributes to stability and prolongs the period of prosperity which the country is enjoying.

It is a general hope that domestic demand will continue large, and that it will support business against any painful or disastrous reacton. The buying power of the American people has for years been a constant source of amazement to economists, and has repeatedly confounded predictions of calamity that were based on theories of overproduction. Two summers ago there were 5,000,000 working-people without employment throughout the country, and grave concern was felt thereat. Practically all of these people have full employment today. Only a little while ago the war-time expansion of our industrial plants brought about a technical situation in which it was believed there would be no need for expanding manufacturing plants for a long while to come. Many of these plants had come to a point where their capacity was believed to be far beyond current needs. In face of this belief, there has been a pronounced expansion, and still the supply of manufactured goods has fallen short of demand.

Moreover, the railroads and many of the public utilities have carried forward important betterments, while public improvements by states and municipalities have been of extraordinary magnitude. Then, too, there is the item of new building construction, both for business purposes and homes, which has literally absorbed billions of the people's saving in the past few years, and which, in spite of the continuance of high prices, gives promise of absorbing a great deal more.

Considering the country as a whole the demand for the things that contribute to life and comfort has been amazingly large, and has given another example of the wealth and tremendous buying power of the American people. The productive capacity of the United States is the greatest of any nation on earth, and the wealth of the American people is a measure of their ability to pay for what they buy. In addition, the borrowing capacity of the American people is another measure.

THE USUAL LINE OF ANTI-DOPE

A few days ago the newspapers carried a news item from Copenhagen, which read as follows:

"Many of the delegates to the Anti-Alcoholic Congress here are holding special meetings at which measures to combat the use of tobacco are discussed.

"Professor Martin Hartmann, of Leipsic, addressing one of the meetings, dilated upon the injurious effects of excessive smoking. He contended that had Lord Carnarvon been a non-smoker he would have survived the illness with which he was stricken while in Egypt. Smoking, he added, tended to retard growth and had caused a reduction in the average height of Americans and Englishmen in the last century."

That is just the kind of nonsense the anti-tobacco agitators are always using. There is not the slightest evidence producible to indicate that smoking ever injured Lord Carnarvon in any way. His death was due to pneumonia, following a severe attack of blood poisoning, caused by the bite of an insect.

The assertion that the average height of Americans and Englishmen is diminishing as a result of tobacco smoking, is quite as baseless as that regarding Lord Carnarvon's death.

Better hygienic conditions, better living conditions and outdoor exercise and sports are greatly improving the physique, health and height of all English speaking peoples. We must look to the crowded slums in the large cities of all countries to find people who are diminishing in height.

When the anti-tobacco crusader gets tired of his present occupation, we may expect to hear of him raising strenuous objections to the use of wheat flour in the manufacture of bread, or railing against the corrupting effects of ice-cream.

The fact is, tobacco smoking has been thoroughly tested by mankind during many centuries, and has been found exceedingly beneficial. It does not injure health in the slightest manner when properly used, but exerts beneficial effects upon the brain and nervous system, and acts as a germicide for the bacteria in the mouth and teeth. It is also a valuable antiseptic for the stomach.

Smokers can well afford to smile at the tirades of the enemies of tobacco and pity them for their misguided activities.

FIVE YEARS TO MAKE A CIGAR

It takes from three to five years to make a cigar. That is to say, every cigar represents an investment of labor of three, four or five years, and, in the aggregate, millions of capital tied up for that time. The actual making of a cigar in the factory is really but a minor process in the long line of operations. What counts most is the careful, expert preparation and the skillful blending of the tobacco. No sooner has the leaf passed into the hands of the agents of the manufacturer than there begins a series of most important steps, calling for a wide range of technical skill in the perfecting of the raw material, that treatment of the tobacco in storage which gives it the flavor, the mellowness and the sweetness which comes with age.

"From three to five years' imprisonment in the warehouse," is the sentence imposed upon each and every crop of tobacco leaf that goes into the manufacture of American cigars or cigarettes. That is to say, there are from three to five crops as many years old continuously being mellowed by age in the warehouses.—*Vinton (Ia.) Eagle.*

NEXT THE WEED

Apparently satisfied that the war against r has been won, some of the delegates to the A Alcoholic Congress at Copenhagen are turni their attention to the other great scourge mankind, tobacco. (Coffee can wait until ni tine has been abolished.) The chief speaker w Professor Martin Hartmann of Leipsic, wl though a German by the accident of birth, see to have a truly American heart. Smoking, tells us, killed Lord Carnarvon. It was perha a little injudicious of the Professor to say since millions of earnest people believe that C narvon was slain by the vengeance of the Eg tian gods; and the people who believe that on the whole the same ones who will believe t Carnarvon fell a victim to nicotine. But perha the far-sighted Egyptian gods foresaw that nic tine would be discovered in time to lay avenging blight on the impious explorer.

Professor Hartmann said something e which would cause grievous searchings of t heart in this country. "Smoking tends to r tard growth, and has caused a reduction in t average height of Americans and Englishm in the last century." Look about on the stree at our dwarfed and shambling race; go out to t tennis courts or the golf links; look over t crowd in the Yale Bowl at a football gam Puny, stunted, anaemic young people—are th fit to breed another generation which by the i evitable law of the smoker's progress must even worse? Some of our native savants ha warned us of the evil effects of the cigarette the modern girl. Look at her, a shriveled, bloo less, helpless creature, coughing her life away sedentary listlessness, fainting from sheer weak ness at the slightest excuse—how far degenerate from her mid-Victorian grandmother, who coul support the weight of corsets and crinolines b cause she had never sapped her vitality with t cigarette!

One thing only this fearless prophet omitte He should have reminded the congress of t famous revelation by the first of the now-it-ca be-tolders, The Rev. Dr. Clarence True Wilso of the Methodist Board of Temperance, Pro hibition and Public Morals, who told us a fe years ago that the Tobacco Trust had sent dope cigarettes to our army in France, and that sol diers had to be taken out of the line because the were sapped and corrupted by the drugs. Pro fessor Hartmann should have been intereste in the explanation of the way Germany won th war.—*New York Times.*

TOBACCO MANUFACTORIES

The suggestion dropped a few days ago by the local manager of the great Dun mercantile agency at least opens the way for a serious consideration of the development of a new and powerful factor in the industrial life of Wilmington—that of tobacco markets and tobacco manufacturing.

It will perhaps require an expert to finally determine the exact value of such an undertaking, but to a casual observer the scheme certainly seems worth some investigation. We would naturally suppose that the first step would be establishment here of a receiving warehouse and with the later development of tobacco manufactories, such as those at Winston-Salem and other Piedmont cities.

And while we are looking into the feasibility of this plan it will be well to consider the fact that the city of Wilmington now owns at the old Liberty shipyard a mold loft, which would be an admirable location for a tobacco warehouse. As mentioned in a foregoing paragraph we are not sufficiently versed in the tobacco trade to say offhand what the possibilities or the handicaps might be in an undertaking of this sort, but unless we are sure it would avail us nothing, we believe it would be well to give the matter some grave consideration.—*Wilmington (N. C.) Star.*

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LET US DESIGN ONE FOR YOU.



These new and logical packages and containers will increase the sales of your cigars.

Smokers are showing a decided preference for them.

Drop us a line, and without expense to you we will show you what can be done.

THE ROCHESTER FOLDING BOX CO.

Capacity, 10 Million Boxes a Day.

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All types of bright flue cured, sun cured and dark fired Virginia Tobaccos.

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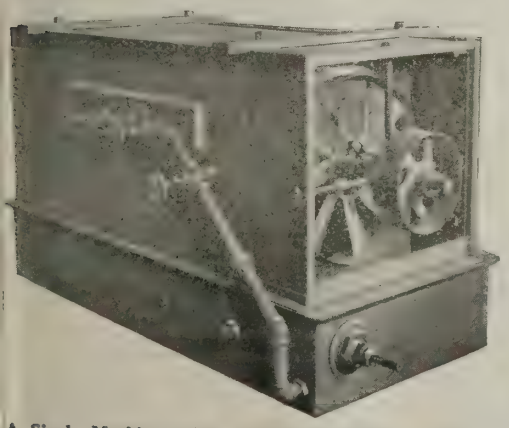
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PRESBYTERIAN PUBLISHING COMPANY BUILDING
SIXTH STREET

RICHMOND, VA.

THE "EBULATOR SYSTEM" of AIR CONDITIONING HAS NO EQUAL



A Single Machine (This Type) Will Produce 80% Humidity in a Room of 100,000 Cubic Feet. Perfect Diffusion of Moisture Secured.

LET ME PROVE IT ON YOUR PREMISES

Individual Machines for Separate Rooms, or One Large Machine Serving Several Rooms Using Distributing Air Ducts.

THE CONNECTICUT VALLEY TOBACCO ASSN., INC.
225 STATE STREET, HARTFORD, CONN.

D. P. Gosline, June 13th, 1923.
6 Northampton St., Boston, Mass.

Dear Sir:

We have used your Ebulator System this past year, and in several of our warehouses, and we are highly pleased with them. I know of nothing at the present time in the moistening systems that can be compared with yours.

We probably will have to have something more in this line this season.

Yours very truly,

(Signed) THE CONNECTICUT VALLEY TOBACCO ASS'N., Inc.,
By Fred B. Griffin, Gen. Manager.

HAVE YOUR CHOICE

Every Installation Guaranteed

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D. P. GOSLINE, Manufacturer

BOSTON 19, MASS.

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We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

Stone, Prosser & Doty

Specialists in Tobacco Stocks

52 William Street, N. Y.

Tel. Hanover 7728

ESTABLISHED 1881



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REAL WEICHSEL

AROMATIC WILD-CHERRY WOOD

CIGAR and CIGARETTE HOLDERS and PIPES

Imported Smokers' Articles of all Kinds

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290 E. HOUSTON ST. NEW YORK CITY

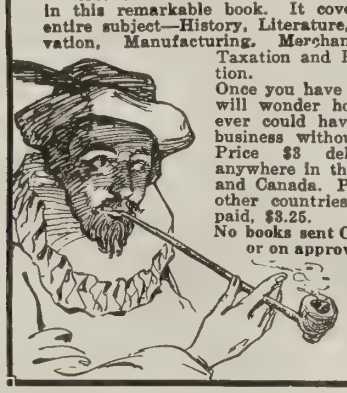
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THE TOBACCO LEAF PUB. CO., 140 Front St., New York

EDGEWORTH



Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice

TWO STANDARDS for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. CO.
Richmond, Va.

British-American Dividend

The British-American Tobacco Co. has announced an interim dividend of 4 per cent on ordinary shares, free from British tax, payable September 29.

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.....	76	79
American Cigar Co. Pfd...	80	85
American Mach. & Fdy....	135	..
Bayuk Bros. Com.....	52½	54½
Bayuk Bros. 2nd Pfd.....	111	113½
Bayuk Bros. 1st Pfd.....	97	99½
British-Amer. Tob. Co.....	22¼	23½
Eisenlohr & Bros. Com....	65	70
Eisenlohr & Bros. Pfd.....	95	99
Geo. W. Helme Com., new.	48½	51
Geo. W. Helme Pfd.....	112	115
Imperial Tobacco Co.....	16	17
International Cigar Mach..	50	58
J. S. Young Com.....	100	105
J. S. Young Pfd.....	100	105
Johnson Foil	80	90
MacAndrews & Forbes Com.	130	134
MacAndrews & Forbes Pfd.	94	98
Mengel Co. Com.....	26	28½
Metropolitan Tobacco	70	95
Patterson Bros.	7½	..
Philip Morris	13	14⅛
Porto Rican A. T. Co.....	70	76
Porto Rican A. T. Script..	76	76
R. J. Reynolds "A".....	120	127
Schulte Retail Stores.....	95	96
Schulte Retail Stores Pfd..	114½	118
Tobacco Prod. Export.....	3⅛	3¼
United Cigar Stores.....	175	195
Universal Leaf Com.....	..	95
Universal Leaf Pfd.....	88	92
United Profit-Sharing	5½	5⅞
U. S. Tobacco Com.....	50	54
U. S. Tobacco Pfd.....	105¼	108

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	137	140
American Snuff Pfd.....	90	100
American Sumatra	20½	21
American Sumatra Pfd...	35	48
American Tobacco	147	147½
American Tobacco "B"...	144	145
American Tobacco Pfd....	102⅜	102¾
Consolidated Cigar	22	23¼
Consolidated Cigar Pfd...	63¼	72
General Cigar	81	83
General Cigar Deb. Pfd...	103¼	107
General Cigar Pfd.....	107	108¾
Liggett & Myers.....	198	208½
Liggett & Myers "B".....	190	205
Liggett & Myers Pfd.....	114	116½
Lorillard, P.	156	159½
Lorillard, P., Pfd.....	114	114¼
Tobacco Products	54¼	55
Tobacco Products Pfd....	109½	110
Tobacco Products "A"....	83	83⅞
United Cigar Pfd.....	105	110
United Retail Stores.....	75	77⅜

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅔ per sovereign.
Demand..4.54 9/16 Cables..4.54 13/16

FRANCE—Par 19.3 cents per franc.
Demand... 5.73¾ Cables.... 5.74¼

ITALY—Par 19.3 cents per lira.
Demand... 4.33 Cables.... 4.33½

BELGIUM—Par 19.3 cents per franc.
Demand... 4.78 Cables.... 4.78½

GERMANY—Par 23.8 cents per mark.
Demand..000015½ Cables..000015½

AUSTRIA—Par 20.3 cents per crown.
Demand... .0014 Cables... .0014

DENMARK—Par 26.8 cents per krone.
Demand...18.57 Cables....18.60

GREECE—Par 19.3 cents per drachma.
Demand... 1.98 Cables.... 2.01

HOLLAND—Par 40.2 cents per florin.
Demand...39.28 Cables....39.32

HUNGARY—Par 20.3 cents per crown.
Demand... .0056 Cables.... .0056

NORWAY—Par 26.8 cents per krone.
Demand...16.27 Cables....16.30

SPAIN—Par 19.3 cents per peseta.
Demand...13.41 Cables....13.43

SWEDEN—Par 26.8 cents per krona.
Demand...26.64 Cables....26.67

SWITZERLAND—Par 19.3 cents per franc.
Demand...18.02 Cables....18.04

CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.

Hongkong—
Demand...51.87 Cables....52.00

Peking—
Demand...72.875

Shanghai—
Demand...69.62 Cables....69.7

PHILIPPINE ISLANDS—Manila: Par 0 cents per silver peso.
Demand...49.25 Cables....49.5

JAPAN—Par 49.8 cents per yen.
Demand...48.85 Cables....48.9

ARGENTINA—Par 42.44 cents per Argentine paper dollar.
Demand... 9.35 Cables.... 9.4
Demand...32.50 Cables....32.6

BRAZIL—Par 32.45 cents per paper milr

The United Retail Stores Liquidation

The United Retail Stores Corporat has liquidated all of its current indebtness which at the close of 1922 consis of $1,719,144 bills and accounts paya and $14,880 accrued interest.

This has been done in expectation f the dissolution of United Retail. Stoholders have approved the dissolution plans for carrying it out are going ward. Distribution of shares held United Retail's treasury will probably begin in the near future. Announcent of the plan awaits only the finishg touches, as all of the important dets have been approved.

In dissolution of United Retail, eholder of 100 shares will receive in neighborhood of 39 shares of United gar Stores common, in addition to smaller lot of Montgomery Ward & Gilmer, Inc., and Phillip Morris & Ltd., Inc.—*Wall Street Journal.*

United Cigar Stores Divide

The United Cigar Stores Co. of Amica has declared a dividend of 3 per ct on the common stock, payable Novem 1, to stock of record October 16. In

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THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY
111 FIFTH AVENUE, NEW YORK

t three quarters of this year dividends $2 each were paid on the common ck and last December an extra of $1 s paid.

Decision of the directors to place the ck on a $12 annual basis was prompt- by the increase in earnings thus far s year over the corresponding period 1922, and also by the company's com- table cash position.

Consolidated's Earnings

Consolidated Cigar Corp. in six months led June 30 shows net profit of $249,- after expenses and interest, but be- e federal taxes compared with $451,- in the first half of 1922.

Income account for six months ended ne 30, 1923, follows:

Gross profit	$1,167,790
Expenses	713,999
Balance	$453,791
Other income	70,095
Total income	$523,886
Interest on loans	274,000
Net profit	$249,886

American Can Co. Dividend

A quarterly dividend of 1¾ per cent n been declared on the preferred stock the American Can Co., payable Octo- r 1, 1923, to stockholders of record at close of business September 14, 1923. ansfer books will remain open.

The "Cut Out" May Keep Prices Up! But—

LEXINGTON, Ky., Aug. 27.—With loose f auction houses preparing to open for sale of the 1923 tobacco crop Decem- r 1, a formidable movement has been rted in Central Kentucky to cut out 1924 crop. Tobacco growers of sev- l counties have endorsed the move- nt and others have it under consid- tion. Bourbon county a week ago, l Scott county Saturday, by almost nanimous vote, decided that the best y to handle the problem of over- duction was to "cut out" the crop irely for next year. In Fayette county Saturday, growers deferred action on the proposition until "later in the season," but it was quite evident that the sentiment in favor of a cut-out in Fayette is strong.

J. D. Clark, former secretary of the old Burley Tobacco Society, and later secretary of the Burley Tobacco Co., declared there was a "moral obligation" on the growers to raise a crop. He did not think the carry-over of the Burley Tobacco Growers' Co-operative Association amounted to much, certainly not enough to warrant a cutout, and was of the opinion that there is no great surplus of Burley tobacco now on hand. When he offered a motion, however, that it was the sense of the meeting that a cut-out of the 1924 crop should be opposed, it received no second.

County Judge E. H. Doak declared himself willing to trust the entire matter of production and marketing to the Burley Tobacco Growers' Co-operative Association. "Officials of the association," he said, "will be able to handle the situation and to market any surplus to advantage. I am perfectly satisfied with the management of the association and with the prices I have received at its hands."

Others who took part in the meeting at Lexington, Saturday, were President Charles Land, of the Farmers' Union; J. H. Hostetter, S. D. Goff, Thomas P. Adams, J. Cloud Bosworth, George Christian, Thomas J. Denton, Hon. Arch L. Hamilton, S. P. Nunnelley, James P. Beatty, William Steele, of Woodford county.

A conference of growers of all central Kentucky counties is likely to be held soon, according to statements of leading farmers, to consider the cut-out proposition.

In the Keystone State

Leopold Holzman, of Strouse & Holzman, 197 Water street, is studying conditions in Pennsylvania and looking up his numerous clients in the Keystone State.

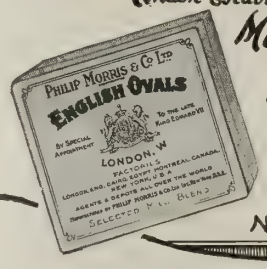
Covering Western States

W. P. Miller, of the American Sumatra Tobacco Co., is at present covering the western territory and is visiting the principal cigar manufacturers' centers.

PHILIP MORRIS & Co. LTD.,
INCORPORATED
LONDON, W.

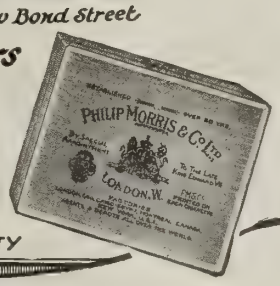


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NEW YORK CITY



The Latest Smoker's Novelty



Novelty Smoker's Outfits

Serviceable and Artistic

The Monkey's tail clips the end of your cigar.

A Lamppost holds the match box. Two additional ash trays on the large tray.

Entire outfit made of solid spun brass, nickel plated or polished. Highest grade workmanship thruout. Also the same in mounted tray stands.

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Special Grades for Cigar Manufacturers

PERFECT CIGAR GUM (Powder)
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GENUINE SPANISH LICORICE (Powder & Extract)
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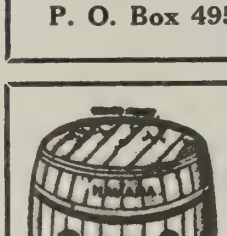
We cannot afford to disappoint you in quality, delivery or price. That's why Gilco Pipe Cleaners are preferable. You know what you are getting, when you will get them and that they will be worth every cent you pay for them.

Gilco Brand—Wrapped in packages of 12. Kleen Kleen Brand in sanitary glassine envelopes. 12 or 24 to the envelope.

Send your inquiries to

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LEAF TOBACCO
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Lealtad 110, HAVANA, CUBA

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Leaf Dealers, Packers and Exporters
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Cable Parra 87 Amistad St., HABANA, CUBA

ERNEST ELLINGER & CO.
IMPORTERS OF
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Lealtad 110, Havana, Cuba 166 Front St., New York

LESLIE PANTIN & SON
Commission Merchant
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
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Cable: "Cuetara" - - Figuras 28-30-32 Havana, Cuba

Cable "Quinto" P. O. Box 502
WALTER SUTTER COMPANY
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

Compañia de Abraham Haas
ESCOGIDAS SANCTI SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Detroit Business Shows Considerable Buoyanc

General Situation Regarded as Good in All Lines—Ret Trade Beginning to Feel Effects of Increased Pay-Rolls Cigar Industry Growing by Leaps and Bounds.

DETROIT, Mich., Aug. 25.—The general business situation in Detroit is good. Factories in all lines have increased their output. Retail lines are beginning to feel the effects of increased industrial pay-roll, and bank deposits are climbing. The cigar industry is growing by leaps and bounds.

Detroit plants have all the orders they can take care of, in fact, some are still badly oversold. Cigarmakers are scarce, and some of our factories are displaying signs, "Cigarmakers Wanted."

Harry H. Parr (American Cigar Co.), Chancellor-Ace, has a very fine showing of attractive window displays throughout the city. Harry tells me Chancellors are selling better than ever, and are increasing in sales daily.

Going Some

Robert Emmet cigars (Spietz Cigar Co.), have little trouble in heading the list as the leading ten cent cigar in this market. The Fields Cigar Corp. has secured the services of Robert Emmet Moriarity to act as special Michigan representative. Mr. Moriarity is a salesman of marked ability, for the past six months having been associated with the House of Becker, local distributor, working the towns and lake resorts outside the city. Mr. Moriarity will take up his new duties Tuesday, September 4.

Sam Meyer, special United States representative for Cuesta Rey & Co., Tampa, Fla., is doing some splendid missionary work on Cuesta-Rey bonded clear Havana cigars, through the House of Becker, local distributor. During the past three weeks the sales force of C. F. Becker have opened up over five hundred new accounts on Cuesta-Rey cigars. Only the better dealers are being solicited. Mr. Becker reports the repeat business on Cuesta-Rey cigars very gratifying. Mr. Meyers will spend another week or ten days in Detroit, and then do some work for Lewis-Leidersdorf Co., Cuesta-Rey distributors for state of Wisconsin.

Showing Steady Increase

Sam T. Gilbert, president of Webster Cigar Co., reports the demand for Webster cigars showing a steady increase from all sections of the country. During July and August there was no let up in Production at the Webster plant. A new series of Bill-Board posters have just been placed throughout the city. This most expensive type of out-door advertising has caused a big demand for this great national brand and dealers throughout the city report sales increasing on Webster cigars by leaps and bounds.

E. A. Hasley, east side steam roller for Bernard Schwartz Cigar Corp., reports the sale of R. G. Dun cigars showing a steady gain daily. R. G. Dun is one of the most popular cigars in this market and enjoys a wide distribution.

Fred Charles, of The Charles Co., York, Pa., spent a few days in town this week, checking up on Conaza and Marshal Fields cigars.

Val Keogh (Preferred Havana Tobacco Co.), gave Detroit the once over this week, booking orders for Henry the Fourth cigars.

F. R. Brayard (Estabrook & Eato was a visitor.

Louis Galovin, of Mi Subrino fa Tampa and New York, spent a few d in "our midst" and left town with a w filled order book.

Tom Monroe, vice-president of Spi Cigar Co., entered Ford Hospital Fri night to undergo an operation for t silitis. This throat trouble has affec Tom's eyes considerably of late, a hampered him in his work. It is t writer's sincere wish, and also that his many friends in the trade, that i very few days he will be enjoying perf health again.—JIM.

South African Tobac Growing Increases

WASHINGTON, D. C., Aug. 29.—" bacco growing in South Africa has b steadily increasing during the past years, the area under cultivation at present time being 26,000 acres," say report just received by the Bureau Foreign & Domestic Commerce, f American Consul Pisar, at Cape To reporting on the tobacco trade of So Africa. He continues:

"A variety of different types grown in the various provinces. In Transvaal a light and medium tobacco the Virginia type is produced; in south central part of the Cape Provi a medium heavy type of Virginia grown; and in Natal a medium dark bacco is grown and used in the ma facture of cigars, and a cheap grade pipe tobacco; in the western part of Cape Province Turkish tobacco, such Dubeck and Soulouk, is grown. T bulk of the tobacco produced is of light to medium Virginia type. The 7 000 pounds of Turkish leaf grown d not meet the demand.

"The total production of all tobac grown in South Africa has been as f lows: 11,644,000 pounds in 1920; 620,000 pounds in 1921; 13,000,000 pou in 1922. Frost and wildfire have cau considerable damage to the 1923 cr which is estimated at 20 per cent bel that of last year. There are three operative tobacco societies in the Un of South Africa at present. The larg is the Rustenberg Farmers Co-operat Society, which handles between three four million pounds of tobacco annua

"In 1920 there were 66 tobacco ma facturing plants in the Union, employ 2,662 persons. Probably the largest bacco and cigarette manufacturers are United Tobacco Co., Ltd., and the W minster Tobacco Co., which are s sidiaries of the British-American bacco Co. There are no firms who port leaf tobacco other than the ma facturers.

"The local manufacturers have b using an increasing quantity of toba grown in South Africa and Rhode and a decreasing amount of Ameri tobacco. For instance, in 1916 the tobacco consumed consisted of 8,000, pounds of South African grown toba and 466,020 pounds of imported. 1920, there was used 12,500,000 pou

(*Continued on page* 85)

SELGAS & COMPANY
IMPORTERS & PACKERS
Havana & Porto Rico Tobacco
Warehouses:
Havana—Consulado 138-140
Porto Rico—Manati
128 Water St.
NEW YORK

WILLIAM H. WHITNER
Importer and Packer of
LEAF TOBACCO
24-25 and 26 Wall Street BINGHAMTON, N. Y.

New Orleans News

NEW ORLEANS, La., Aug. 25.—The Louisiana Farm Bureau Perique Tobacco Growers' Association of St. James Parish, having complied with all the requirements of the Federal law, have been given a credit of $35,000 by the Intermediate Farm Loan Bank, recently established here. This was the first loan made by the federal bank of New Orleans to the farmers of this State, to whom, later on, it is purposed to extend loans aggregating millions. The funds derived from the loan to the Perique Tobacco Growers, obtained at 5½ per cent for six months, will be used by the Association in helping its members financially in producing, harvesting and marketing the 1924 crop of Perique. It is based upon receipts held by the association from the U. S. Bonded Warehouse for stocks of Perique tobacco already assembled and stored there, which were given as collateral to the Intermediate bank for the credit.

Out of Business

C. C. Snider & Co., distributors of a number of brands of tobacco and cigars, and operating six retail establishments in New Orleans, have gone into the discard. Its affairs are being liquidated as fast as possible and within the next ten days, it will only be a remembrance. Various reasons are given as to the cause of its withdrawal from this territory. The retail stores will be operated as of yore by the C. C. Snider Co., of Birmingham, the domicile of the parent plant, according to the officers of the company, though rumor has it that a great part of the stock of the jobbing house has already been stored with another jobbing house of New Orleans, in another quarter of the city, which may ultimately take over the operation of the retail stores, if satisfactory financial negotiations can be effected. The announcement that the company had decided to go into voluntary liquidation was brought a number of representatives of cigar and tobacco concerns represented by C. C. Snider Co., to New Orleans and the race for getting the most coveted of their goods for distribution by other jobbers here is proving an interesting one.

Marcus Schwed, representing the Reynolds Cigar Co., of Reading, Pa., is in the city.

Courtney Lewis, of the I. Lewis Cigar Co., of New York and Newark, manufacturers of Melba, John Ruskin, and Heidenberg's After Dinner Cigar, is remembered among visitors here.

G. Hardie, president of the Gonzales and Sanches Cigar Co., is expected here in the early part of September. Mr. Hardie is a product of the Crescent City, where the members of his family are well known and have taken a prominent part in the civic affairs of this city. The Crescent City Cigar & Tobacco Co. are distributors of the Gonzales & Sanches cigar.

Posts Cigar Slogan

The first company in New Orleans to placard the stores featuring the goods which it represents with the trade slogan recently adopted "After all, nothing satisfies like a good cigar," is the Crescent Cigar & Tobacco Co. It has had made, at its own expense, a number of handsomely printed and framed posters, bearing this trade replica, and has placed them on exhibit in all of the stores handling the tobacco products of which they are distributors.

Julius Kahn, of Shreveport, has moved into his new store. He had quite a chapter of mishaps before doing so.

Personally Conducted

"Jim" Fox, the energetic traveling representative of U. Koen & Co., and Harry Herzog, of the New York Tampa Cigar Co., who is spell-binding for the makers of Personality, made a very successful trip together, through north Louisiana. The new sizes of Personality are taking well in this territory.

Miss Ethel Jones, in charge of the country credit department of U. Koen & Co., distributors, has returned from a vacation along the Gulf Coast.

Among the prominent cigar stands of Shreveport may be mentioned the White Way, owned and operated by Edgar Davis. Davis bears an enviable reputation as a cigar salesman.

F. L. Kinney, vice-president of the Porto Rican American Tobacco Co., was in the city during the week and was warmly received by friends.

"Jimmie" O'Connor, the Porto Rican kid, a local cigar celebrity, is busy these days, when not gumshoeing for business, watching the sacrifice sales of department stores, haberdashers and dealers in gents furnishing goods. Nothing escapes him. He is "hep" to everything, in and out of the business.

J. W. Berengher, importer and exporter, has been compelled by overwork to seek the solace and quietude of that delightful Gulf resort, Grand Isle, to restore wonted energy and regain his good physical condition, impaired by hot weather and too close application to business.

Esther Hincks, proprietress of the Continental Hotel cigar stand at Shreveport, has had the satisfaction of seeing the business under her management spread out like a green bay tree.

T. M. Crosby, division manager of Liggett & Meyers, has returned to headquarters here from a short trip to Bogalusa and points along the Ill. Cen. R. R. He reports a good demand for Dinner Bell smoking tobacco in the territory visited.

"Wash" Davie has opened a cigar store at Bogalusa.

W. A. Thomas, representing Bayuk Cigars, Inc., of Philadelphia, passed through the city, after a very successful trip to Little Rock, Hot Springs and Shreveport. He reports conditions good in the territory visited by him.

Chesterfield and Coupon cigarettes are reported by the New South Cigar & Tobacco Co., as being in greater demand than ever and meeting with a ready sale.

"Joe" Hymel, vice-president of the New South Cigar & Tobacco Co., has returned from a short trip through the territory contiguous to New Orleans, with orders for over 150,000 Country Clubs, a five-cent seller, put up at Windsor, Pa., by W. H. Snider & Son.

F. A. Gonzales, son, distributor of the Optimo and other brands of cigars, an old landmark at 817 Gravier street, from October will hold forth at 329 Carondelet street.

U. Koen & Co. are making energetic efforts to keep the Portina cigar in the front rank in New Orleans, if this can be effected by a liberal patronage of the advertising columns of the local newspapers and attractive displays of products of Porto Rico in the display windows of their several cigar stores in this city.

The Tourist Shops have attractively displayed in their windows the L-A, a ten-cent seller, the product of Lopez, Alvarez & Co., of Tampa. This is the

ROBERT E. LANE
Representing CIFUENTES, PEGO & CO., of Havana, Cuba
"PARTAGAS"
107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

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ARGUELLES, LOPEZ & BRO.
MAKERS
GENERAL OFFICE AND FACTORY: TAMPA, FLA.
EASTERN OFFICE: 222 PEARL ST., NEW YORK
WAREHOUSE: HAVANA, CUBA

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S. en C.
COMMISSION EXPORTERS
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Cable "Hermdiehl" Tel. A. 3682
HERMANN DIEHL
GERVASIO 182, HABANA, CUBA
Diehl's Havana Tobacco Cable Code, $15.00
Commission Dealer and Exporter
Havana Leaf Tobacco of all kinds
Special attention given to American and Foreign Accounts
STRIPPING PLANTS

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SUMATRA and HAVANA TOBACCO
124 Maiden Lane (Nr. Water St.), N. Y. Phone John 3147

Cable "Nuco" Tel. A. 9067.
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MENENDEZ, MENDEZ & CO.
Dealers in All Kinds of Havana Tobacco
Specialty—Remedios & Vuelta Abajo Tobaccos
SITIOS 11, HAVANA, CUBA

Telephone M. 2368. Manuel Fernandez Grau.
Cable "Fegrau." Antonio R. Fernandez Grau.
FERNANDEZ GRAU Y HERMANO
Leaf Tobacco Dealers
Monte 116, Havana, Cuba
Large Stripping Plant, 199 Manrique St. Telephone M. 7643. General Offices, 199 Manrique St.

H. UPMANN & CO.
ESTABLISHED 1844
Bankers and Cigar Manufacturers
HABANA
HAVANA, CUBA
CHAS. LANDAU, Agent, 35 Wall St. New York

HAVANA LEAF DEALERS
SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

CIGAR FACTORY UTILITIES
GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers — Cigar Gauges — Cuban Blades — Molds, etc.
113 Maiden Lane, New York

Get the Trade News from Tobacco

"Sooner or Later—Why Not Now?"

JOSE HERMANOS

"The Cigar that speaks for itself."

We invite correspondence with good jobbers who are interested in a live wire proposition.

TERRITORY STILL OPEN

Josephson Bros., Makers

65 W. Houston St. **New York**

D. J. Keith, General Representative

B. WASSERMAN CO., Inc.

Established 1870—Incorporated 1902

77 Chambers St., New York

IMPORTERS OF HAVANA CIGARS

and

JOBBERS OF DOMESTIC CIGARS

Distributors of OPTIMO Cigars in Metropolitan Territory and the State of New Jersey

HAVANA CIGARS

The Leader in All the World's Markets

ROMEO y JULIETA

U. S. REPRESENTATIVE

WM. T. TAYLOR, 50 E. 42nd St.

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO GUTIERREZ, *Representative*

351 West 121st Street **New York**

Cable Toranoco

TORAÑO & CO.

HAVANA LEAF TOBACCO PACKERS AND DEALERS

SPECIALISTS IN PARTIDO

Cable: Toranoco **53 Estrella Street** **Habana**

ROCHE & GALVAN

Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

BRANDS THAT BUILD UP BUSINE



VEGA DEL REY

BOUQUET DE LA A

ARRIUS

AFFECIONADA

CAPITOL CLUB SPEC

S. H. FURGATCH Y CA., 75th St. & Ave. A., New Yo

initial introduction of the brand here.

Sets of sweet, natural corn cobs, at 35 cents, effectively displayed by clerk Lionel Larrieu, grace the show windows of Max Guiraud.

The Schulte stores are playing up strongly imported Manilas, in bundles of ten, selling for 35 cents. They are said to be taking well.

Ubaldo Trelles, of M. Trelles & Co., who looks after the packing and shipping of their product, has got his hands full these days filling incoming orders of the factory. The volume of their business has increased so greatly that it has been found necessary to crowd in a number of more operating tables. A recent order from Texas which was shown the representative of TOBACCO took up six figures.—CRESCENT.

Imports and Exports at New Orleans

The following are the imports and exports through the Port of New Orleans, for the week ending Aug. 23:

Imports

Cigars from Manila

Via San Francisco and Southern Pacific R. R.

To W. J. Oberle.....4 cases

Cigars from Cuba

By S. S. Chalmette

To C. O. Snyder.....1 case

By S. S. Chalmette

To U. Koen & Co.....2 cases

Exports

By S. S. Goldbrook

For Havre.....26 hhds. tobacco

By S. S. Maasdam

For Amsterdam .....1,152 hhds. tobacco

By S. S. Dorelian

For Antwerp .....309 hhds. tobacco

By S. S. Youngstown

For London .....31 hhds. tobacco

By S. S. Tripp

For Rotterdam .....200 hhds. tobacco

By S. S. West Wanna

For Liverpool .....202 hhds. tobacco

By S. S. Carlton

For Belfast .....285 hhds. tobacco

By S. S. Carlton

For Dublin .....22 hhds. tobacco

By S. S. Naquan

For Avonmouth.....453 tierces tobacco

By S. S. Naquan

For Glasgow .....284 tierces tobacco

By S. S. Carlton

For Genoa .....5 hhds. tobacco

By S. S. Sagauche

For Bremen .....372 tons tobacco

Sumatra in Demand

Arthur Bornholdt & Co. are experiencing an exceptionally heavy demand for their fancy Sumatra and Java wrappers, despite the fact that August is generally conceded to be an "off" month for trading.

Baltimore Mark

BALTIMORE, Md., Aug. 23.—G Niemann, leaf tobacco merchant report as follows:

MARYLAND.—For the past w ceipts amounted to 1,982 hogshea sales totaled 1,551 hogshead State warehouse inspections, h are about 10 days behind receipt

The buyers for the French R entered the market this week an some fairly large purchases.

OHIO.—Receipts, 83 hogsheads 85 hogsheads.

Association Data

The Leaf Tobacco Association City of Baltimore issues these s for the week ending August 22:

Receipts, Including Reinspec

	This Week	Previously		Ne to Da
Maryland	1,983	14,793	16,776	15,26
Ohio	83	739	822	74
Total	2,066	15,532	17,598	16,01

Reinspections this week: Maryland date, Maryland, 1,508; Ohio, 78.

Deliveries

	Maryland: Coastwise and Domestic	Maryland: Foreign	Total	Ohi
This week	277	150	427	3
Previously	3,788	9,923	13,711	1,17
	4,065	10,073	14,138	1,21

Stock in Warehouses

	Maryland	Ohio
Stock Jan. 1	9,590	3,025
Receipts since	15,268	744
	24,858	3,769
Delivered since	14,138	1,216
Stocks today	10,720	2,553

Sales

	Maryland	Ohio
This week	1,551	88
Previously	10,112	996
Totals	11,663	1,084

Dreux Forces Concentrat Middle West

Dick Dreux and Ray C. Clark, Dreux, Inc., 136 Water street, Milwaukee, Wis., this week. Mr. will later join Harry Lloyd at C The Dreux sales forces are concen on the western territory at presen satisfactory results, and are exper a good demand for their fancy S and Java wrappers.

Back from Cuban Tr

Theodore Smith, of Hinsdale, S Co., returned from Havana last w the S. S. *Siboney*, and after visiti New York office, departed for his in Springfield, Mass.

Joseph F. Cullman, Jr., President Milton Samuels, Joseph Mendelsohn, Vice-Pr
Chas. W. Duignan, Treas. Harry S. Rothschild, Sec'y

STERN-MENDELSOHN CO., Inc

HAVANA & PORTO RICO TOBACCO

165 Front Street, New York

PACKING HOUSES: HAVANA, CUBA; CATANO, PORTO RIC

Tampa Tidings

MPA, Fla., Aug. 26.—Alvaro Garcia, rcia & Vega, has returned from the co fields of Cuba, and goes on to York this week. This house is one se benefiting through the unprece- d increase in the demand for clear na "Made in Bond," and their out- s practically double that of a year

rry Slavinski, of the G. & M. Cigar as returned from a buying expedi- n Cuba. This firm is comparatively n Tampa, and the rapid increase in mption of their clear Havana Esco- and the Havana filled Rubini is evidence of the value of being e in Tampa."

Hammer, of Corral, Wodiska y Ca., has been in Tampa for several s, is back on the road again, and el Corral is back in Havana watch- e leaf market.

M. Lott, a prominent leaf dealer, is from the east.

L. Vandyke, of the Eli Witt Cigar nd family have gone on a vacation heville, N. C.

Cosio, manager of the Tampa fac- of the Consolidated Cigar Co., has ned from an extended tour through est and north.

l Berriman joins the colony of ans in Havana this week.

lres Diaz has returned from the leaf ets in Cuba.

ittle package of 2,000 cigars left on latform of Eli Witt's warehouse on ing street for shipment, proved too tive to parties unknown, and dis- red.

n Tobacco in Madison County, Florida

DISON, Fla., Aug. 25.—The next ing season will find Madison County three new farmers, each of whom plant a large acreage of sun tobacco. B. Loftus, a prosperous farmer of nia, and for a number of years en- in the growing of sun tobacco in ate, will plant not less than fifteen of sun tobacco in Madison County year. L. M. Watford, for a num- f years an overseer of a large to- plantation of Langaston, N. C., plant from eight to ten acres, and H. nowles, a prosperous tobacco grow- Tifton, Ga., will put in about ten

Deny Trade Complaint

SHINGTON, D. C., Aug. 29.—Lawler gnan of Los Angeles, Calif., have an answer with the Federal Trade nission in Docket 1032, which is the ission's case against the American co Co. on behalf of the Los An- Conference, its members and secre- The members of the conference omposed of a number of grocery s, commercial firms and tobacco anies. General denial of the com- mission's complaint in so far as the conference and its members are concerned is made in the answer filed by the attorney.—LAMM.

Federal Crop Report

WASHINGTON, D. C., Aug. 29.—Tobacco made good progress in practically all districts, according to the Bureau of Agricultural Economics of the Department of Agriculture in its semi-monthly crop report, though there is some complaint of too much rain in a few areas. The report continues:

"In the New England States harvesting of tobacco is well under way and the crop is one of the best in years both in yield and quality. The crop in Pennsylvania is showing improvement since the rains. In Maryland and Virginia the crop is doing well, but in some parts of Kentucky the crop has been injured by too much rain. The crop has been benefited in Ohio by recent rains.

"In Virginia topping and priming have progressed favorably. Preparations are being made for curing in the Bright Belt in this State. In Kentucky the early-topped is beginning to ripen in the central Blue Grass counties. The late crops are growing fast and topped crops are spreading rapidly, following recent rains. The crop is irregular but generally promises a good yield in both Kentucky and West Virginia. Too much moisture in the latter State. The crop in Ohio has been benefited by recent rains."—LAMM.

Co-op. Suit Holds Interest

HOPKINSVILLE, Ky., Aug. 27.—Interest in the suit of the Dark Tobacco Growers' Co-operative Association against R. H. Mason, a member, of Robertson county, Tenn., which was tried at Springfield recently, has not abated with the passing of the case. In their findings the jury decided a few points in favor of Mason, who was sued on his contract on the grounds that he had violated his agreement by selling most of his tobacco outside the association.

Judgment was not passed at the conclusion of the trial, Judge Stout setting September 14, as the date for this. Both sides profess to find consolation in the jury's verdict.—M. E. BACON.

Cutting Prematurely in the Dark District

HOPKINSVILLE, Ky., Aug. 27.—Despite the positive statement that open, sunshiny weather will put a stop to the spread of blackfire in tobacco, which was made here by Dr. W. D. Valleau, plant specialist of the Kentucky Experiment Station, and the advice from him that tobacco should not be cut until fully ripe, unless the rains continue, many farmers throughout this section are rapidly cutting their tobacco. In some sections it is said the bulk of the crop has already been cut, and most of it was cut green in order to "save it" from the blackfire. —M. E. BACON.

imated Tobacco Crop Conditions August 1, With Comparisons

VASHINGTON, D. C., Aug. 25.—The United States Department of Agriculture orth the following tobacco conditions, as of August 1, with comparisons.

	Condition Aug. 1		Production		
			1922, subject to final revision in Dec.	1923 forecast from condition	
ate	10-year average Per cent	1923 Per cent		July 1 Pounds	Aug. 1 Pounds
chusetts	80.0	90.0	11,925,000	15,210,000	16,470,000
ticut	86.0	92.0	35,000,000	44,712,000	46,920,000
ork	85.0	84.0	2,200,000	2,263,000	2,402,000
lvania	86.0	76.0	56,760,000	58,034,000	56,286,000
and	80.0	78.0	26,950,000	23,760,000	24,710,000
ia	81.0	69.0	156,750,000	97,946,000	97,946,000
Virginia	81.0	89.0	7,425,000	7,128,000	7,529,000
Carolina	79.0	86.0	306,940,000	322,218,000	350,880,000
Carolina	74.0	81.0	57,600,000	66,976,000	68,558,000
a	83.0	86.0	5,940,000	14,045,000	13,726,000
a	90.0	93.0	3,300,000	4,150,000	4,241,000
	77.0	87.0	46,800,000	52,013,000	56,515,000
a	75.0	82.0	16,200,000	21,342,000	20,385,000
nsin	87.0	81.0	45,600,000	46,816,000	49,896,000
iri	76.0	88.0	4,500,000	7,148,000	7,269,000
cky	76.0	85.0	446,250,000	522,887,000	534,964,000
ssee	76.0	81.0	94,250,000	117,718,000	114,672,000
ana	85.0	90.0	450,000	459,000	468,000
ted States	78.7	83.1	1,324,840,000	1,424,825,000	1,473,837,000

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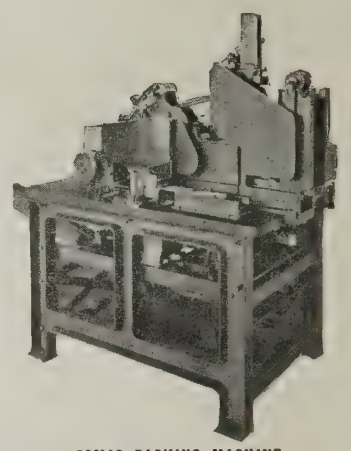
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Cigars from Cuba

S. S. Siboney —*Aug. 21*

	Cases
B. Wasserman Co.	16
United Cigar Stores Co.	11
Grosvenor Nicholas & Co.	11
Park & Tilford	14
G. S. Nicholas & Son	9
Duncan & Moorhead (Philadelphia)	4
Benson & Hedges	4
A. Dunhill, Inc.	1
A. J. Billin & Co.	1
C. F. Fose	1
Stearn Co.	1
Alpers & Mott	1
N. Y. Cuba Mail S. S. Co.	61

S. S. Toloa —*Aug. 27*

Park & Tilford ..... 4 cases

Cigars and Tobacco from Cuba

S. S. Siboney —*Aug. 21*

	Cases
Central Union Trust Co.	37
Charles & Co.	2

Tobacco from Cuba

S. S. Siboney —*Aug. 21*

	Bales
J. Bernheim & Son	150
H. Duys & Co.	40
I. Kaffenburgh & Son (Boston)	200
E. Rosenwald & Bro.	37
Stern-Mendelsohn Co.	422
F. D. Grave & Son	80
Max Schwarz	109
Ernest Ellinger & Co.	35
V. Toledo	2
	Barrels
Waitt & Bond (Newark)	201
E. Rosenwald & Bro.	32
W. K. Gresh & Son (Norristown, Pa.)	10
American Cigar Co.	68
S. Ruppin, Inc.	26
Selgas & Co.	10
V. Toledo	5
J. Bernheim & Son	
E. A. Kline & Co.	
Yocum Bros. (Reading, Pa.)	
Bayuk Bros. (Philadelphia)	
S. Rossin & Sons	
N. Y. & Cuba Mail S. S. Co.	
S. S. Toloa	—*Au*
Park & Tilford	

Cigars from Porto Rico

S. S. San Lorenzo —*Au*

Porto Rican American Tob. Co.	
United Cigar Stores Co.	
Royal Bank of Canada	
Villar, Lanza & Co.	
F. Bonilla	
S. S. Mariana	—*Au*
Porto Rican American Tob. Co.	
United Cigar Stores Co.	
Infanzon & Rodriguez	
S. S. Maracaibo	—*Au*
Infanzon & Rodriguez	
P. S. Cabrera	

Tobacco from Porto Rico

S. S. San Lorenzo —*Au*

American Sumatra Tob. Co.	
Rosenstadt & Waller	
Max Gans' Sons	
Kohlberg-Gonzales Co.	
L. Hirsch	
J. Marqusee & Son	
Pedro Costa	
M. Winter & Co.	
G. H. P. Cigar Co. (Philadelphia)	
American Sumatra Tob. Co.	
Stern-Mendelsohn Co.	
Durlach Bros.	
G. H. P. Cigar Co. (Philadelphia)	
Rosenstadt & Waller	
J. Cohn & Co.	

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·sch	92
uba Corp.	70
Cohen	20
Costa	18
driguez	17
qusee & Son	89

. Mariana —Aug. 25

	Bales
ichtenstein & Co.	60
idera	25

Cigars from Manila

. Anniston City —Aug. 23

	Cases
Wilson, Inc.	37
der	35

Keemun —Aug. 27

	Cases
g & Co.	34
reeman & Sons	11
enburg	19
Wilson, Inc.	8
Peabody & Co.	5
Hilbert & Co.	4

Tobacco from Manila

Keemun —Aug. 27

	Bales
ine Tobacco Co.	95
Beisner	50
an & Co.	8 packs

Tobacco from Rotterdam

Volendam —Aug. 27

	Bales
rs & Co., Inc.	130
n Bros., Inc.	45
ux, Inc.	50
qusee & Son	29
enwald & Bro	49
nholdt & Co.	42
& Sarluy	6

	Cases
n Bros., Inc.	31
rs & Co., Inc.	16
n Doorn	197

Tobacco from Port Said

Idomeneus —Aug. 21
ler ..... 302 bales

Tobacco from Christiania

Stavangerfjord —Aug. 21
Tobacco Co. ..... 2 barrels

Tobacco from Kobe

Stanley —Aug. 24
American Trading Co. ..... 3 hhds.

Cigarettes from Cuba

S. S. Siboney —Aug. 21
N. Y. & Cuba Mail S. S. Co. ..... 1 case

Cigarettes from Porto Rico

S. S. San Lorenzo —Aug. 21
Porto Rican American Tob. Co. ..... 1 case

Cigarettes from Port Said

S. S. Idomeneus —Aug. 21
Benson & Hedges ..... 1 case

Cigarette Paper from Genoa

S. S. Conte Rosso —Aug. 23
Royal Turkish Tobacco Co. ..... 2 cases

Cigarette Paper from Alicante

S. S. Florinda —Aug. 25
J. V. Lago ..... 1 case

Cigarette Paper from Le Havre

S. S. Roussillon —Aug. 27
British American Tobacco Co. ..... 60 cases

Pipes from Southampton

S. S. Mauretania —Aug. 24

	Cases
A. Dunhill, Inc.	2
Metropolitan Tobacco Co.	1

S. S. Homeric —Aug. 24
D. A. Schulte, Inc. ..... 3 cases

Pipes from Le Havre

S. S. Roussillon —Aug. 27

	Cases
D. A. Schulte, Inc.	15
Metropolitan Tobacco Co.	12

Smokers' Articles from Southampton

S. S. Homeric —Aug. 24

	Cases
F. Murray Hill & Co.	11
D. A. Schulte, Inc.	3

Cigarette Holders from Le Havre

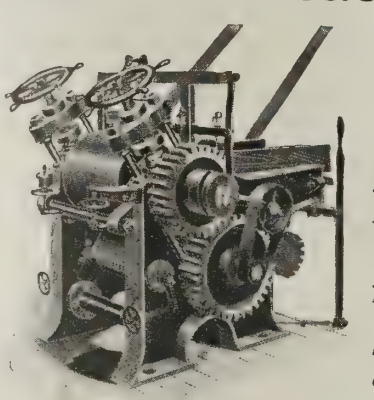
S. S. Roussillon —Aug. 27
W. M. Demuth & Co. ..... 2 cases

Gum Tragacanth from Southampton

S. S. Mauretania —Aug. 24
Thurston & Bradish ..... 22 cases

S. S. Homeric —Aug. 24
To Order ..... 49 cases

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E. M. Collins, Sec. and Treas.

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B. OTTINGER & CO.

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FLORIDA SUMATRA TOBACCO CO.

Growers and Packers of Florida Shade Grown Tobacco

QUINCY, FLA.

Connecticut Notes

RTFORD, Aug. 25.—The yield of to- throughout the Connecticut Val- the largest and soundest that has harvested for many years.
ing the past week the temperature d to 42 degrees. The growers l the warning that early frosts approaching and speeded up the of harvesting, as the tobacco had i during the cool weather. The growers are already taking down priming." These first "primes" e placed in the sweat rooms at and the work of assorting will s soon as the tobacco is ready to on. Growers are hoping for an- good month, so that the crop will own without "pole sweat."
n the Havana seed of the 1922 old, and with prices soon to be on the Broadleaf, it is generally ed that the first year of the Co- sociation has proved successful, at the tobacco business in the ticut Valley is on a better basis ver before. Growers are en- tic over the results and are mak- parations for the handling of the rop in conjunction with the As- n.
Glastonbury Tobacco Warehouse ation is to file articles with the ry of State by the committee ap- for that purpose, consisting of Tryon, W. G. Phelps, W. H. and A. E. Bidwell. Capital s $100,000 of preferred and $105,- common. The par of the pre- stock is $25 per share. This stock e sold to the general public and ay 10 per cent. One quarter of ck is to be retired annually. The n stock is $10 per share; to be the members of the Association. xpected that the corporation will ted with a capital of $80,000.
lay night, the third and fourth s of East Hartford held a meet- d voted to buy the E. Rosenwald warehouse on Clark street in Hartford. This warehouse was Sutter Bros., of Chicago. It has ad siding at the door, and is a ry building, 50x120 feet, with oom capacity of 2,000 cases and ge capacity of 7,000 cases. This use will be operated by the East d Tobacco Growers, Inc., with a stock of $50,000. It is proposed to y handle tobacco, but to handle for the growers, such as paper, arm implements, etc.
South Windsor Tobacco Growers, e to organize a warehousing cor- n, and have appointed a commit- file articles of incorporation with retary of State. The committee es L. W. Newberry, G. O. Case, Thresher, J. J. Riordan, E. D. m, W. A. Skinner and O. F. The capital is to consist of $50,- ferred and $55,000 common stock. eferred stock is to be sold at $25 and may be bought by anyone. mmon stock, at $10 per share, is old to members only. Other dis- ay provide themselves with ware- oom as the season advances.

Dr. Chapman's Successor

ssor Charles M. Slagg, who for years has been engaged in to- experimental work, especially in dy of tobacco diseases, has been d director in charge of the to- ab-station of the Connecticut Ag- al Experiment Station in Wind- nn., and also research director and secretary of the Connecticut Valley Tobacco Improvement Association. Professor Slagg was formerly assistant pathologist with the United States Department of Agriculture, Bureau of Plant Industry, Office of Tobacco Investigation, and for the past three years has been conducting experiments in the study of tobacco diseases in the Connecticut Valley. Prior to this work in Connecticut, he made similar studies in Wisconsin, Kentucky and Ohio. He is a native of Wisconsin, and was reared on a farm in the heart of the Wisconsin tobacco district. During his training at the University of Wisconsin, at Madison, Wis., he received the degree of Bachelor of Science in 1917 and Master of Science in 1919. He succeeds Dr. Geo. H. Chapman, who recently resigned to become assistant general manager for the Porto Rican American Tobacco Co., after having been for two years joint director of the sub-station.

The sub-station is located in Windsor and embraces thirteen acres. It is doing valuable work and has already worked out many tobacco problems. It is planned to increase the efficiency of the station by the erection of an office and laboratory building. This building is to have a sorting room, warehouse and rooms for curing experiments; also a greenhouse to facilitate growing plants during the winter.

Unsatisfactory Labor Situation

Considerable trouble has been experienced in getting competent labor to harvest the crop. In East Hartford one man started in with a gang of 55 and within four days all but four had left to work at other places. Another man was employing four boys, paying them $4 per day. They asked for $5 and being refused left the field at once. The range of wages is from $2.50 to $7.50 per day. The unskilled laborer wants the highest wage, is indifferent about how much he does, and the minute the boss's back is turned, lays down on the job.

The town school committee of East Hartford has postponed the opening of the schools until September 10 at the request of prominent tobacco men, so that the children may assist the growers in completing the harvest of their tobacco crops.

It is announced that the L. B. Haas & Co., Inc., of this city, will operate the Porter warehouse in East Hartford this winter.

Ernie Hatheway, of the firm of Hatheway & Steane, of this city, accompanied by his wife, are now on the "briny deep," bound for Europe.

Carl Schoverling is back in the tobacco game, and is now with A. & S. Hartfman, superintending the shade grown end of the business.

Pleased with Connecticut Crop

Isaac Meyer, head of Isaac Meyer & Co., 160 Water street, has returned from an inspection tour of his Connecticut plantations, and is highly gratified with the favorable conditions of the crop.

In the Pine Tree State

E. H. Kohlberg, of E. H. Kohlberg & Son, leaf merchants, 144 Water street, is spending his vacation in the salubrious atmosphere of the Pine Tree State.

Windy City Visitors

Emil and Joseph Wedeles, leaf dealers, of Chicago, made a thorough inspection of the New York and Hartford markets last week.

EVERYBODY LIKES
RED TOP SNUFF
A Universal Favorite for 35 Years.
MANUFACTURED BY
BYFIELD SNUFF CO.
BYFIELD, MASS.

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GROWERS OF CONN. SHADE
And Packers of Leaf Tobacco
235 State Street Hartford. Conn.

Steane, Hartman & Co.
INCORPORATED
GROWERS AND PACKERS OF
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E. L. KOHLBERG & SON
CONNECTICUT TOBACCOS
144 WATER ST., NEW YORK
Telephone John 2321

B. RAPAPORT
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
245-247 State St. HARTFORD, CONNECTICUT

M. J. GANS
PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
219 State St., Hartford, Connecticut

A. N. SHEPARD & SON.
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn. TELEPHONE: CHAR. 7585

L. B. HAAS & CO., Inc.
Established 1853
Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
146-152 State Street HARTFORD, CONN.

MEYER & MENDELSOHN, Inc.
Connecticut Leaf Tobacco
HARTFORD OFFICE: 651 Windsor St.
NEW YORK OFFICE: 169 Water St.

HINSDALE SMITH & CO.
Established 1840
Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane SPRINGFIELD, MASS. New York
Cable Address "Nargil" Telephone 901 John

W. S. PINNEY & CO.
INCORPORATED
GROWERS PACKERS
UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S CONNECTICUT SHADE
QUALITY TO BURN
UFFIELD CONNECTICUT

IT PAYS TO HAVE UP-TO-DATE INFORMATION. READ TOBACCO

ILLUSTRATING A
CARDWELL
Scrap and Nail Cleaner
furnished with or without picking table



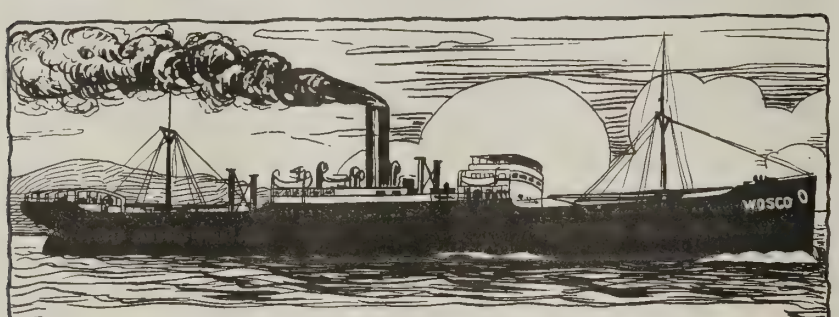
This machine will clean more floor sweepings and scrap tobacco in 10 hours than 20 hands will do in a week by old methods. Separates the Stems, Nails, Sticks, Dust, Granulated Tobacco, and blows the fluffy tobacco over on the picking table where the strings and paper can be picked out by hand.

TOBACCO MACHINERY

SEND FOR OUR NEW CATALOGUE.

It's Yours for the Asking

THE CARDWELL MACHINE CO.
RICHMOND, VA.



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Established 1865 — Freight Brokers and Forwarding Agents

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New York City	Baltimore, Md.	Norfolk, Va.	New Orleans, La.

Prevailing ocean freight rates on LEAF TOBACCO in Hogsheads from Atlantic and Gulf Ports.

Any rate not listed will be wired on request. Rates are quoted per 100 Lbs. unless otherwise specified.

	A	B
Liverpool	45c	50c
London	45c	50c
Glasgow	45c	50c
Belfast	...	55c
NORWAY	**C**	**D**
Carloads	67½c	...
Less Carloads	...	75c
Arendal	87½c	95c
Bergen	67½c	75c
Christiania	67½c	75c
Christiansand	67½c	75c
Helsingfors	...	...
Larvik	77½c	85c
Stavanger	67½c	75c
Trondjham	67½c	75c
DENMARK		
Copenhagen	50c	...
Aalborg	65c	...
BELGIUM		
Antwerp	40c	...
HOLLAND		
Amsterdam	40c	...
Rotterdam	40c	...
GERMANY		
Hamburg and Bremen	45c	...
Danzig	50c	...

Ports in Finland Via HAMBURG	60c	...
Lisbon—Portugal	70c	...
Las Palmas Direct	80c	...
Teneriffe	80c	...
FRANCE		
Bordeaux and Havre	60c	...
Hong Kong-Shanghai	$1.25	...
Yokohama-Kobe	1.25	...
AUSTRALIA		
Melbourne and Sydney. Per Cubic Foot. About $27 per HHD.	37½c	...
MEDITERRANEAN PORTS		
Genoa	50c	...
Marseilles	90c	...
Algiers-Tunis-Oran	$1.00	...
Tangiers	1.25	...
Gibraltar	1.00	...
Malta	1.25	...
SOUTH AMERICA		
Buenos Aires	1.00	...
Montevideo	1.00	...
Santos	37½c	cu.ft.
RIO	40c	cu.ft.

A—Includes "Kings Warehouse Delivery"—Reardon Smith Line.
B—Includes "Kings Warehouse Delivery"—Conference Lines.
C—Norwegian American Line—Carloads of 20,000 Lbs. or more.
D—Norwegian American Line—Less carload lots.

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Leaf Tobacco Dealers

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All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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E. B. FICKLEN TOBACCO CO.
Incorporated
Leaf Tobacco Brokers
GREENVILLE, N. C., U. S. A.
All Grades of North Carolina and Virginia Leaf Tobacco and Stri
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
Ample for Redrying by Steam or Natural Season
Samples Furnished — Cable "FICKLEN" — Correspondence So

H. W. COBB, President — T. W. WEBB, Secretary — Z. V. GWYNN, Vice Pres. and

Cobb-Gwynn Tobacco Company, Inc.
RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED — Cable Address "GWYNO"

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Codes—Arnold's Nos. 5 & 15 A. B. C. 5th Edition. Cable Address: THORPE.

Established 1886

BRIGHT LEAF TOBACCO

TRADE T. R. REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handli

Cable "Wright" — Codes: Western Union; A. B. C. 5th Ed.

WRIGHT-HUGHES TOBACCO CO.
INCORPORATED
LEAF TOBACCO DEALERS
ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLES UPON APPLICATION
WINSTON-SALEM, N. C., U. S. A.

Established 1857

R. C. MORTON & CO. LEAF TOBACCO DEALERS

RICHMOND, VIRGINIA

Cable address, Morton-Richmond

Bright and Dark Virginia
Burley—Western—Seed Leaf
Strips—Scraps—Stems—Cuttings

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Clean, Uniform Strips a Specialty

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Buyers of All Grades of Virginia and Carolina Tobaccos

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DANVILLE, VA

ESTABLISHED 1870

RICHMOND OFFICE
100—Shockoe Slip

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Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

Buyers on All Important Markets in Virginia and Carolina

CABLE ADDRESS: "Penn," Danville, Virginia
CABLE ADDRESS: "Penn," Richmond, Virginia

CODES USED: Western Union, Arnold's 5 and 15, Bentley's

nville Getting Good Crop Reports

ANVILLE, Va., Aug. 28.—Reports of rovement of the tobacco crop in this ion continue to be received. This is idered the critical time for the crop, much will depend on the weather litions between now and the housing he tobacco. It is expected that 80 cent of the leaf in this section will e been housed and cured by Septem- 15. There has been an agreeable dom from hail storms so far this sea- ; only one of consequence being re- ed, and that was on the fringe of the belt.

he sudden descent of cold weather y in the week, accompanied by a sus- ed chilling rain, aroused some appre- sion, it being feared that prolonged now would promote second growth the leaf, with deleterious effect. rmer weather has come and the pros- ts of a successful harvest just now good.

he date for the opening of the auc- houses has been set here for Sep- ber 25.

he Co-operative Marketing Associa- officials are unable to state with niteness when the deliveries will be le here. E. L. Walton, local manager the Association, states that since the sonnel used here is at present scat- d about South Carolina, it will be ossible to begin receiving tobacco in old belt until after the South Caro- season is over. Mr. Walton be- es that this will not be before Octo- 1. He has just returned from the th Carolina markets and reports that Association has received about fifty per cent of all the tobacco marketed. Reports from sources hostile to the Association are contradictory on this point.

Mr. Walton was asked when he thought that the third payment would be made to farmer-members of the association on the crop they delivered last year. He said neither he nor anyone else in the Association could state this definitely. The final distribution will be made as soon as collections have been made on tobacco ordered by buying firms. He emphasized that the payment would come as quickly as possible, for the Association recognizes that making the final payment would have an encouraging effect on the morale of the growers, many of whom are reported to be irritated, if not restless, over the delay.

Mr. Walton stated that as soon as acceptances on tobacco have been received an announcement will be made to the farmers when they can expect their money. He said that the Association would not sell such unsold tobacco as they have on hand at a sacrifice to expedite the final payment, but would wait for the price.

Interested in North Carolina Case

A good deal of interest has been displayed over the legal battle at Greenville, N. C., where during the past week a test was made of the contract, or more especially, that agents of the Association misrepresented things to farmers whose signatures to the five-year contract they sought. Testimony as to the salaries of the higher officials was heard with particular interest, especially the disclosure that Richard R. Patterson, manager of the leaf department, and former Danville resident, was receiving $30,000 per annum from the Association for his services.—TETLEY.

Established 1898 Cable Address Randolph

RANDOLPH MEADE & COMPANY
INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

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DIXON-BUCHAN TOBACCO COMPANY
Dealers and Exporters
VIRGINIA-CAROLINA TOBACCOS
Mullins, South Carolina

TOBACCO SEED
Slate Seed Company
The Largest Tobacco Seed Growers in the World
SOUTH BOSTON, VA., U. S. A.

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A. C. MONK & CO., Farmville, N. C.
A Large Supply of Leaf Tobacco Always on Hand.
We buy all grades Bright Tobaccos, Virginias, Darks and Burleys, Steam and Natural Season. Samples Furnished.
Branch Factories: Wilson, N. C.; Wendell, N. C.; New Bern, N. C.

H. G. Whitehead W. P. Anderson S. H. Anderson
WHITEHEAD & ANDERSON
LEAF TOBACCOS
Commission Merchants and Exporters
If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.
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Leaf, Strips, Scraps and Stems
ORDER OR CONTRACT COMPLETE FACILITIES
CORRESPONDENCE SOLICITED SAMPLES ON APPLICATION
KINSTON, N. C., U. S. A.

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Strips, Scraps and Stems Samples submitted on request
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DANVILLE, VIRGINIA, U. S A.
Virginia and Carolina Cigarette and Smoking Tobacco a specialty
Export and Domestic Types
Established reputation for careful grading and packing
Our own buyers in best markets
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Stripe, Scrap and Stems. Complete Facilities
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RICHMOND, VIRGINIA

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KENTUCKY CLARKSVILLE SPRINGFIELD HOPKINSVILLE WESTERN DIST.

BURLEY OHIO MARYLAND

Leaf Tobacco

Virginia
Carolina
Kentucky
Tennessee
Chinese

Communicate With Us Before Buying

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LEAF TOBACCO OF ALL DESCRIPTIONS
PACKERS, DEALERS, EXPORTERS, IMPORTERS.
OUR OWN DOMESTIC AND FOREIGN PACKING PLANTS ENABLE US TO MEET ALL REQUIREMENTS.
Universal Leaf Tobacco Co.
INCORPORATED
21 EAST 40TH STREET NEW YORK CITY
CABLE ADDRESS: ULTOCO~NEW YORK

Paints Gloomy Picture

GREENVILLE, N. C., Aug. 26.—Tobacco conditions are bad. In the last two weeks the damage in every way has been unusually great. Farmers in many instances could not handle curing to keep up with the drying up on the stalk. Much has been lost from this cause. Then, too, barn room was lacking and though curing was rushed, barns being emptied and refilled as fast as possible, tobacco ripened faster than it could be handled. In the way to cure, suckering was neglected and progressive suckers sapped the life from the leaf. Much tobacco had taken second growth, was extra green and poor, and could not be cured with any degree of satisfaction, and will sell for little on the market. In addition to all this and the wet weather, worms have been picnicking for quite a while and their work has injured much good leaf.

Therefore, what at one time looked like a very fine bumper crop, is now only an average or below average crop in both pounds and quality. The damage is about the estimate, and now two-thirds of the crop expected will be a most agreeable surprise to the farmer. Yet, there is much good tobacco. The farmer whose tobacco was early, got good tobacco, made good cures and may expect good prices. But there is so much late tobacco, half-dried-up and badly cured, thin, coarse and of poor quality, that the average must be lowered both in grades and prices on the market.

The market opens Tuesday. There will be large quantities on the floors, but not one of the big opening sales as in the past. Good prices are expected for the better grades. Some say the low grades will sell high. Six large warehouses with triple sales can handle a big sale. A few loads of tobacco have already been brought in, ready for the opening. The Co-op house is ready to receive the pooled tobacco.

There is little change in the personnel of the buying force. The only change in the company buyers is the retirement of T. A. Person from the partnership of the Southern States Tobacco Co., one of the largest independent buyers on the market.

Cigar Box Fillers Give Cedar Odor to Cigars

Cigar boxes made of cedar have always been regarded by manufacturers as necessary to produce the best grade of cigars, but the growing shortage of this material and its increasing cost has forced many of them to use substitutes which lack the quality of fragrance which makes the cedar desirable. The problem has been to find a cheaper wood that could be used and so treated that it would give the cedar aroma to cigars packed in it.

The United States Department of Agriculture has been at work on this problem, and has tried to add the quality possessed by the cedar to more or less woods such as poplar, tupelo gum, and redwood. Specially treated paper inserts have been used in boxes made of these woods and manufacturers who have tried them have made very favorable reports. The work is not finished, but there is every indication that the method will prove practical. Nearly all of those who have tried the inserts report that the artificial aroma produces results similar to that of true cedar wood boxes.



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DILL'S BEST
SMOKING
TOBACCO
THROUGH ANY
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JOBBER

J.G.DILL CO.
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HIGH GRADE
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LEAF TOBACCO DEALERS
DANVILLE, VIRGINIA
Long experience. Specialize on bright and mahogany wrappers, fine cutters, export leaf and strips. Samples sent on application.
Cable Address: "MIRABEAU." Arnold's Code No. 5 and 15. A. B. C. Code, 4th and 5th Editions

E. K. VIETOR & CO., Inc.
Leaf tobacco, strips, scraps, stems, siftings
1800-2200 SEMMES AVE. RICHMOND, VA.

To Manufacturers of Scrap and Fine Cut Tobacco
To protect your goods, you ought to pack it in our paraffine lined, weatherproof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
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CINCINNATI, OHIO

Cable Address "NOELL," Danville, Va. Code ABC—4th & 5th Edition
W. Y. NOELL & SON
LEAF TOBACCO DEALERS
Unexcelled Facilities for Handling All Grades of Leaf Strips, Scraps and Stems
WRAPPERS A SPECIALTY CORRESPONDENCE SOLICITED
Samples on application DANVILLE, VIRGINIA, U. S. A.

GEO. C. SWAIN F. W. BROWN
GEO. C. SWAIN & CO.
Dealers in all kinds of Leaf Tobacco
Buys on Virginia, Carolina and Georgia Markets. Samples cheerfully submitted upon request.
DANVILLE, VA., U. S. A.

Codes Used: Liebers, A. B. C. 4th & 5th Editions, Arnolds Cipher No. 5
W. P. HENRY COMPANY
Commission Merchants
For the Purchase of Leaf Tobacco for Home and Export Trade
To manufacturers using the rich, sweet "Old Belt" tobaccos sold at Durham, we tender our facilities for buying and packing. Correspondence and enquiries solicited.
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CABLE ADDRESS: "HENRY" All Classes of Bright Tobaccos

ANDREW JAMISON, President Established 1885; Incorporated 1910
W. A. ADAMS COMPANY
—BUYERS AND EXPORTERS OF—
ALL GRADES OF OLD BELT
LEAF, STRIPS, SCRAPS AND STEMS
OXFORD, NORTH CAROLINA, U. S. A.

Cable Address: "CLARK" Code: "ARNOLDS NO. 5"
Largest Loose Leaf Tobacco Market in the World
W. T. CLARK & COMPANY
Established 1887
Dealers in All Grades Bright Leaf, Strips, Stems and Scraps
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We operate in North Carolina, South Carolina, Virginia and Georgia
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ROSS TOBACCO COMPANY, (Incorporated)
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BUYERS, REHANDLERS AND REDRYERS OF
LEAF TOBACCO and STRIPS ON ORDER
FOR HOME TRADE AND EXPORT
Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
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Buyers on all Hogshead and Loose Leaf Markets in Burley and Dark Sections

G. F. VAUGHAN TOBACCO CO.
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LEAF, STRIPS, STEMS AND SCRAPS
FOR HOME AND EXPORT TRADE
Samples Submitted. LEXINGTON, KY. *Contracts Solicited.*

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Hodge Tobacco Co.
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Packers of
Leaf, Strips, Scraps and Stems
Natural or Artificial Seasons
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R. M. Barker Tobacco Co.
INC.
CARROLLTON, KENTUCKY, U. S. A.
Buyers and Dealers in Burley Leaf Tobacco
We have our own factory located in the heart of the Kentucky Burley Districts and *buy* on all the *loose leaf markets.*
We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*
We solicit your orders and will give same prompt and efficient attention
SEND FOR OUR WEEKLY REPORTS

Rudolph, Hach & Co., Inc.
REHANDLERS, DEALERS AND BROKERS IN
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Main Office and Sample Rooms
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OPERATING IN
Clarksville, Tennessee, and Springfield, Tennessee, Districts
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Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage at Low Rates.
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Cable address: "Phelon" Stemmery and Air Drying Facto
J. S. PHELON
Leaf Tobacco Broker
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to green Rivers and Burleys.
Fifth & Triplett Sts
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Ninth & Wing Ave
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J. R. CUNNINGHAM
BUYERS AND REHANDLERS
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Phone—Broad 1915
A B C 5th Editio
Arnolds & West. Union
TANSY TOBACCO CORPORATION
Leaf Tobacco Dealers and Brokers
All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf. We respectfully request your inquiries and Orders.
19 SOUTH WILLIAM STREET, NEW YORK

Louisville Tobacco Market Reports

LOUISVILLE, Ky., Aug. 25.—The Louisville Tobacco Board of Trade, makes the following report on the hogshead leaf tobacco transactions:

Tobacco Sales for the Week and Year to August 24

Warehouses	Week—Auction Sales	Week—Private Sales	Week—Total for Week	Year. Jan. 1, to Date
Turner	...	...	...	792
Kentucky	59	12	71	6,915
Main Street	...	...	...	2,686
Planters-Farmers	...	12	12	8,696
New Tenth Street	...	12	12	3,402
Louisville	...	...	...	4,102
	59	36	95	26,593
Year 1922			649	51,181
Year 1921			1,524	47,761
Year 1920			773	36,474

Classifications of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	34	...	34
Dark	59	2	61
	93	2	95

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	8,996	14,705	23,701
Dark	2,319	573	2,892
	11,315	15,278	26,593

Classification of Sales to Same Date

	1922	1921	19
Burley	47,771	44,256	44,4
Dark	3,410	3,505	2,0
	51,181	47,761	46,4

Comparisons with Previous Years

	1923	1922	19
SALES—			
Total sales of new crop to date	19,800	14,877	9,1
Sales of new crop to date. Original inspection	16,058	12,363	2,1
REJECTIONS—			
Rejections this week:			
Burley	3	...	
Dark	12	...	
Total	15	103	4
Percentage of rejections to auction sales:			
Burley	43	...	
Dark	23	...	
Total	66	25	
Rejections, Jan. 1 to date:			
Burley	5,271	...	
Dark	520	...	
Total	5,791	10,619	0,5
RECEIPTS—			
Receipts this week	333	358	,4
Receipts, Jan. 1 to date	19,584	30,922	9,5

Official Quotations at Louisville, August 24, 1923

	Burley—Dark Red	Burley—Bright Red	Burley—Colory	Dar. Manufac rin
Trash (green or mixed)	7 to 8	8 to 9	9 to 11	t 4
Trash (sound)	10 to 12	12 to 14	15 to 17	4½ t 5
Common Lugs	12 to 14	14 to 16	18 to 20	5½ t 6
Medium Lugs	15 to 16	16 to 18	20 to 22	6 t 7
Good Lugs	18 to 20	20 to 22	22 to 25	7 t 8
Common Leaf (short)	12 to 14	14 to 16	18 to 20	8 t 0
Common Leaf	15 to 17	18 to 20	22 to 25	10 t 2
Medium Leaf	22 to 24	24 to 26	27 to 30	14 t 6
Good Leaf	26 to 30	30 to 32	32 to 35	18 t 20
Fine and Selections	35 to 40	40 to 42	42 to 49½	22 t 25

N. B.—Unsound or defective in condition, length or color, or mixed packages from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

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On all markets. We air dry and steam dry on most of the loose markets, and have the latest improved Philadelphia Textile Steam Dryer in our Louisville Factory for handling Leaf and Strips. Orders and correspondence respectfully solicited.

Paducah Prospects

ADUCAH, Ky., Aug. 25.—There is no es to report of sales of hogshead to-co during the past week, but there been much inquiry for both leaf and ; but lugs are very scarce and prices e advanced materially during the past eral weeks. Some lots of old common are available at 6¼ to 7½ cents, t there are none of the '22 crop to be . There has been considerable in-ry for both common and medium leaf, no sales have been reported.

he past week has been very hard on growing crop. Too much rain and l weather, besides it has been stormy this has done some damage to the wing crop. The worst trouble is k fire which has started and seems to spreading. This is scaring people into ing too early and a good deal of to-co is being cut and housed before it ady, consequently will not make as d quality or as heavy yield as it ld if left in the field until it was thor-hly matured. The cold weather is on the crop, keeping it from finish-properly and the cold, damp weather utting too much sap into the plant hindering it from maturing properly. he crop in the field is the best look-one that we have had for years. ge growth with good leaf, and if we d have a few weeks return of hot, weather there would be a great im-ement over what it is at present. We hoping that weather conditions will me more favorable, and that we will e a really good and useful crop of to-co, but the conditions at this time are nearly as favorable for good quality few weeks ago. Farmers are being ed to leave their tobacco standing as as possible before cutting in order make good quality and heavy yield.

he Dark Tobacco Grower's Co-opera-Association has about perfected s for an intensive drive for an in-sed membership, but farmers gen-ly are so busy and their time taken up in looking after their crops, that but little has been done, but no doubt this work will be pushed more vigorously from now on.—W. B. KENNEDY.

Burley Co-op. to Have Plants in Missouri

LEXINGTON, Ky., Aug. 25.—Director of Warehouses Ralph M. Barker, of the Burley Tobacco Growers' Co-operative Association, has returned from Missouri, where he made arrangements for the opening of receiving plants at Weston and Dearborn so that the tobacco growers of that state who have joined the Burley co-operative may have convenient receiving plants at which to deliver their crops.

Mr. Barker endeavored to purchase the tobacco warehouse at Weston, but being unable to do so at what he considered an advantageous figure to the association, leased ground from the Burlington Railway and will erect a receiving plant. At Dearborn negotiations are under way for the purchase of a plant, and if these fail, the same course will be followed at Dearborn—land will be leased and a plant built.

With more than 500 growers signed in Missouri, representing 2,656 acres and about 3,000,000 pounds Mr. Barker said, the farmers are glad of the opportunity to market their tobacco co-operatively. The plants to be provided for these growers will be ready by the time the usual delivery season begins.

Mr. Barker said that growers still are signing up rapidly and that the Missouri farmers are a fine lot of men, deeply interested in the welfare of their state and their communities. He said the tobacco crop there this year is good.

Barker Not To Resign

Mr. Barker said there was no foundation for reports in one or two of the newspapers that he would resign his office September 1.

Clown Cigarettes and Old Hill Side Smoking

Manufactured by Axton-Fisher Tobacco Co. Incorporated Louisville, Kentucky, U. S. A.

SMITH & SCOTT TOBACCO CO.

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Manufacturers of Plug, Twist and Smoking.

SILVER TIP — TURKEY TWIST — BLACK WAXIE — PRIDE OF DIXIE

Write for samples and prices.

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Western District, Clarksville and Springfield Tobacco

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Export types, spinners, wrappers, binders, fillers, cutters, and Italian Manufacturing types

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CINCINNATI, OHIO.

Pennsylvania Growers Start Harvesting the Cr

Havana Tobacco in Lancaster County Well Along in Curi Process—Taking on Desirable Hue—Crop in Good Con tion—Buying May Start Early—Views on Industry.

LANCASTER, Pa., Aug. 27.—The 1923 crop of seedleaf is going under the cutter. Several growers have started harvesting their tobacco, and the sheds are beginning to fill up. The Havana crop in the county is well along in the curing process, and is already taking on the rich brown color of a good crop. A series of showers during the past week have served to raise the growers' expectations of a good crop, and it is safe to forecast that the remainder of the season will see more rain. The crop is in good shape to take advantage of any weather the least favorable since the adverse conditions earlier in the season served to promote the development of the root systems of the plants—a valuable thing for the crop under conditions such as have existed this year.

Buying will commence early, if the number of buyers looking over the tobacco in every section of the county may be regarded as an indication of the interest felt by the manufacturers. The scarcity of crops of extra fine quality may be a contributing factor, although there is much tobacco which will pass muster as very acceptable cigar leaf. The greater part of the entire crop is fairly well developed, and is just in that stage of growth which will respond quickly to rain and will, before the first frost, be of higher than average quality if the expected rain materializes.

Unmistakable evidence pointing to the gradual process of evolution, which is slowly changing the structure of the Lancaster cigar leaf world, is now more apparent than ever, as events shape themselves for another buying season. Centralization is the keynote of the new era which is beginning to take definite form. What has already happened in many other industries, including the tobacco manufacturing industry, to a great extent, is now taking place in the marketing and packing of cigar leaf.

"The little man is getting smaller and the big man is getting bigger," does not exactly apply to the local situation. In the new interrelation of packer, grower and manufacturer, the little operator has a place, but assumes a somewhat different role than formerly. He is the last link in the chain of small cigar manufacturer, jobber, packer. The small manufacturers will, if events pursue their present course, be eliminated in the course of time by the cessation of demand for their goods, which is coming in natural sequence to the preference for nationally advertised brands. With the passing of the "buckeye" cigarmaker will of a necessity come the passing of the jobber. Eliminate the jobber and you have no outlet for the leaf packed by the country and independent packing concerns, except the market created by the demands of the large manufacturers.

Upon this factor the continued operation of the independent packer hinges. He becomes, in a sense, a speculator who must depend upon the continued power of the market to absorb the entire crop of Pennsylvania for his existence as an operator. Many of the small country packers have already met this change, and find an outlet for their annual packings in the large cigar concerns. Only the larger independent packers still sell an appreciable portion of their goods to the jobbing trade, and this business grows less every season.

Prohibition and the smoker's preference for the nationally advertised brands have been the two major factors to hasten this process of change which has been going on for the past ten years. Piece by piece the new marketing machinery has been slowly t together, and so small have been successive steps in the evolution t they take on significance only wh viewed in the aggregate over the p decade.

Prohibition has contributed its influence through closing up the cor saloon which was the chief outlet the small manufacturer. Tobacconi can furnish ample testimony that demand for cigars is confined chiefly nationally advertised goods. smoker has been told what to exp in this type of smoke, he does not kn what he will get from an unadverti cigar—and the iterative power of printed page scores another victory.

Stimulus is being given the ch cigar industry at the present time the prospective holiday trade. The flux of Christmas orders will soon arriving and will serve to bolster the waning trade over the fore part the winter season at least. The sm cigar manufacturer in Lancaster cou has become almost extinct, and most the factories employing only a few cig makers each, have closed their do All of the hands released by the clos of these numerous small plants have b absorbed by the factories of the big c cerns which operate in the cou These factories have been taking additional labor for some time, wh would serve to indicate, perhaps, t the cigar business is not on the decl as much as some of the more pessim tic soothsayers would have us believe KEYSTONE.

York County News

YORK, Pa., August 7.—York Cou was visited last Wednesday by the co est August weather in 38 years. As th were indications of frost much conc was felt by growers for the 1923 toba crop, of which there are about 2, acres. An investigation has revealed t the frost was confined almost entirely the lowlands of the county and the bacco crop has suffered no injury.

C. O. Meads, of Red Lion, the wh sale tobacco packer, who only recen made several tours of the tobacco gr ing section of the county and inspec the crop, states that this year there approximately 300 acres more plan than last year. In 1922 there were 1, acres.

York County has not yet gone back it pre-World War record in raising bacco. Prior to our overseas cont versy, between 3,500 and 4,000 acres w set out in tobacco. Many of the far ers reduced their tobacco acreage raised vegetables in larger quanti which were disposed of to the canner

Since there is not the same incentive intensive raising of vegetables and w promise of better return from the rais of tobacco, it is likely that the Y County farmer will turn to increased p duction of that crop.

The 1923 tobacco has really just star in recent weeks to grow properly. account of unusually dry weather, farmers were late in setting out plants. The lack of rain hindered progress of the plants. Recent rains h brought about the growth, howev which had been retarded by the drou and the tobacco looks as good in field as it has for years.

D. DREUX, Inc.
Successors to Wm. Quanjer, Inc.
Importers of Sumatra and Java Tobacco
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GROWERS, PACKERS & EXPORTERS OF
Porto Rican Tobacco
P. O. Box 113, Aibonito, Porto Rico
Plantations at La Plata, Aibonito

Danger of Frost

cise of the danger of frost, the county tobacco crop will have to u before October 1. If there were rcs, it could continue to grow until sias. As a consequence the tobacco lve to be cut before it has fully e It may as a result have a n taste and tint. It will hardly i for binders. It is a question h it can be used for domestic ci- is said, and the probability is rst of it will be exported.

eYork County tobacco crop in the fe years has been practically all h ed by Mr. Meads, who disposes broad. He will this year again nst, if not all, of the crop.

New Branch Factory

eSuperior Cigar Co., composed of n S. Sechrist and William C. ir, which conducts a large cigar r on West Broadway, Red Lion, ned a branch factory at Yoe, this t The firm manufactures Pay ank Note and Kalo brands. An ill be made to produce an output 00 cigars a day, and the firm will t produce high-grade 5-cent cigars. Between 40 and 50 cigarmakers will be given employment.

The factories of the Red Lion Cigar Box & Lumber Co. and the Consumers Cigar Box Co., of Red Lion, are running close to capacity.

Praises Tobacco Agency

Ramon Moran, an important grower and packer, of Manate, Porto Rico, is in New York for a few weeks' visit. Interviewed by a representative of TOBACCO, he stated that the crop was a very large one this year, and was one of the very best produced on the island. He expressed the view that many of the farmers would curtail their crops next year.

Mr. Moran praised the work of the Government of Porto Rico Tobacco Agency, and the wonderful publicity it has given to Porto Rican tobacco. He fully endorsed the forthcoming Tobacco Exposition and said that he intended to exhibit some of his own tobacco at the show. Tobacco from the Moran Vegas is being manufactured into one of the greatest selling cigars in the United States.

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Importers and Exporters of
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Packer of Porto Rican Cigar Leaf Tobacco
Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.
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MANATI, PORTO RICO

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The eldest tobacco house in Porto Rico

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NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

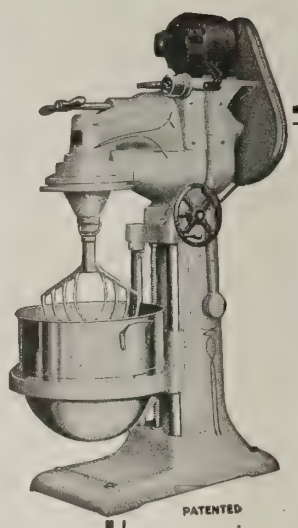
Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets ***Philadelphia, Pa.***



THE READ
PASTE MIXER

In every cigar factory, large or small, gum trag must be mixed. This operation, usually performed by hand, requires much time and labor. A Read Mixer will perform this work for you daily, giving you a much better paste as it will positively remove all lumps and then, too, it will give a larger quantity from the same amount of material than when mixed by hand.

Used in the various plants of Otto Eisenlohr & Bro. Co.

Write for further information.

READ MACHINERY CO.
YORK, PA.

SCHINASI BROS.

NATURAL

The *Original* Egyptian

CIGARETTE



...ldelphia Cigar Factories at Near Capacity

...ain of Help Being Enticed Away from Each Other—...igarmakers Seem to Be in Great Demand—Experts refer to Work on Higher Priced Goods.

...DELPHIA, Aug. 28.—It is still a ...capacity or near capacity produc... ...h the Philadelphia cigar manu... ...d. Complaints of efforts to woo ...om competitors' workshops are ...abor still is very largely in com... ...the situation and is showing its ...e by refusal to work, save on ...iest priced goods. Not so long ...iladelphia was distinguished as ...e chief center of five cent cigar ...n; the shift came onto an eight ...is, and then a ten; and now ex... ...kers are disinclined to accept ... unless they can be assured of ...25 cent work.

Making Slow Gains

...a trade is slowly improving with ...rn of vacationists, but is still ...hind what had been anticipated, ...ticularly in the north eastern ...of the city, the big textile district ... concentrated there.

...trade particularly is quiet and ...e sales run to small amounts, even ...the trend is still towards the ...rade of cigars. There are now ...e firms in the center of the city ...strongly to the smoking tobacco ...trade, but all of these report a ...atisfactory condition of business. ...e general reduction in the price ...ettes supplemented by the drastic ...h some of the price cutters are ...sales of this form of smoking are ...ge. The margin of profit, how... ...quite small.

Settlement Effected

...settlement was made during the ... the financial affairs of Abe ...an, who for some few months ... under the name of Abe and Pat, ...ice store adjoining the National ...o., at the northwest corner of ...d Market streets. The creditors ...o accept in full settlement a cash ... of a little more than 51 per cent ...es for the remainder due within ...t six months. Among the cred... ...re is commendation for the part ...by Rendleman in the settlement. ...is now associated with Benjamin ... 12th and Filbert streets.

Living in Hope

...G. H. P. Cigar Co., 3rd and ... streets, is impatiently waiting ...on of its two story warehouse ... at that place, but even more so, ...ion of the lease held by the ...s Cigar Co. on the former head... ...te and factory of the G. H. P. Co., ...ar Market street, which it pro... ...o reoccupy just as soon as pos... ...can be secured. The G. H. P. ... this new old home, for manu... ...g purposes, and for sales head... ..., but the executive offices, of ... will continue in the big factory ... at 3rd and Brown streets. Be... ...f its closeness to the Market and ...t streets ferries, the 2nd and ... street location is considered a ...sirable one from the labor point ..., many of the hands working in ...adelphia plants living in suburban ...rsey. With its score of factories ...out the State, and steadily being ...o, the G. H. P. Cigar Co., is ...mbarrassed in making immediate ...ts of El Productos and is hope... ...increasing facilities which will be ...e when these two additional ...s are ready for occupancy of ...ble to gain in production.

Making Progress

... & Pena, 1536 Columbia avenue, of which the three brothers, Frank, John and Edward Paltavull, are proprietors, are conducting an extensive publicity campaign on their three leaders, Mi Ydillo, Mi Escudo and Beldad, particularly the latter, which is being pushed because it is more readily pronounceable by the public, in the opinion of John Paltavull, who shortly will leave for Havana to buy leaf. It is only during the past year that the firm has been making direct importation of its own Havana which is combined with Sumatra and Connecticut in making up its brands.

Opening New Accounts

Many bright prospects for the fall business of the newly organized Associated Cigar Manufacturing Co., 1039 Race street, have been forecast through the results of the recent visit in the New York state and Ohio territory by George I. Watson, of the firm. Mr. Watson has just returned to headquarters with a well filled order book and plans are maturing for the opening of several large additional distributing fields immediately after Labor Day, for the firm's leaders, Rey Oma and Dependo. Both are long established brands, recently taken over by the new organization of old time tobacco men, who form the company.

Usually Busy

The busiest fortnight in its Philadelphia history is reported by the General Cigar Co., Inc., local branch, 1147 N. 4th street. There are now at work between 600 and 700 hands, engaged principally in the production of Van Dykes and Robert Burns, in standard sizes. The Superintendent of the local branch is M. Kunis.

Concentrated Production

All the manufacturing of King Perfectos is now centered in the local factory of the Kicico Cigar Co., which recently took over the entire five-story building at 9 South Bank street. Here are employed over 150 hands producing the King Perfecto in three standard sizes, all under the general management of A. N. Davis. The King Perfecto long has enjoyed a reputation in the New England territory, where for many years it was manufactured in the Hartford factory of the King Cigar Co. It is a particular favorite in the Schulte chain stores in that section.

All the production of the Natrona Tobacco Co., 419 Locust street, manufacturers of cigarette specialties, is being devoted to private trade. Before war days the Natrona Cigarettes enjoyed a large exportation trade to English territory and since the rates of exchange have been demoralized the business has been confined to local private distribution, under the direction of proprietor William S. Stevenson. Mr. Stevenson recently acquired the entire five-story building he now occupies, removing there from the old location at 16th and Sansom streets.

Box Factory on Full Time

Following the resignation of Marie Hunt, office manager of the Monroe Jarrett Sons, Randolph and Jefferson streets, cigar box manufacturers, who left on a honeymoon, Miss Christine Carsner, has been advanced to the post. The factory now is running full time and, with the new equipment just put into operation, has an output of just twice that of a year ago. Two sons of Orvis Jarrett, of the firm, Donald and Roscoe, were removed during the week from their home in Quakertown to the hospital in Sellers-



for real enjoyment

EL PRODUCTO comes in many sizes, shapes and colors—at prices from 10c to 30c—but there is only *one* El Producto standard of mildness and character.

Smokers know this and the result is that an El Producto customer is a "steady repeat" customer.

G. H. P. CIGAR CO., Inc.
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Indianapolis Branch
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Bouquet 10c Straight
Puritano Fino 13c or 2 for 25c

EL PRODUCTO

Protect that Delicate Aroma

Safeguard your cigars, cigarettes and tobacco by packing them with Diamond F Protective Papers. Good both as an inside or an outside wrapping.

Diamond-F
PROTECTIVE PAPERS

GLASSINE—is noted for its fine transparency and grease proof qualities. This paper is free from wax and is particularly adapted for the tobacco trade. It can be had in either plain or beautiful embossed sheets of various designs. Write today for samples and a quotation on an attractive protective paper that will safeguard your goods and save you spoilage losses.

Diamond-F

Diamond State Fibre Company
Bridgeport (Near Philadelphia) Pa.
In Canada: Diamond State Fibre Co. of Canada, Limited
245 Carlaw Ave., Toronto, Ont.



Five in Foil 25c.
Ten in Tin 50c.

Tins of 25 and 50 as well. Four inches of a 25c. cigar

ALSO MANUFACTURERS OF
FLOR DE MOSS LA TERESA SAY-SO

KRAUS & CO., Inc.
BALTIMORE, MD.

AMERICA'S FINEST LABELS
GOLD LEAF AND BRONZE WORK OUR SPECIALTY
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STYLE O

ville, both suffering from infected tonsils, and will have their adenoids removed.

Carlos Alvarez, who two years ago, after a return from active service with the colors in France during the Great War, joined his brother Jose Alvarez, 58 S. 2nd street, is now concentrating efforts on inside sales promotion and will remain at this post until the first of the New Year, when he will look after outside selling of Dubarry and Alvarez, the firm's special cigar brands.

Allen R. Cressman's Sons headquarters, 3rd and Spruce streets, enjoyed visits during the week from William Cohen of the Badger Tobacco Co., Milwaukee, Wis., and Max Bromberg, of the Royal Cigar & Candy Co., Newark, N. J.

James McMahon, central city representative of Bayuk Cigars, Inc., is on a vacation trip to Canada.

A charter of incorporation was granted by the State of Delaware to the John's Cigar Co., Pittsburgh, Pa., general tobacco dealers. Michael K. John is president. The capital is $25,000.

Does "Cut Out" Show Lack of Confidence in Co-op

GEORGETOWN, Ky., Aug. 25.—Scott county tobacco growers voted in favor of a motion to cut out the 1924 crop of tobacco at a meeting here this afternoon.

About 300 farmers were present at the meeting and were almost unanimously in favor of the cut-out.

Fred Aulick, county road commissioner, called the meeting to order and told the purpose of the gathering. He invited anyone present to express views on the question. Several short talks were made in favor of the cut-out of the 1924 crop.

A. L. Ferguson, who has been investigating the situation, stated that there was only 36,000,000 pounds of last year's crop unsold and that this did not point to an over supply. He urged the farmers to defer action until a later date. Mr. Ferguson stated "We control this situation and we mean to maintain the price of Burley tobacco so that we can make a living out of it."

Some discussion followed, after which a motion was made that "The sentiment of the Scott county growers is in favor of a cut-out of 1924 crop." Almost every man in the large crowd in attendance voted in favor of the motion. Beyond the passing of this motion no definite action was taken at this meeting.

Surveys Southern Crops

F. M. Arguimbau, of the American Sumatra Tobacco Co., is surveying the Florida and Georgia crops, and is highly pleased with the outlook in the two southern states.

The "Demuth Bruyére"

When William Demuth opened a small shop in Liberty street, New York, in 1862, it was his one and only thought to perfect the finest pipe in the world, giving it his name. This thought guided and inspired the Demuth organization throughout its growth to the world's largest makers of fine pipes—to perfect the finest—and, as the result of their untiring efforts, the trade will soon see the "Demuth Bruyére," the supreme achievement in the pipe-making industry.

When pipes were gaudily mounted pipe whose beauty would rest in its graceful, delicately-balanced line and simple, yet dignified, design—its worth would be vested in the perfect quality of its materials and the skill and artistry used in its manufacture.

Now, it is no uncommon sight to see a gentleman resting comfortably in his favorite chair at the club with his pipe. One can see men smoking pipes in the most elite hotel lobbies, in exclusive clubs, and on fashionable avenues. The pipe that appears in such surroundings must be dignified and beautiful in appearance, as well as serviceable.



© R. Gorbold — Courtesy of "The Cunarder"

They smoke white cigars in Burma—big ones! The women of Burma gossip over a huge white cheroot much in the same way as American girls share a box of chocolates.

with heavy and ornamental metal trimmings, Mr. Demuth visualized as the ideal pipe a plain, unadorned briar with graceful lines of the simplest possible construction.

In those days it was considered bad form to smoke a pipe on the street or in any public gathering. Mr. Demuth foresaw that with the elimination of this prejudice against smoking a pipe in public, there would develop a demand for a

While this change was taking place, the briar pipe in the Demuth factory underwent an evolution and in the WDC Milano, which has been on the market for the past eight years, the Demuth organization produced a pipe such as William Demuth originally conceived. However, the ideal of perfection was so indelibly engraved on the minds of the master craftsmen at Richmond Hill that they would not admit to themselves that they had yet produced absolutely he est. To less exacting standa s, WDC Milano appears to be the sma pipe craft. But for the past fe ye a few of the most skillful artisa ur the capable guidance of the pres t g eration of the Demuth family c tin their untiring search for the tin finest—and the result is a pipe mi by the name of the idealist who c ce it 62 years ago—"Demuth Bruy é" finest.

The bowl of the new "Demu Br ére" is made from age-mello i thoroughly seasoned genuine Ita briar. It is subjected to the clos , m careful examination, and if foun o c tain the slightest, minutest kind f is discarded. Another and an er picked until a worthy piece is fou . T is then put through the finest nd workmanship until a perfect bow ; m eled. Master craftsmen fashion id ish it, and to it they fit a carefull ur hand-cut vulcanite bit, each bit c to proper length to form a perfect lla

Time is not considered an ele ent the making of a "Demuth E yér Quantity production is neither les nor possible. The only specific ion an ideal perfection. The resul of this painstaking effort is an ra- pipe, a pleasure to manufacture, pr lege to sell and a joy to smoke.

Owensboro Outloo

OWENSBORO, Ky., Aug. 25.—W g weather the outlook for the toba c seems much better than it did w ago, and the spread of wildfire a ot plant troubles has not been as eat feared. Cutting is getting we un way and with good weather ne w will be rapidly pushed.—J. S. Pi on

Confers With Home Cic

Thomas Holzman, Pennsylvan rep sentative of Joseph Holzman, 18 W street, traveled to New York la we to confer with his home office. H ma his headquarters in Lancaster, P

An Enjoyable Vaca on

Joseph Cullman, Jr., of Cullm B Inc., who is spending an enjoyat va tion at Belgrade Lake, Maine, re rns town on September 12.

On a Northern Tou

Stewart Mosher, of Herzog & ar is making a tour of the New ngl and Canadian factories and is ok some good orders.

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Legal Lore

Latest New Law on the Right of Jobbers' Association to Interfere with Co-operative Buying

There is some new law on the right of wholesalers' association to interfere with the getting of goods by retailers' co-operative buying organizations and by the retailers. In accord with my effort to keep the readers of these articles currently informed upon such matters, I note and discuss it here.

This was the case brought by the Federal Trade Commission against the Southern Hardware Jobbers' Association for unfair competition. The members of this organization did 90 per cent. of all the Southern hardware business, no straight retailer could join and no retailers' co-operative buying exchange. A combined jobber and retailer could join, however, if his wholesale sales were as much as 75 per cent. of his total. The fee, however, had to be not less than $5000 yearly and the business must have at least $75,000 capital.

An Organized Boycott

The members of this association didn't like in manufacturers selling retailers, retailers' co-operative buying organizations, and they set up an organized boycott against any manufacturer who did it. As the Federal Trade Commission put it in the original complaint:

"It is the policy of members of the jobbers' association to refuse to buy from manufacturers who sell to customers who do not conform to the distribution policy approved by the jobbers' association" (that is, manufacturer-to-jobber-to-retailer-to-consumer), and that "the jobbers' association furnished to the manufacturers' association and its members lists of so-called regular jobbers and wholesalers in the territory mentioned, and notified the that named jobbers or wholesalers in that territory, including the Co-operative Association and the American Purchasing Co. (the last two were retailers' co-operative buying organizations.—E. J.) did not conform to the policy approved by the jobbers' association. By such means manufacturers were warned that the jobbers' association not to trade or deal with objectionable wholesalers or jobbers on the same terms accorded to so-called regular jobbers or wholesalers on pain of losing the trade or patronage of members of the jobbers' association."

The Commission's Finding

The Federal Trade Commission found this to be unwarranted interference with business and convicted the Southern Hardware Jobbers' Association of unfair competition. The association appealed to the United States Circuit Court of Appeals, which has just handed down its decision affirming the Commission, somewhat which appeal courts are not given to doing for some reason. I have a copy of the decision before me and present the following extracts from it:

"A result of a hardware manufacturer conforming to the policy approved by the jobbers' association is that one who is only a retailer cannot buy hardware directly or indirectly, or in co-operation with other such retailers, from such manufacturer on the same terms as are accorded to retailers who are members of the jobbers' association, though such retailer buys in what, as between the manufacturers and jobbers or wholesalers, are recognized as wholesale quantities. A consequence of the success of the policy approved by the jobbers' association is to impair the ability of jobbers or wholesalers who share with dealers who are exclusively retailers, to whom they sell, the profits realized on such sales, to compete with jobbers or wholesalers who retain the profits realized on sales made by them to such retailers, as jobbers or wholesalers so sharing their profits with buyers who sell only at retail, cannot buy hardware from the manufacturer at jobbers' prices and terms.

"The circumstances attending the furnishing to hardware manufacturers of lists of members of the jobbers' association and the giving of notice to such manufacturers that named dealers were irregular and not entitled to be treated as legitimate wholesalers, were such that it could properly be inferred that those acts were intended to have, and had, the effect of warnings to the manufacturers against selling on usual wholesale terms to dealers who were not members of the jobbers' association or who were so charged with non-compliance with the policy of that association.

"There was evidence tending to prove that the petitioners combined and co-operated to keep manufacturers willing to do so from selling their products at wholesale prices and terms to the Co-operative Association and the American Purchasing Co., and to obstruct and prevent those concerns from competing as jobbers or wholesalers in territory sought to be approved by the jobbers' association and dealers conforming to the method of doing business which was approved by that association. That evidence warranted the conclusion that what the petitioners did to thwart the success of the Co-operative Association and the American Purchasing Co. went beyond each of the petitioners asserting and seeking to enforce its or his individual view as to business policies or methods, and amounted to co-operation between them in furtherance of a common purpose to prevent hardware manufacturers selling without price discrimination to exclusively retail dealers or organizations buying for such retailers on terms which effect a saving to retailers of all or part of the profit which regular wholesalers or jobbers retain, with the result of requiring such retailers to get hardware only through the self-styled legitimate wholesalers or jobbers.

"The success of the concerted action in which the petitioners participated meant the monopolizing of the wholesale hardware trade in an extensive territory by members of the jobbers' association and dealers conforming to the above-mentioned policy, and also meant the exclusion of hardware retailers in that territory from sources of supply available to wholesalers unless they combined wholesaling and retailing in that particular way which was approved by the jobbers' association. We are of the opinion that such concerted action involved restraint of interstate trade, and is a proper subject of a Federal Trade Commission order to cease and desist."

I have no doubt the Hardware Association will appeal to the United States Supreme Court, but in this case I believe the decision will be affirmed. It is one thing for a manufacturer on his own initiative and for his own reasons to refuse to sell co-operative buying organizations on the same terms as jobbers. The United States Court of Appeals upheld the Mennen Co. in the right to do that. But it is a very different thing for a number of jobbers to get together, order a manufacturer not to sell a co-operative buying organizations solely for the benefit of the jobber, and concertedly boycott him if he refuses to comply. The latter is, in my judgment, grossly illegal, and I predict that the Supreme Court will hold to that effect with the United States Circuit Court of Appeals.—*Copyright*, 1923, *by Elton J. Buckley.*



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Sales on the Carolina Markets

DANVILLE, Va., Aug. 21.—Sales in South Carolina have been very heavy for the past week, having sold to date about 18,000,000 pounds on the loose leaf floors at an average of 22½ cents. The Co-ops have probably received from 3,000,000 to 4,000,000 pounds to date.

The crop is of fair quality, but more on the domestic side, although there is a fair quantity of the better grades showing up that will be suitable for export trade. These grades are practically at the same prices prevailing last year, but the common to medium tobaccos are higher than they have been for some time. Prices continue firm on all grades.

Eastern Carolina

The crop in Eastern California for the past two weeks has gone back considerably and indications are that we will have a larger amount of common tobaccos than was anticipated.

Recent heavy rains have caused most of the tobacco to take the second growth and the farmers are having considerable trouble in curing this tobacco bright.

Conservative estimates are now being made that Eastern California will sell from 50,000,000 to 75,000,000 pounds more tobacco than last year and the crop as a whole will be of fair quality.

Old Belt

The crop in the Old Belt has improved considerably and we now look for a crop of very fair quality and almost equal quantity to last year.

On account of unusual weather conditions—that is, very dry in the beginning with excessive rains during the past two weeks, the crop is much later than usual, and is expected to furnish a considerable amount of rough, heavy bodied tobacco. However, we expect the crop as a whole to show up fairly well and to furnish tobaccos of cigarette types suitable for both domestic and export trade. —DIBRELL BROTHERS.

South African Tobacco

(*Continued from page 66*)

of South African tobacco, 1,500,000 pounds of Rhodesian, and only 211,307 pounds of imported tobacco.

"In 1913 the total imports of raw tobacco into South Africa amounted to 1,033,910 pounds, of which 592,654 pounds came from the United States, 306,295 pounds from Portuguese East Africa, and 106,587 pounds from Turkey. In 1921 only 217,638 pounds of raw tobacco was imported, of which 91,161 pounds came from the United States, 36,688 pounds from Portuguese East Africa, 80,989 pounds from other British possessions in South Africa, and 1,751 pounds from Turkey. During this same year 2,378,603 pounds of Rhodesian tobacco were brought into the Union.

"The full amount of tobacco which can be consumed within South Africa is now being produced, and if the output increases oversea markets must be found. Although the production of Nyasaland tobacco is as yet relatively small, the 1922 exports amounting to 6,320,808 pounds, there is reason for some apprehension as to its competition with American cigarette tobaccos in the United Kingdom."—LAMM.

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A WEEKLY TRADE REVIEW

ESTABLISHED 1886

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isconsin Tobacco Sales Continue To Be Active

ying of Northern Keeps Up in Rather Stiff Shape—Supply and Demand Holding Center of Attraction—Contract Books a Part of Every Buyer's Kit—Poolers Are Restive.

DGERTON, Wis., Sept. 2.—The buying he north keeps up in rather stiff shape. ere the ratio between old man supply . finicky miss demand is altogether asing to the grower of the independent eage. It is being diligently searched there by numerous buyers, and it is afe bet, that all the independent supply binders will be contracted for before balance of the northern crop will be ng up in the sheds.

he buyers from practically every large rator's staff are carrying contract ks in their pockets, and the weed is idly changing hands when a suitable id of it is found. Traditional caution other years has sometimes been abanied by this year's buyers. Many of m have run rather long chances on at the weather of the next few days l do to many of the dry weather crops, say nothing of risking the ravages of st.

Getting Second Growth

The northern fields, it is true, have rted along in fine shape since the rains recent date. Much of the tobacco, wever, was ripening while enduring the ught. Many times tobacco ripe, or ening, will start to grow again with ntiful rain, especially after a long, ere dry spell. Oftentimes, it will not n out to be the binders expected, after h an unusual process. Many crops alst ready to harvest have been more med than benefited by rain at that e.

The weather the past two weeks has n fine. The days have warmed up in e shape, with plenty of moisture. The hts are rather cool, and if continued, y have a tendency to thicken up some the thinnest fields of binders.

Bumper Crop Likely in Southern Section

n the south, the crop is rapidly evenir up, and is going to be a bumper one. ere has been no hail, no worms, nor sshoppers, nor any wind damage to e, and plenty of binders are assured everyone. Should the weather remain orable for two more weeks, the bigt crop in years of southern binders of lly fancy quality, will be harvested. ny crops will compare well with the st northern grown in the state this r.

Dodging Dockage

Buying in the south is steadily keepr up in its original volume. Several cy fields have been contracted for und Orfordville at prices ranging as h as 25 cents and 5 cents. This is olutely authentic. Around Rockdale, mbridge, and De Forest, in Dane coun a couple of fields have reached as h as 25 cents, it is reported. The k of the crops bought have been ice ones, and the prevailing prices ve been around twenty cents, with ne few crafty growers, afraid of conct clauses, getting fifteen and sixteen cents straight, thereby removing all possible causes of dockage at delivery time.

Looking for Minnesota Tobacco

With prices well in the twenties in the south, and averaging about thirty in the north, many canny buyers have drifted over the river in Minnesota to scour the scattered fields there. The news was there ahead of them, however, and a flock of buyers are busily engaged relieving the growers there of the weed at equally stiff prices, at this writing.

All this is setting a pace distressingly fast for the ever heckled pool. With an easy eight thousand case packing of the '22 left, the independent farmers are getting prices ominously high. It is making the pooled farmers mill around like a bunch of restive steers. The astonishing amount of independent acreage is being everywhere pecked at with most attractive offers. They all have seen many a high market disappear overnight. The long, laborious process of pooled grading, and tedious selling reveals to them a dreary expanse of months and months of waiting for their market to furnish action. They all keenly suffer from acute impatience, and fear as they ponder the possibilities of what might happen to the market between now and next March. Also many fear a large carryover of the '23, and the possibility of their crops being one of them to be packed.

Serious Explosion May Occur

Also, there is much reason to believe that the pool directorate is facing a critical outlook largely caused by the copious supply of southern binders. If they are forced to grade a large percentage of their good tobacco as stemming to sell it, there will be a resultant explosion from their grower ranks that will be difficult to weather. If it is packed, the discontent will be slower in drawing to a head, but destructive when it does become volcanic. Certain it is, that the independent end of the crop is going to go a long ways toward furnishing most of the buyers their needs, and they know it. How much of a storm they are going to face is going to depend a great deal on the attitude of certain of the big buyers, and who they buy their tobacco from.

Clayton Hubbell, Roy Hopkins, R. B. McIntosh, Ed. Sweeney and W. Dickenson combined business and pleasure at the State Fair last week.

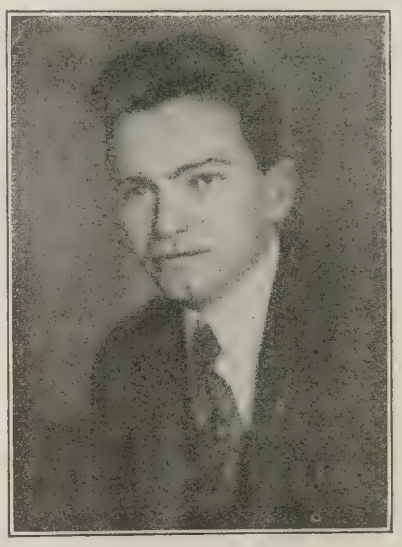
Selmar Neprud was in charge of a very attractive exhibit made by the pool at the fair. It was a fine showing, and was heavily patronized by the farmers from the tobacco growing districts of the state. —BADGER.

Wisconsin Pool's General Managership

The news that C. A. Hoen was not re-elected general manager of the Pool came like a surprise, and to many like a shock. While rumors were abroad that such a move was contemplated. It was not credited among the Pool members. No successor has been selected; in fact, there is no immediate rush to find a man to fill the vacancy. Mr. Hoen's integrity and honesty made him a trusted man among the rank and file of the members of the organization. Officially it is given out for public consumption that Mr. Hoen resigned, and that economy in the conduct of the Pool business prompted the move. Mr. Hoen has not signified what his future plans are.—*Edgerton (Wis.) Reporter.*

Vazquez Re-Appointed Porto Rican Agent

Announcement is made by the Government of Porto Rico Tobacco Guarantee Agency, 136 Water street, N. Y., that J. F. Vázquez has been re-appointed manager. Mr. Vázquez originally organ-



J. F. VASQUEZ
Manager of the Government of Porto Rico Tobacco Guarantee Agency

ized the Agency in 1921 and held the managership until 1922.

Mr. Vázquez is a practical tobacco man, having lived most of his life in the tobacco regions of Porto Rico.

Mr. Vázquez has seen about thirteen years' service with the Government of Porto Rico. He started as an Internal Revenue Agent, working his way up to the position of Chief of the Bureau of Internal Revenue.

In 1921 the Porto Rican Legislature passed a bill creating a New York Tobacco Agency and inaugurating a system of inspection of tobacco, guaranteeing the source thereof by means of Government stamps. These stamps have tendered to lessen the adulteration of Porto Rican tobacco, formerly very prevalent.

Leaf Exporters' Opportunity

The American Chamber of Commerce in France announces that a firm at Marseilles desires to get into touch with American leaf tobacco exporters interested in the East and West African markets. Further information can be obtained by communicating with F. 2592, American Chamber of Commerce in France, 32 Rue Taitbout, Paris.

Angier B. Duke Meets Death by Drowning

GREENWICH, Conn., Sept. 3.—Angier Buchanan Duke was drowned early this morning when the small boat in which he was embarking from the Indian Harbor Yacht Club pier for his yacht capsized. Mr. Duke was the son of Benjamin N. Duke, wealthy tobacco man. He was thirty-nine years old.

Mr. Duke was one of a party of six who arrived by automobile after an evening at Manursing Island, bound for his yacht, the *Althea*. They were met at the dock by a member of the crew in a rowboat. The three women and two men with him entered the boat, and Mr. Duke started to follow. In some way as he stepped down the boat was capsized. All were thrown into the water.

Was Knocked Unconscious

When the dripping group was hauled out upon the dock it was discovered the host was missing. Men dived into the water to search for him; others grappled with boat-hooks, but his body was not found until seven hours later. It is believed he was knocked unconscious when his head struck against the boat's gunwale.

* * *

Angier Buchanan Duke was born December 8, 1884, at Durham, N. C., the son of Benjamin and Sarah Angier Duke. His family has been widely identified with the development of tobacco in this country, his father having been for many years treasurer of the American Tobacco Co. Angier Duke was a nephew of James B. Duke, well known in this city and president of the British-American Tobacco Co. His paternal descent was Scotch-Irish, his maternal French.

Angier Duke was graduated in 1905 from Trinity College, Raleigh, N. C., which institution had been endowed by his grandfather, Washington Duke, and in 1914 by his immediate family for $300,000. He entered on his business career in Durham as treasurer of the Durham and Southern Railroad Company, of which he was still a director at the time of his death. In 1908 he came to New York, and from that time has been engaged in numerous large business enterprises in this city and throughout the South. His offices were at 511 Fifth avenue.

Among his directorships were those in the Durham Hotel Co. and the Durham Realty Corporation, of which he was also president; in the Erwin Cotton Mills Co. and the Fidelity Bank, both of Durham. At one time, prior to 1916, he was interested in the Standard Pure Food Stores and the Certified Farms Co., Inc., of which he was also a director. He was many times a millionaire. His clubs were the Racquet and Tennis, the Knollwood Country, the Sleepy Hollow Country and the Automobile Club of America.

Hollingsworth Gets Store in Tribune Building

Herbert McLean Purdy & Co. leased in the Tribune Building, 154 Nassau street, a store in the Nassau street frontage to William A. Hollingsworth, now operating a chain of cigar and tobacco stores, at an aggregate rental of $100,000. This will enable Mr. Hollingsworth to estab-

lish a cigar store in another location where traffic is unusually heavy. After the necessary alterations have been made, Mr. Hollingsworth will install a most completely equipped shop.

Congressman Cantrill of Kentucky Dies

LEXINGTON, KY., Sept. 2.—J. Campbell Cantrill, congressman from the Seventh Kentucky district, author of the Cantrill tobacco census law and democratic nominee for Governor in the 1923 election, died at a Louisville hospital this morning at 6.30 o'clock.

Mr. Cantrill was a tobacco grower on a large scale himself, owning half a dozen farms. He took part in every campaign to organize the tobacco growers and at one time was president of the Society of Equity in Kentucky.

The Cantrill law, which he piloted successfully through Congress, requires manufacturers and dealers to report quarterly the amount of leaf tobacco in their hands.

Mr. Cantrill had been in Congress for fourteen years and had been elected without opposition for another term, which would have expired March 4, 1925. He was nominated for Governor August 4 in a close contest with Congressman A. W. Barkley, of Paducah, winning by about 9,000 votes.

Mrs. Cantrill, who was Mrs. Ethel Gist Ripy before her marriage to the congressman in 1918, and a son, James E. Cantrill, of Washington, survive him.

"Kicking and Pawing"

CLARKSVILLE, Tenn., Sept. 1.—A successful campaign for new members of the Dark Tobacco Growers' Co-operative Association in Montgomery county is forecast on reports of delegates from the civil district contact locals to the meeting of the central county local at the courthouse here. Many of the local representatives said that a number of non-members in their districts had already signed. The locals are summing up the unpooled acreage in their districts, dividing the names of the farmers among the members, and already a personal contact canvass has begun in a number of the districts.

Two or more district local representatives complained of "kicking and pawing" on the inside of the association, which they declared is doing the organization more harm than all the outside criticism.

Laurin Edmondson, local assistant in the Field Service Department, urged the members to attend the meetings of the district locals, assuring them that they will find something of interest in the matter of facts and figures they want to know. He reported that fourteen district locals are now functioning and that he finds feeling is rapidly becoming favorable in all sections. He advocated a stronger membership, saying that it is imperative, in order that the organization may control the price of tobacco.

"Put up your hammers, love one another more and stick together," was the advice given the farmers by Judge John T. Cunningham and George Fort, leading supporters of the organization. They expressed approval of the officials of the organization and told the members that no better men can be found.

Burley Association Notes

LEXINGTON, Ky., Sept. 1.—The receipt of 393 contracts the past week increased the membership of the Burley Tobacco Growers' Co-operative Association to 89,557, according to a statement given out by Chief William Collins, of the field service division of the association. Most of these contracts are from the newly-opened territory in Missouri and east Tennessee.

President and General Manager James C. Stone returned today from Missouri, where he spoke at Weston to the growers of tobacco in Platte county and at Sedalia before the Missouri Farmers' Association. Mr. Stone said the Missouri growers were enthusiastic over the new plan of selling tobacco. Two of the largest growers in Platte county signed while he was at Weston and it is expected that the action of these men will bring in many of the outsiders who have been hesitating about joining the co-operative.

Albert T. Day, of Lexington, and J. D. Baxter, of Mercer county, who were among the Kentuckians leading in the sign-up campaign in Tennessee, will return to east Tennessee the coming week and remain until the sign-up campaign is concluded. In Washington county, in spite of a hard fight made by speculative interests and the East Tennessee Tobacco Growers' Association, which proposes to continue the old warehouse method of selling, considerable progress has been made by the co-operative, under the lead of Colonel Charles B. Rogan and Major J. W. Weeks.

President Stone spoke Saturday at Williamstown to a great crowd of growers. Director of Warehouses Ralph M. Barker, who addressed the Jefferson County Farm Bureau at Fern Creek Friday, spoke at Hardinsburg today to another large crowd.

Internal Revenue Taxes in 1922-3 and 1913-23

WASHINGTON, D. C., Sept. 4—The total collections of internal revenue taxes from all sources collected for the fiscal year ending June 30, 1923, was $2,621,745,227.57 as compared with $3,197,451,083.00 collected in the fiscal year ending June 30, 1922, according to the preliminary statement made public yesterday by the Commissioner of Internal Revenue for the fiscal year ending June 30, 1923. This is a decrease in tax collections for this year of $575,705,855.43.

Taxes collected on cigars, cigarettes and tobacco for the fiscal year ending June 30, 1923 totalled $308,010,533.82 according to the report as compared with $269,771,109.63 for the same period of last year. The detailed figures are as follows:

Title VII.—Tax on cigars, tobacco and manufactures thereof:

Sources of revenue.	1922	1923
Cigars	45,152,102.05	48,137,580.62
Cigarettes	150,245,992.81	182,715,735.93
Tobacco	66,341,838.88	68,857,707.29
Snuff	6,947,630.94	7,175,216.54
Cigarette papers and tubes	1,001,509.93	1,095,996.74
Miscellaneous collections relating to tobacco	82,035.02	28,296.70
Total	269,771,109.63	308,010,533.82

Further detailed tobacco tax figures are given in the report as follows:

Objects of taxation.	1922	1923	Increase (+) or decrease (—).
Tobacco:			
Cigars (large)	44,183,575.34	47,272,570.61	+3,088,995.27
Cigars (small)	968,526.71	865,010.01	—103,516.70
Cigarettes (large)	118,478.19	130,929.10	+12,450.91
Cigarettes (small)	150,127,514.62	182,584.806.83	+32,457,292.21
Snuff of all descriptions	6,947,630.94	7,175,216.54	+227,585.60
Tobacco, chewing and smoking	66,341,838.88	68,857,707.29	+2,515,868.41
Cigarette papers and tubes	1,001,509.93	1,095,996.74	+94,486.81
Manufacturers of cigars, cigarettes, and tobacco (Special taxes)	988,274.81	1,004,517.02	+16,242.21
Miscellaneous collections relating to tobacco	82,035.02	28,296.70	—53,738.32
	270,759,384.44	309,015,050.84	+38,255,666.40

Tax collections in the Philippine Islands and Porto Rico on tobacco products are given as follows:

Internal Revenue Tax on Products from Philippine Islands, Fiscal Years 1922 and 1923, by Objects of Taxation.

Articles taxed	1922	1923	Increase (+) or decrease (—).
Cigars (large)	$455,740.45	$953,075.32	+$497,334.87
Cigarettes (large)	77.04	33.48	—43.56
Cigarettes (small)	2,097.36	4,458.95	+2,361.59
Manufactured tobacco	432.59	648.95	+216.36
Stamp sales (documentary)	1,696.00	2,421.00	+725.00
Total	460,043.44	960,637.70	+500,594.26

Internal Revenue Tax on Products from Porto Rico, Fiscal Years 1922 and 1923, by Objects of Taxation.

Articles taxed	1922	1923	Increase (+) or decrease (—).
Distilled spirits (nonbeverage)	$18,224.58	$9,214.26	—$9,010.32
Cigars (large)	844,878.82	968,145.69	+123,266.87
Cigars (small)	18,613.65	25,428.00	+6,814.35
Cigarettes (large)	1,944.00	2,768.40	+824.40
Cigarettes (small)	1,110.00	1,208.91	+98.91
Stamp sales (documentary)	431.55	764.34	+332.79
	885,202.60	1,007,529.60	+122,327.00

Withdrawals Tax Paid for Consumption of Manufactured Tobacco Products, Fiscal Years 1913-1923

Fiscal year.	Cigars Number	Cigarettes Number	Tobacco chewing and smoking. Pounds	Snuff Pounds
1913	8,732,815,703	14,294,895,471	404,362,620	33,209,468
1914	8,707,625,230	16,427,086,016	412,505,213	32,766,741
1915	8,030,385,603	16,756,179,973	402,474,245	29,839,074
1916	8,337,720,530	21,087,757,078	417,235,928	33,170,680
1917	9,216,901,113	30,529,193,538	445,763,206	35,377,751
1918	8,731,919,141	36,959,334,804	417,647,509	35,036,561
1919	7,899,407,423	38,104,738,310	376,959,091	34,895,173
1920	8,966,028,022	50,448,541,689	414,877,746	38,605,173
1921	7,822,534,617	45,065,323,004	329,611,871	32,196,676
1922	7,266,868,812	50,058,250,357	368,563,368	38,597,950
1923	7,704,694,199	60,878,295,907	382,539,213	39,862,314
Total	91,416,900,393	380,609,596,147	4,372,540,010	383,557,561

H. S. McGiffin Resigns

H. S. McGiffin, for more than fourteen years manager of the Wisconsin leaf tobacco department of the American Cigar Co., has tendered his resignation to take effect October 1. Mr. McGiffin has been associated with the Harper Leaf Tobacco Co., of Tomah, Wis., for some time past, and his resignation is due to his desire to give more attention to that business. The Harper Leaf Tobacco Co. has been doing a constantly expanding business, numbering some of the best known cigar factories among its customers, and in view of Mr. McGiffin's undivided attention to the business will undoubtedly show greater expansion in the near future. —*Edgerton (Wis.) Reporter.*

St. Louis Trade Topics

Dealers in Good Humor

ST. LOUIS, Mo., Sept. 2.—The cigar and tobacco trade continues good. Every reputable brand of cigars and tobacco, is in good demand—as well as some not so choice—so retailers and wholesalers are in pretty good humor.

Local employes and traveling representatives are getting back from their vacations and are at their various "gathering places" discussing business. There is a general feeling of optimism prevailing among them. They predict a good trade this fall and winter.

Wearing His Laurels Modestly

Walter F. Riley, secretary of the Ch P. Stanley Cigar Co., is a golf enthusiast and is some player, for he won the golf championship of the Century Club recently. He had to be some player to do that. In honor of his victory, he gave a dinner on the roof garden of a leading hotel and the toastmaster of the occasion was Leo Hayman, manager of one of the company's local stores.

Arthur Holthaus, formerly with the Fuelscher Cigar Co., has identified himself with the selling end of the F. R. R. Mercantile Cigar Co.

Fred P. Baldwin, representing Gradiaz, Annis & Co., and the Mendelson Co., who has been exploiting the cigars of those two high grade manufacturers in southern Illinois, is back at his headquarters in St. Louis.

Report Good Business

Abe Levy, traveling for the Wm. Stickney Cigar Co., in southern Missouri, W. R. Kaps, of the Ruy Suazrez Co., and a number of others who have been covering their respective territories, have been in and report good business.

Recent visitors here have been W. McCarthy and A. J. Gebert of the McCarthy-Gebert Co., and George E. Lewis of the American Cigar Co., dropped in a few days ago, for a few days visit to the local customers.

Notable Window Displays

Some attractive window displays recently seen here, have been the La Palma by Wm. A. Stickney Cigar Co.; Perfecto Garcia by Moss & Lowenhaupt, and Flor de Melba by the Stickney-Hoelscher Cigar Co.

New Jobbing Firm Making Progress

KNOXVILLE, Tenn., Sept. 1.—As wholesale distributor of cigars, the A. S. Nichols Co., which recently bought out the Zimmerman-Gregory Cigar Co., 311 North Gay street, is rapidly becoming one of the leading firms of its kind in the city. The company has made rapid progress in the short space of time it has been in business here, and additional territory will be shortly opened. It now covers a large portion of east Tennessee and its salesmen have been busy booking orders for the popular brands handled by the company.

A. S. Nichols, head of the firm, was postmaster at Dandridge under the Wilson administration. He is well known in this section of east Tennessee. He took control of the local company on July 1 and has inaugurated many new and progressive policies, under which his firm has steadily expanded.

Advises Against Joining Burley Pool

KNOXVILLE, Tenn., Sept. 1.—The Kentucky Burley Tobacco Growers Co-operative Association has had recently a number of representatives in East Tennessee for the purpose of persuading the East Tennessee tobacco grower to dispose of the tobacco that he might raise to the Kentucky Association. We have been requested by so many to give our views on this subject that we believe it but fair to all concerned to state them publicly.

The business men of Knoxville about three and one-half years ago concluded that it would be to the best interest of East Tennessee to encourage the growth and proper culture of White Burley tobacco in about fifteen counties. The data and facts that we thought warranted the effort were gone into thoroughly with Dr. Morgan, president of the University of Tennessee and it was agreed to organize as an institution through which we could work, the East Tennessee Tobacco Association, and Dr. Morgan pledged to the association his hearty co-operation of the Tennessee Extension Division so long as it worked for the interest of the farmers, and he has kept his pledge.

The East Tennessee Tobacco Association has been and is solely supported by the public spirited men and business institutions of Knoxville. It has never, nor has anyone connected with it, received one dollar in support directly or indirectly in any tobacco business. There are over 80 of the best men in Knoxville including the presidents of practically all banks, who have and are contributing to this work. There has been in this three and one-half years $22,000 in money put into the work, all of which was contributed by the above parties, and a great deal of talent, brains and labor for which no charge has been made. This is in addition to the intelligent and dilligent work that has been done throughout this period by the representatives of the Division of Extension of the University of Tennessee. This work has extended from Bristol to Cleveland and it has been the cause of doubling in the past three years the number of tobacco growers in this territory. Hence at least half of the tobacco growers in this territory are unfamiliar with the culture, grading and marketing of tobacco. The purpose of the business men who are sponsoring the proposition, and the Division of Extension of the University of Tennessee, will be defeated unless the grower does receive the very best price possible.

We do not believe that it would be to the best interest of the tobacco growers of East Tennessee to assign their tobacco to the Kentucky Association. All tobacco districts are jealous of other tobacco districts. They feel as a district that other districts should not be opened up. This feeling has always been strong in the Kentucky Burley section. They have always resented people in other sections growing Burley tobacco. Kentucky grows from 60 to 80 per cent of the Burley tobacco in the United States, hence this association in Lexington, would always dominate the tobacco that has been assigned to it, and there is a possibility that the spirit of jealousy would be used in exercising the conditions of the contract. There is also the grave danger that we would suffer at Kentucky's hands because of their lack of information concerning the quality of our tobacco. Judge Kehoe, vice-president of the Association, frankly stated that we thought we grew better tobacco than Kentucky, but when East Tennessee tobacco was shipped to Lexington it took them two to three weeks to sell it at any price, and that the buyers were telling us it was better tobacco and paying us a bigger price in order to encourage us to grow it.

Now remember under the contract that the growers are requested to sign the grading of the tobacco is entirely up to the Association, and if the officers of the Association believe our tobacco is inferior to the Kentucky tobacco and if they believe and regard us as a menace, it would be a simple matter to stop anyone from growing tobacco who had signed the contract. They can grade any grower out in one season, and their grading is absolute. There is no appeal from it. The only thing that the grower can do is to quit growing tobacco. If they could disgust a few thousand growers in East Tennessee with growing tobacco at this stage, our industry here would be killed for a generation, whereas, on the other hand if we can carry on our work harmoniously and profitably to the grower, in eight or ten years we can be growing sixty to eighty million pounds of the very finest Burley tobacco.

The East Tennessee Burley has several distinct advantages over Kentucky Burley. Everybody knows that except the Kentuckians. We have never seen a Kentuckian that will acknowledge it and never expect to. We are 100 per cent in favor of any kind of co-operation in marketing that will get the farmer a better price for his produce. The Knoxville Fertilizer Co. has been a heavy contributor to the East Tennessee Tobacco Association. They cannot find a market for their product unless the farmer is prosperous. The farmer cannot be prosperous unless he gets a profit on his produce. The greater his profit the more prosperous he will become and the greater his purchasing power.

We believe that the system of marketing tobacco as well as all marketing systems with which we are familiar can be improved, and we are willing to work with and co-operate with the farmers in East Tennessee in working out any improvement that might be sane and applicable to the East Tennessee situation. If the tobacco growers of East Tennessee favor the identical contract that is being used by the Kentucky pool, then we say let us apply it to East Tennessee and organize an East Tennessee Association and protect our own identity and the identity of our tobacco. Let the growers of East Tennessee name the management.

We favor the Division of Extension of the University of Tennessee calling a meeting of the leading farmers who are interested in tobacco in East Tennessee for the purpose of determining just what the tobacco growers of East Tennessee desire in the way of an organization. We favor calling into that conference the best talent employed by the United States Government through the Division of Extension, and the best talent employed by the Bureau of Markets which affiliates with the Division of Extension. This would give the association an element of security that it would not have otherwise, and it would give the individual a spirit of confidence which is very essential to the success of such an institution.

The one thing that we are very positive about, is that the Association should be a Tennessee institution, and we have no apologies to make for that position. We are sure that the members would have more rights and better protection in this way, and we are sure that the tobacco would not be subordinated in this way. An association cannot be co-operative unless there is a common interest, and that common interest must predominate. There is not a predominating common interest between the Kentucky Burley district and the East Tennessee Burley district.

The tobacco market in South Carolina and Eastern Georgia has opened up a little higher than it did a year ago, and it looks as if we would have a good market this winter. We are confident that no larger percentage of growers would go into the Kentucky association in view of the above fact, and we would deem it unfortunate to have a condition brought about in our section here by the fight that would result in mud slinging and hard feeling. Hence we favor getting together immediately after this crop is housed (as soon as the farmers have time), and deciding on some definite program for East Tennessee tobacco growers, and everybody get in line and carry it out.

We have always subordinated our work to the Division of Extension of the University of Tennessee and we are willing to follow their lead and work 100 per cent any plans that they will approve.

We are ready to do our part.—EAST TENNESSEE TOBACCO ASSOCIATION. By J. H. DEAN.

Burley Tobacco Growing in Yellowstone Valley

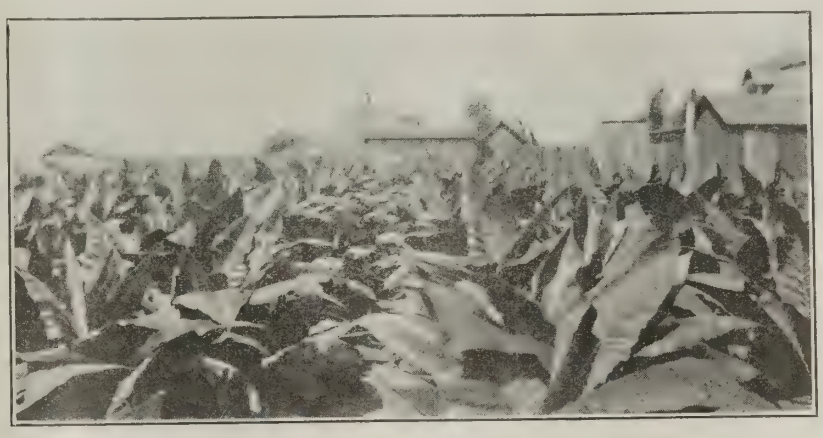
BILLINGS, Mont., Aug. 27.—Tobacco can be grown in the Yellowstone valley. The tobacco plant grows larger here and matures more quickly than it does in other leading tobacco-growing sections of the United States, and the product is equal, if not superior, in quality to that grown anywhere else.

These are the conclusions of J. W. Tucker, of Worden, in Yellowstone county, 25 miles east of Billings, a tobacco grower of 20 years' experience in Kentucky and Ohio, where he lived before coming to this State. He has experimented with tobacco for several years at Worden and this year has a field of one-twelfth of an acre, the plants of which are fully four feet high and which he estimates will yield at the rate of 1,200 to 1,500 pounds an acre, a tobacco which last year had a market value of $31 a

Another advantage in growing tobacco in this county which Mr. Tucker has found, according to his statement to the Billings *Gazette*, is the fact that so far in his experience, there have been no worms or other insect pests to bother it in the slightest.

A number of Mr. Tucker's neighbors on the Huntley irrigation project, have become interested in tobacco growing, and what may easily become a potential industry for this section of the country is this year being given a trial on a half a dozen or more irrigated farms in that section of the Yellowstone valley.

Mr. Tucker set out his tobacco plants the first of June and irrigated them once each week during June and July, but not in August. The leaves of the plants are very wide and with a very rich color, and the plants, Mr. Tucker says, will average about one-half pound of tobacco each. The land upon which he is growing it is heavy soil containing a little gumbo, but seems admirably adapted to the tobacco. He says he has never seen tobacco anywhere grow so rapidly and so large and develop and mature so quickly, and declares his belief that with proper care the crop can be made to yield a ton to the acre.



Field of white burley tobacco one-twelfth of an acre in area grown by J. W. Tucker at Worden, Mont., 25 miles east of Billings, which it is estimated will yield at the rate of 1,200 pounds to the acre. The market price of white burley tobacco is $31 a hundred pounds

Florida Crops Bought Up

MADISON, Fla., Sept. 1.—All the various crops of tobacco grown in this county have been bought up by the packers and have been delivered in a very satisfactory manner.

Practically all the first primings, or better known as sand leaves, are now worked out over the tables, and each grade has been put back in bulks for the final sweat before going into the bales. This class of wrappers are usually sold early and used early, and this year is no exception; each of the large packers here, A. E. Fraleigh Tobacco Co. and Hardee Tobacco Co., will have their sand leaves ready during the month of September. Already these firms have many requests for samples as soon as they are in bales and ready to show.

Friedman, Goldberg Tobacco Co., having sold their crop of shade tobacco, will not operate their packing house this year, but have leased the building to the Chamber of Commerce for a cotton storage warehouse, and already a few bales of cotton have been received for storage awaiting a more favorable market on which to sell, as the growers feel that the crop will be so very short the price will be better as soon as the buyers fully realize how much inroads the boll weevil has made on the growing crop.

Important Transaction

A deal of considerable magnitude was consummated here last week, by which Speight & Cantey, large packers of shade tobacco at Fowlstown, Ga., bought a half interest in what is known as the Smart Plantation of about four hundred and fifty acres of land, and they, together with A. Livingston, president of the Citizens' Bank of Madison, will grow at least twenty-five acres of shade tobacco next year. Madison county now boasts of producing shade tobacco the equal of any in the state, and a great many really prefer it to that grown in any other county of the state.

Last fall the May Tobacco Co. bought a large plantation in this county and grew, this year, thirty-three acres of shade tobacco, and following this purchase so early this season, Speight & Canty buying down here, building up an entirely new tobacco farm, causes many to wonder why these old tobacco concerns are leaving homes where they already have large interests and investing here, unless they see wonderful possibilities in what Madison county produces.

Frank W. Lloyd, of York, Pa., is here looking after the interests of the R. B. Lloyd Tobacco Co., who are large dealers in Florida tobacco. He is much pleased with what he has seen of the 1923 crops. Mr. Lloyd once lived down here in the midst of the tobacco-growing belt and he knows how and where to get the best wrappers, and he knows also that it is short-sighted business policy for any dealer or manufacturer to wait too late to secure the finest wrappers, and for that reason he is taking the Florida heat of August and September.

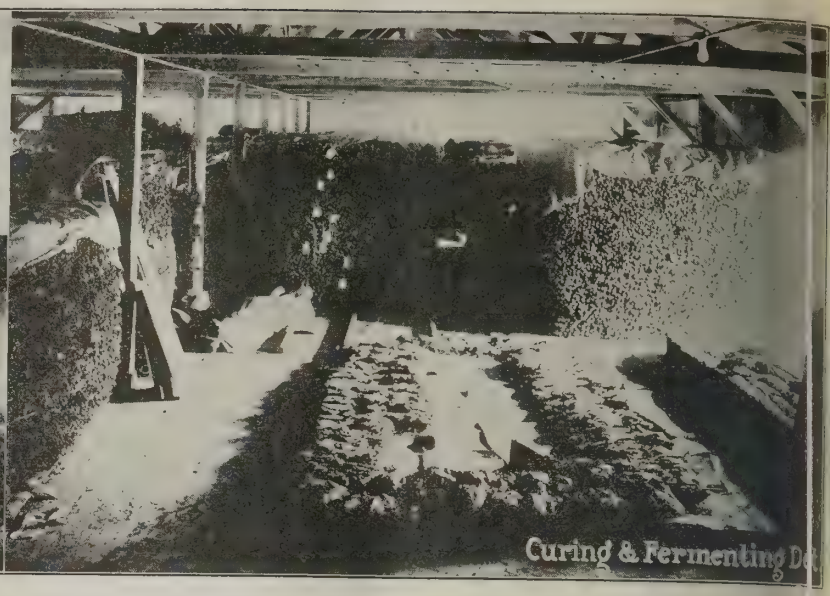
A. E. Fraleigh, of Fraleigh Tobacco Co., is home from an extended business and pleasure trip out west.

Sue 54 "Independent" Burley Members

MADISON, Ind., Sept. 1.—Considerable interest was aroused here today by the filing of suits for damages, costs and counsel fees by the Burley Tobacco Growers' Co-operative Association against 54 of its members in Jefferson county, whom it charges with violation of their signed contracts to deliver tobacco to the association.

Preparations have been made to sue probably 150 other growers at the coming fall terms of court in Switzerland county, where eight growers were sued earlier in the week, and in Jefferson county. The number of Indiana growers who violated their contract is said to be about 200 and the association's board of directors has authorized legal proceedings against all of them.


Two Warehouses


Curing & Fermenting D

PORTO RICO TOBACCO

We offer the Trade the

Choicest Porto Rico Tobacco of the 1923 Crop

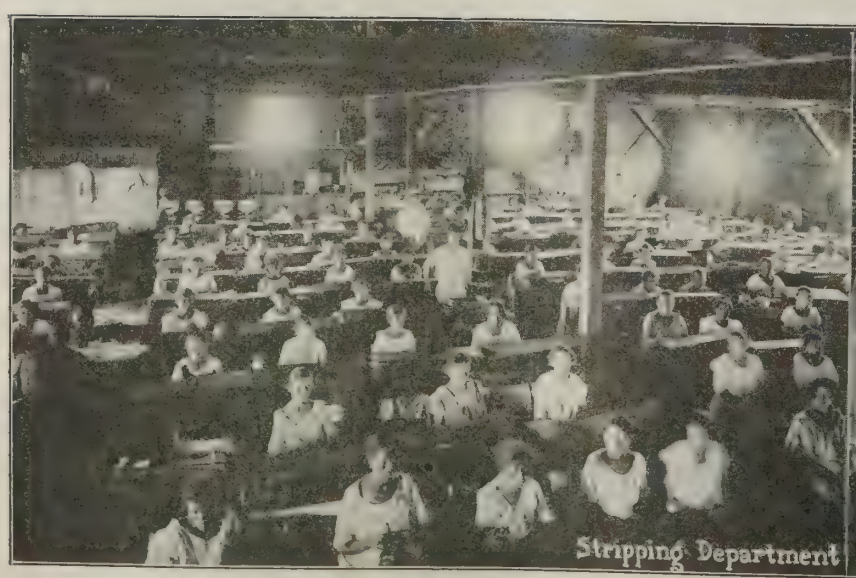
Our selections, from the Best Inland Sections, are the finest grown in a decade.

We **GUARANTEE** every parcel of our tobacco to be **100 PER CENT PORTO RICO** of the Inland Sections **ONLY.**

LEO HIRSCH

173 WATER STREET, NEW YORK

Warehouses: Martin Pena, Porto Rico


Stripping Department


Drying Department

Martin Cigar Co. to Have New Headquarters

DAVENPORT, Ia., Sept. 1.—The Ferd Eddewig building, 411 Harrison street, Davenport, will soon be the headquarters of the Martin Cigar Co., the general offices, wholesale department and commissary to be located here, it was announced by George Martin, head of the cigar concern. Approximately $10,000 will be spent by the cigar firm in new equipment for the building. Mr. Martin announced that the new offices will be ready for occupancy about September 15.

For the past ten years the wholesale department and offices of the Martin Cigar Co. have been at 116 and 118 Main street. This is one of the buildings which will be wrecked to make way for the new home of the First National Bank. The Martin commissary is now located in the old Kaiserhof Hotel building, just west of the St. James Hotel. The commissary will also be moved into the new quarters.

The long term lease will give the cigar firm the first floor and basement of the Eddewig building. The building is 35 by 155 feet. The large basement will be used by the cigar concern for storing its cigars, candies and surplus stocks and is especially adapted for the needs of the concern. Large humidors for the storing of cigars and candies will be installed here. Specially constructed humidors will be installed. New bookkeeping machines will also be purchased for the offices.

The offices and wholesale department will be located in the front part of the building, while the commissary will be located in the rear. It is planned to install all modern equipment in the commissary and make it one of the best of its kind in this section of the country. Five large signs will also be placed on the front and side of the building.

Jacob S. Semon

PHILADELPHIA, Aug. 25.—Jacob S. Semon, veteran tobacco merchant, who died at his home, 2327 North Thirteenth street, Tuesday evening, from a heart attack, was buried yesterday. Funeral services were held at Mikve Israel Beth El Emeth.

Mr. Semon was 85 years old and had been a resident of Philadelphia since 1865. He was born in Richmond, Va., and during the Civil War, served as a private messenger for "Jeff" Davis. Mr. Semon was a well-known figure in the city and his place of business was a rendezvous for many prominent men. His first store was opened in the Merchants' Hotel. He later moved to 1021 Chestnut street, where he stayed until his retirement 20 years ago.

Domestic Exports of Leaf Tobacco, Cigarettes and Smoking Tobacco During June, 1923

WASHINGTON, D. C. Aug. 25.—The following tables show the domestic exports of leaf tobacco, cigarettes and smoking tobacco during June, 1923, from the United States, by countries. The figures are subject to revision. They are as follows:

Countries	Bright flue-cured *Pounds*	Burley *Pounds*	Dark-fired & Kentucky Tennessee *Pounds*	Dark Virginia *Pounds*	Maryland & Ohio Export *Pounds*	Green River (Pryor) *Pounds*
Azores & Madeira Is.	2,370	...	...	...	...	...
Belgium	280,113	219,520	517,018	73,943	112,155	120,540
Czechoslovakia	...	...	...	100,482	...	...
Denmark	248,064	...	49,530	...	52,451	...
Esthonia	5,486	...	...	...	...	...
Finland	3,156	...	...	6,341	...	...
France	229,100	291,235	6,064,781	261,231	195,160	...
Germany	794,002	...	847,086	168,665	166,665	35,685
Italy	...	...	10,296,570	...	...	...
Malto, Gozo, etc., Is.	...	...	...	2,012	...	...
Netherlands	427,177	19,500	170,615	237,136	66,705	...
Norway	...	...	1,620	29,484	...	...
Poland & Danzig	...	...	19,520	...	...	...
Portugal	230,679	29,600	70,330	85,288	...	...
Spain	...	...	3,958,391	...	...	...
Sweden	...	...	851,090	...	...	...
Switzerland	...	...	172,255	...	...	...
England	1,019,598	...	2,464,959	273,091	...	747,673
Scotland	7,506	...	237,727	...	...	...
Ireland	70,194	...	1,208,845	9,020	...	1,343,080
Quebec & Ontario	615,710	...	10,733	16,675	8,625	...
British Honduras	...	...	2,784	...	...	...
Nicaragua	...	...	3,200	...	...	...
Panama	1,920	...	6,920	...	...	...
Mexico	1,090	9	3,000	150	...	...
Miquelon, etc., Is.	292	...	...	...	...	...
Newf'dl'd. & Lab'dor	34,595	...	15,077	...	...	...
Barbados	...	1,105	5,185	...	...	...
Jamaica	...	...	1,225	4,825	...	...
Trinidad & Tobago	86,536	...	...	...	...	...
Other Br. W. Ind.	670	...	16,018	...	...	...
Dutch West Indies	...	...	1,650	...	...	...
French West Indies	...	...	9,480	...	...	...
Haiti	805	...	74,688	...	...	...
Virgin Is. of U. S.	...	...	730	...	...	...
Argentina	...	...	39,824	1,495	...	...
Brazil	1,026	...	...	...	...	...
Chile	...	...	2,135	...	...	...
Colombia	780	...	2,300	...	...	...
British Guiana	...	...	953	...	...	...
French Guiana	...	...	4,855	...	...	...
British India	321,418	...	...	...	...	...
China	4,255,352	...	...	333,493	...	...
Japan	44,691	...	...	...	...	...
Philippine Islands	569	...	...	...	...	...
Australia	50,128	...	...	...	...	...
Belgian Kongo	...	...	1,179	...	...	...
British W. Africa	31,826	...	380,255	21,856	...	32,370
Canary Islands	...	...	96,451	6,426	...	...
Egypt	...	...	1,675	...	...	...
Algeria and Tunis	...	...	143,710	34,307	...	...
Other French Africa	1,750	...	20,195	4,500	...	...
Liberia	...	...	7,780	...	...	...
Other Portuguese Af.	...	...	4,269	...	...	...
Spanish Africa	...	...	990	...	...	...
Total quantity	8,766,607	560,969	27,787,598	1,669,950	601,761	2,279,348
Total value	$2,127,418	$96,056	$5,507,380	$501,731	$88,563	$675,288

Other Tobacco Exports

Countries	Leaf Tobacco: Cigar Leaf *Pounds*	Leaf Tobacco: Other Leaf Tobacco *Pounds*	Leaf Tobacco: Stems, Trimmings and Scrap Tobacco *Pounds*	Manufacturers of Tobacco: Cigarettes *M*	Manufacturers of Tobacco: Smoking Tobacco *Pounds*
Belgium	66,291	231,233	9,509	....	....
Czechoslovakia	....	5,132	....	....	....
Denmark	....	40	....	....	23,690
France	....	543,712	....	2,950	....
Germany	....	744,718	900,753	....	8
Gibraltar	....	....	....	50	....
Netherlands	....	94,072	106,522	....	120
Norway	....	....	....	50	1,020
Poland and Danzig	....	97,195	76,110	....	....
Portugal	....	425,627	....	....	....
Spain	....	1,768,830	....	....	....
Sweden	....	....	930,195	20	1,332
England	....	881,356	....	300	4,152
Ireland	....	70,317	....	....	....
Canada, Maritime Pro.	....	....	....	10	1,352
Quebec and Ontario	20,263	30,918	....	5,448	1,912
Prairie Provinces	282	5,597	....	20	2,969
Brit. Col. and Yukon	....	166	....	7,000	868
British Honduras	....	200	....	....	23
Costa Rica	....	....	....	398	....
Honduras	....	....	....	37	....
Nicaragua	....	450	....	2,164	140
Panama	....	....	....	17,625	4,002
Mexico	....	35,050	....	1,867	1,004
Miquelon, etc., Is.	....	....	....	377	150
Newfoundl'd and Labrador	....	....	....	....	5,426
Bermuda	....	....	....	126	390
Barbados	195	....	....	155	500
Trinidad & Tobago	....	1,034	....	150	....
Jamaica	....	....	....	50	190
Other British W. Indies	....	9,787	....	180	538
Cuba	....	....	....	370	4,389
Dominican Republic	....	....	....	174	123
Dutch West Indies	....	632	....	877	188
French West Indies	....	5,037	....	111	....
Virgin Islands of U. S.	....	3,334	....	339	6
Haiti	....	3,978	....	683	273
Argentina	....	....	....	1,500	1,450
Bolivia	....	....	....	100	....
Chile	....	....	....	....	330
Colombia	....	....	....	1,830	27
British Guiana	....	25,816	....	....	....
Dutch Guiana	....	8,655	....	235	....
French Guiana	....	1,338	....	....	....
Venezuela	....	....	....	100	....
British India	....	....	....	1,500	2,040
Straits Settlements	....	....	....	85,490	2,558
China	....	1,143,478	....	766,130	2,039
Java and Madura	....	15,138	....	10	4,117
Hongkong	....	....	....	28,000	300
Japan	....	36,600	....	300	....
Kwangtung, leased ter.	....	....	....	65,000	....
Palestine and Syria	....	....	....	250	180
Philippine Islands	....	....	....	11,095	1,827
Siam	....	....	....	18,835	412
Australia	....	1,108,630	....	123	627
French Oceania	....	....	....	35	1,228
New Zealand	....	....	....	500	421
Other Oceania	....	....	....	40	5
British West Africa	....	498,795	....	....	....
British South Africa	....	....	....	....	197
Canary Islands	....	15,130	8,920	....	....
Egypt	....	5,805	....	....	....
Algeria and Tunis	....	....	....	40	....
Other French Africa	....	157,705	....	....	....
Liberia	....	17,260	....	....	....
Other Portuguese Africa	....	....	....	819	96
Spanish Africa	....	2,108	....	....	....
Total quantity	87,031	7,976,873	2,032,009	1,023,463	72,619
Total value	$31,204	$1,845,882	$85,826	$1,956,218	$47,418

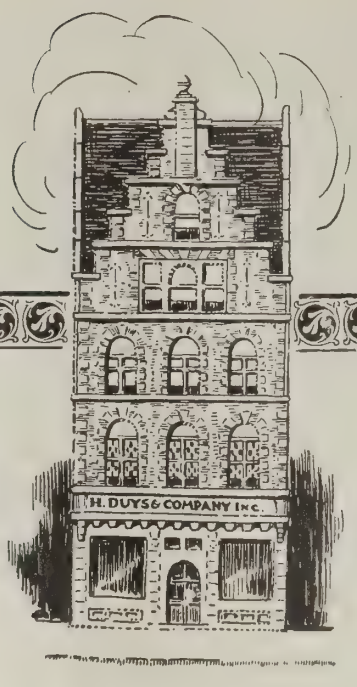
The Cigarette Age

Our grandfathers smoked pipes and cigars—or, as they used to be called three-quarters of a century ago, "seegars." As late as the 1790s the cigarette was under the ban in this country, as it was believed to be smoked principally by (1) women of the underworld; (2) loafers in poolrooms, etc.; (3) boys, who thereby stunted their growth and weakened their moral fibers. With the present century the cigarette began to come into its own, and when it became the universal soldiers' smoke in the World War, the seal of respectability was placed upon it. In this country, it was recently announced, we are now smoking cigarettes at the rate of about seventy billions a year, which is about two a day for every man, woman and child. Of course, some of us smoke more than two a day. As there has been no great dropping off in the consumption of cigars and pipe tobacco, this vast consumption of cigarettes must indicate a large increase in the number of smokers. Perhaps the women have something to do with it.

Social Habits

The smoking habits of a nation tell a good deal about its social habits. Both the pipe and the cigar are contemplative, with the difference that the pipe goes well with the contemplation of labor, whereas the cigar demands relaxation. Both pipe and cigar demand for their proper enjoyment solid and undisturbed periods of time. The cigarette, on the other hand, is the small change of smoking and consumes the small change of time. Its popularity may mean that we are breaking up our days into smaller and smaller fractions. Instead of smoking a cigar and settling down for a good talk, we light a cigarette, puff it for five minutes and rush off to keep an engagement.

The confirmed cigarette smoker is nervous. But whether we smoke because we are nervous or are nervous because we smoke, is uncertain. The doctors and sociologists may wrangle over that.—*New York Herald.*



Why is it that during the past two years one out of every six cigars made in this country has been wrapped either with Sumatra or Java purchased from us?

There's a Reason---

Satisfied Customers

H. DUYS & CO., Inc.

142 WATER STREET
NEW YORK

Sumatra and Java Headquarters

Eick On Job Up-State, But Business Ain't Workin'

L' Jack Horner Likes Fruct Cake, Too!—Started 'Way Back in '71—There's a Million-Dollar-Cigar-Man Somewhere!—Back to Work, and Likes It!—From Piccadilly Circus, Ole Deah!—Moving Albany's Art Center!

EW YORK STATE CAPITOL DISTRICT,
Nine o'Clock, 1923.

An' yuh also told me business should better this week!" complained Sam A, dusting off the nine o'clock cigar cials in the retail department o' Stubb Ash, Inc., tobacconists to the Fall de. "Only last week, y'unnerstan, yuh ntioned how things was pickin' up, e' wheres up north!"

Well, wasn't I right?" demanded Jim Sbb, sorting over the resago box for a l Habana Vuelta before joining the n in the Hot Chair Club. "Conditions nerally are much better, especially with resort people, who've had a bang-up on!"

Yeh, that's just it," sighed Sam Ash, ranging the eight-cent goods so they uldn't be entirely eclipsed by the high-de nickel selections on top o' the coun- "Bang-up, yuh say, an' it's now lut time, unnerstan me, for most of e to bust-up!"

Looks Like Fruct Cake, Hey?

Oh, well, my business has not been oad," affirmed J. L. Lewis, entering the ms of the Committee on Mixtures r a long trip through the State for United States Tobacco Co. "Why, Dill's Best alone I believe I've sold re this trip than ever before.

This is particularly true of the twen-ive-cent-pouch-and-foiled size. Also he introductory five-cent packets, con-ing a specimen of Dill's, sufficient for alf-dozen smokes, with a packet o' e cleaners.

And the half-pound Dill's, packed in round fruit-cake tins, is selling well, So I understand the company is sidering the advisability of changing pound packing from the old style care yellow tin to a similar round ister.

Central Union, of course, needs no oduction in this vicinity, as it is al-dy a fair competitor of the other cut gs. But this quarter size of Oster-s Dollar Mixture I am featuring all r the State, and the response has been ellent."

Fifty-Two Years On the M'k't!

I can say the same with my new line," arked Tom Connor, coming into the king space of the Committee on Good ds through the wholesale door. ne everywhere! Yes, I have accom-hed quite an excellent business for E. H. Gato cigar line.

People know our slogan, 'Since 1871' they've come to rely on our mer-ndise. So, with fifty-two years of suc-sful cigar manufacturing behind me, I really have to do is say, 'How ny?'"

Where's That Million Dollar Cigar Man?

Nice to have a trade like that," agreed A. Schufeldt, running into the Com-tee on Filler, just as it was about to ourn, sine die, with a vote o' thanks hat Million-Dollar-Cigar-Salesman o' ns Falls. "And that's what we're try-n to do with La Palinas for Mr. Kil-h.

Here in Albany, the demand for our a-wrapped cigar is holding its own ily. Throughout the balance of the itol District we are also doing very l in our distribution of the cigars ile by the Congress Cigar Co. And I eve the fall trade will be very good ed."

Back to Work, Says Goodrich!

I hope so," fervently seconded Earl drich, pitching his Dearstyne Broth-Tobacco Co. kit to the Committee on rovement. "For here I am back to k after a nice vacation! Looking for ar business. Got any?

Next week, Schenectady! Something Tell you all about it bye and bye. Anwhile, Blackstones, Totems, Endi-cotts, Marshall Fields, Natural Blooms—how are you fixed? Cigars ought to sell like cigarettes when they're properly advertised with the new national slogan, 'After All, Nothing Satisfies Like a Good Cigar!'"

Ah, Ole Deah, There You Are!

"Except a cigarette or pipe," suggested Sir A. W. Dixon, Bart., he of A. Falk Tobacco Co., as he strolled into the Hot Chair Club. "I noticed the July figures on cigarettes were very nearly six billions! Merely a monthly increase of six hundred millions, that's all!

"Quite a large portion of that was on Herbert Tareyton brand. Also some for Johnnie Walkers! Two wonderful cigarettes! And have you seen our new life-sized Tareyton cut-out, spatted and monocled, swagger stick and silk topper, correctly attired for your show window?"

Greenwich Village to Move?

"Show windows are the thing," admitted Capt. P. V. Doyle, dean o' the Greenwich Village artists o' the Liggett & Myers Tobacco Co., as he wandered into the Committee on Paint. "Fixed up goodness knows how many displays during the recent newspaper campaign on Chesterfields in co-operation with the retail trade.

"But now we're looking for a larger and better art-room. Got to have more space to sling the brush. Both the cigarette and the tobacco departments are together in our present North Pearl street quarters, and we badly need more facilities."

Got Any Passes?

"So do we," nodded Jim Stubb, trying to yawn and stretch, and, at the same time, look busy. "Because the new Shubert Theater in Albany opens on Chapel street next week, and there's bound to be more cigar business in the vicinity of Maiden Lane on that account, even if it's only a eight o'clock mob lookin' for passes!"—THE SMOKER.

July Revenue Collections

WASHINGTON, D. C., Sept. 5.—The Bureau of Internal Revenue has announced that in July it collected $27,758,332.38 in taxes on tobacco products as compared with $26,080,543.16 collected in the same month of last year. This is an increase in the collection for this year of $1,677,789.22.

The Bureau collected $3,929,460.39 on large cigars, as compared with $3,767,623.29 in July of last year. The taxes collected on small cigars in July of this year were $54,930.35 as against $63,511.93 in July of last year.

Cigarette Taxes

Collections on large cigarettes in July of this year were $11,431.17, as compared with $12,583.91 in July of last year, and taxes collected on small cigarettes in July of this year were $17,519,297.45, as compared with $15,740,610.95 in July of last year.

Taxes collected on snuff of all descriptions in July of this year totaled $436,853.84 as against $514,555.81. The Bureau also collected taxes totaling $5,617,773.84 on smoking and chewing tobacco in July of this year, as compared with $5,866,384.45 in the same month of last year.

Special Tobacco Taxes

Taxes amounting to $129,887.55 were collected in July of this year on cigarette papers and tubes, as compared with $20,755.32 for the same month of last year. Special taxes collected by the Bureau on manufactures of cigars, cigarettes and tobacco in July of this year totaled $57,419.19 as against $94,162.33 in the same month of last year, and miscellaneous collections under repealed laws relating to tobacco in July of this year totaled $1,278.69 as against $355.17 collected in the same month of last year.—LAMM.

A Gentleman's and Sportsman's Smoke



MATOAKA

BLUE RIBBON TOBACCO

in 15c tins and pound tins

AND

MATOAKA CIGARETTES

Now Sold at 20 for 20c.

Nationally Approved by Discriminating Smokers

PATTERSON BROS. TOBACCO CORP., RICHMOND, VA.

EMANELO

Highest Grade

Conn. Shade Wrapped Havana Filled Cigars



Backed By Thirty Years' Honest Cigar Making



LAWRENCE BARRETT

Wrapped With Finest Quality Sumatra Havana Filled

D. EMIL KLEIN CO., Inc.

438-440 E. 91st STREET, NEW YORK

Read Tobacco and Keep Up-to-Date

E. ROSENWALD & BRO.

145 Water Street **New York, N. Y.**

Importers of

Sumatra, Java and Havana

Packers of

Wisconsin
Pennsylvania
Ohio and
Connecticut

PORTO RICO STRIPPED FILLERS

onplaint Against Pipe Importers

ASHINGTON, D. C., Sept. 5.—The itl States Tariff Commission on com- ir of the Reiss-Premier Pipe Co. has ed pipe importers under the unfair n- tition provisions of the act to ap- rat a hearing in this city on Sep- air 24. A. Schulte, United Cigar et al., are summoned by the com- n.

commission has issued the follow- ficial notice in this case:

on consideration of the complaint oath filed on the 4th day of Janu- 923, by John D. Burger as presi- f the Reiss-Premier Pipe Co., and supplement thereto filed on the lay of August, 1923, it is ordered:

That an investigation pursuant to n 316 of the Tariff Act of 1922 be, he same is hereby, instituted into leged unfair methods of competition nfair acts in the importation and f brierwood pipes at prices less than ost of production of said pipes in untry of their origin, in alleged vio- of said section.

That notice be, and the same is y, given to the parties alleged in omplaint to be the importers of the s aforesaid, namely, Dasco Import- o., A. Schulte, United Cigar Stores H. S. Lederer, A. Oppenheimer & Samuel Gordon, all of the city of York, State of New York, and all persons, firms, and corporations rned as owners, importers, con- es, agents, or otherwise in the al- unfair methods of competition and acts in the importation and sale id articles, that they, and each of will be afforded an opportunity to er said complaint on or before the day of September, 1923, and show , if any they have, why the provi- of section 316 of the Tariff Act 22 should not be applied in respect id alleged unfair methods of com- on and unfair acts in the importation ale of the articles complained of.

That public notice of said investi- n shall be given by publishing a of this order once a week for two ssive weeks, the latest of said publi- n to be made at least 20 days before 24th day of September, 1923, in sury Decisions, published by the De- ent of the Treasury, and in *Com- e Reports*, published by the Depart- of Commerce, copies of which said ications are obtainable from the Su- tendent of Documents of the Gov- ent Printing Office in Washington, .; also by posting a copy of this 30 days prior to said 24th day of ember, 1923, at the principal office e commission in the city of Wash- n, D. C., and at the office of the nission at the port of New York.

That notice of said investigation also be given by mailing, registered, age prepaid, a copy of this order cer- by the secretary of the commission its seal to each of the persons, , or corporations hereinbefore spe- ally named at their respective ad- es as given in said complaint."

Ventilation Essential

CLARKSVILLE, Tenn., Sept. 1.—Among many other things discussed in a s of interesting field meetings held his county last week by the Mont- ery County Farm Bureau in co- ation with the Dark Tobacco wers' Co-operative Association, in ection with the proper production handling of the tobacco crop, was question of proper ventilation of the s, with emphasis on the fact that of tobacco is often ruined after it hes the barn. Ridge pole ventilation s to be preferable to others, and it urged that these be so constructed to admit of regulation by being ed and closed as the conditions ld warrant.

Winter Cover Crops

nother interesting feature learned in nection with the meetings was the that practically all the tobacco age represented at the meetings will to some kind of winter cover crops, as rye, wheat, oats, barley, crimson er, etc. This is regarded as a healthy and one that will bring results if erly practiced over the entire county. A grand total of 147 farmers attended the meetings. Those taking part on the programs were J. E. McMurty, of the tobacco investigation department of the U. S. Department of Agriculture, and R. H. Milton, tobacco specialist from the division of extension, University of Tennessee; A. C. Morgan, of the local bureau of entomology and Vernon Brewer, of the Dark Tobacco Growers' Co-operative Association.

Georgia Tobacco Sales

ATLANTA, GA., Sept. 1.—A total of 8,000,000 pounds of tobacco has been sold on warehouse floors in Georgia this season, following a large increase of sales last year, according to a report made by the commissioner of agriculture. Reports from ten warehouses in the state last week, show sales amounting to 1,982,176 pounds. The average prices ranged from 19.21 cents per pound to 29.79. Tifton, Blackshear, Douglas, Vidalia, and Nashville were represented in the reports.

Figures on last year's sales were not accurate, it was stated, and for this reason comparative reports on this season's sales and those of 1922 were not given.

Oppose "Cut-Out"

VERSAILLES, KY., Sept. 1.—Vigorous opposition to cutting out the 1924 crop of tobacco was voiced in resolutions adopted by the members of the Burley Tobacco Growers' Co-Operative Association, who met here today to nominate candidates for delegate to the district convention of the association September 17, which will elect a director to succeed John B. Winn, incumbent.

Besides opposing the cut-out the resolutions endorsed the management of the Burley co-operative and expressed appreciation of what the association has done for the tobacco growers of Woodford county.

Cigarette Dealers in South Dakota Complain

PIERRE, S. Dak., Aug. 31.—Small dealers in cigarettes are complaining that the tax law of the last season has put them out of business so far as selling cigarettes is concerned, as their sales each year are not heavy enough to warrant them in paying the tax required for selling.

The license fee is the point on which they complain, as that is heavy enough to cause them to drop out of the selling of cigarettes, which they say was not a profitable trade for them but the stock was only carried to accommodate their customers.

Tobacco as Money Crop

NASHVILLE, Tenn., Sept. 1.—That tobacco is the best money-making crop for some sections of Davidson county is the contention of Oscar L. Farris, agricultural agent for Davidson county, and he expects to justify his contention at the Springfield tobacco show this winter.

The tobacco experiment is being carried out by fifty farmers in the Union Hill and Joelton communities this year. Each farmer is experimenting with one acre, on which he is using home-mixed fertilizer. In general, this fertilizer consists of 300 pounds of acid phosphate, 150 pounds of nitrate of soda and 50 pounds of potash. Judging by the appearance of the crop now, it supplies all that the soil needs, and Mr. Farris says that at present many of the plants bear leaves 46 by 24 inches. He expects the crop to average from 1,200 to 2,000 pounds an acre.

Interest in these farm demonstrations has brought about two community organizations that meet monthly for round table discussions. The fact that as many as fifty bona fide farmers are often present at these meetings indicates an unusual interest in the work. R. H. Milton, tobacco specialist, is assisting Mr. Farris in this particular part of his work.

On Annual Vacation

Herbert Holzman, of Strouse & Holzman, leaf merchants, 197 Water street, is enjoying a well-earned vacation at Winsted, Conn.



How we feel about JOHN RUSKIN

Best and Biggest

2 for 15¢
8 cents each

The dealers' success—and ours—depends upon permanent trade. We'd both go out of business if we depended upon the fellow who shops around from store to store, from cigar to cigar.

Our first consideration, therefore, has been to make the John Ruskin Cigar so good that it will make permanent customers for ourselves and our dealers.

The record for "repeats" that this cigar has made proves that we have moved in the right direction. It holds the trade of every smoker who is seeking the "Best and Biggest" cigar on the market, at its price.

made by

I. LEWIS CIGAR MFG. CO.

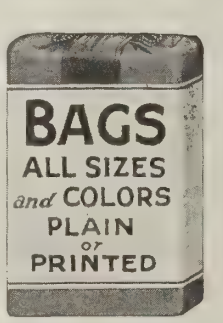
Largest Independent Cigar Factory in the World

NEWARK NEW JERSEY

John Ruskin

BUILT BY HAND CIGAR

CLOTH BAGS AND POUCHES



for Smoking Tobaccos



The average man prefers his Tobacco in a Bag. It eliminates excess weight and bulk in the pocket. You can Bag your brand attractively and profitably.

Tape Pouches that are self-reducing to fit contents down to the last pipeful. The Smoker appreciates it. A size and color for every idea and attractively printed.

Ask for Samples and Prices.

MILLHISER BAG COMPANY, Inc., -:- Established 1875 RICHMOND, VIRGINIA

Arthur Bornholdt & Co.

Importers of

SUMATRA

139 Front Street New York

Amsterdam

Frascati-Nes

Alfred W. Penner
Western Representative
Room 416, 186 North La Salle St.
CHICAGO . . . . ILL.

"We hasten to thank you"

The American Tobacco Co.
INCORPORATED

"We have the latest sales reports of Blue Boar Cigarettes—very gratifying, indeed.

"Part is due to the wonderful cooperation of dealers in displaying Blue Boars—part to the cigarette itself—and now we've begun to advertise it.

"To show our appreciation we have authorized our Division Managers to give $150,000 in cash to dealers who display Blue Boars on counters.

"Thousands of dealers have already been visited—but if by chance you have not been presented with an award—just drop us a postcard saying that you have Blue Boars on display, and our local Division Manager will call on you—with cash in his hand to give you if they are displayed on your counter when he calls.

"Blue Boars are winning a leading position—increasing success. This means extra profit for you."

BLUE BOAR
English Blend Cigarettes



To Grow Bright Tobacco in Florida and Georgia

QUINCY, Fla., Sept. 1.—At a meeting held in the court house here Wednesday a large representation of business men, bankers and farmers of Gadsden County were in attendance and delegations were present from the Georgia counties of Grady, Decatur and Seminole. Fully 175 men were present.

While the sentiment expressed was a hundred per cent in favor of the counties represented going in for the growing of bright tobacco, expression came principally from the business men and bankers present, most of the farmers neither expressing themselves for or against the proposition. However, says the *Gadsden County Times*, it is understood that the majority of the small farmers who do grow shade tobacco are desirous of going into the business next season.

The meeting was called to order at 2:25 by D. A. Shaw, a pioneer shade tobacco grower who was interested in several hundred acres of cigarette tobacco in Gadsden and adjoining counties this year. Y. L. Watson explained the purpose of the meeting and read a contract he had drafted providing for the formation of a $75,000 corporation to finance the construction of a warehouse and the employment of experienced demonstrators and other expenses incident to getting the industry started in this section. Before he called away soon afterward, Mayor W. B. Gregory was called to the chair to preside during the remainder of the meeting.

Mr. Corry Gives His Views

The first speaker called on was Wm. J. Corry, a tobacco man of 40 years' experience. While he said the type of tobacco under consideration was new to him except in a general way, he told of the impressions he received from attending the sales of it at Blackshear, Ga., recently, where he said buyers were ready to take every grade offered and that the lower grades brought relatively more than the higher ones. This, he said, was in striking contrast to conditions existing in the cigar wrapper center, where the poor grades are often hard to sell at any reasonable price.

Mr. Corry said that there is dire need in this section for a staple, dependable money crop that the smaller farmer can produce at a profit. He compared the cost of production of bright tobacco with shade leaf, saying that the cost to engage in the growing of the latter was prohibitive to many, while the former could be grown without large outlay and the demand is unlimited. He declared that this section has the soil, climate and farmers who know how to produce a good article. While he said the method of curing was different, it has many advantages that cigar leaf does not have. He touched on sun tobacco, saying that since this type had been discontinued there was no staple crop to which the planter formerly engaged in this industry could turn his hand.

Mr. Corry gave it as his opinion that an enormous industry could be built up in bright tobacco, but said it would be necessary to go into the business on a large scale, so that sufficient tobacco would be produced to entice buyers to the market. He said there should be no difficulty in producing the crop in the field, but that the curing in the barns would have to be superintended by experienced men. The Georgia counties that grew it this year, Mr. Corry said, did so under adverse weather conditions which would be unlikely to prevail in future years.

Says County Should Grow 2,000 Acres

D. A. Shaw was the next speaker. He told of his experience during the past season, saying that the crop must be produced on a large scale to prove profitable, suggesting that Gadsden should not grow less than 2,000 acres next season. The formation of a stock company to get the industry started was his idea. He quoted figures on the cost of production and selling and said to plant the number of acres suggested by him a corporation of the size named would have to be organized in order to be successful the first year and until the planters could become acquainted with the new crop.

Thos. Wight, president of the Farmers & Merchants Bank, of Cario, Ga., said he saw Grady County tobacco sell this year for 40 cents a pound and that his county got into the game late in the season and grew the crop under the most unfavorable weather conditions. He expressed himself as in favor of a corporation such as suggested, but said he would not advise farmers to make tobacco their exclusive money crop, suggesting that each farmer plant a small acreage, and by giving it his best attention produce a good article. Mr. Wight said he would not go into the proposition with the explicit understanding that the warehouse for the territory would be located in Quincy, saying he would favor the county planting the largest acreage being made the market center. He said he was in hearty accord with those interested here and would work with them.

Pessimistic Regarding Sun Tobacco

M. W. Munroe, president of the Quincy State Bank, started off by saying: "We people are not confronted with theory, but fact." He stressed the point that the sun tobacco business is gone and said he had no patience with the contracting for growing of this type of tobacco at 18 cents a pound, much of which brings only 14 cents when delivered, with the possibility of hail coming along and almost financially ruining growers. "The shade industry is almost as bad, and it is difficult for growers to make money out of it regardless of price received," said Mr. Munroe. He described it as a gamble from beginning to end, saying the small farmer is in a deplorable condition and that if the shade growers break even from year to year they are doing well. Mr. Munroe said he would like to see some crop grown in this county that would be as staple as cotton, with a ready market, whether it be high or low. He expressed the confidence that planters here could take care of cigarette tobacco all right in the field and said that if the cure is right tobacco of high grade could be produced. He was emphatic in his contention that Quincy must be the market, however, saying that unless this was agreed to by other counties "we will pack our little kit bag and travel by ourselves." His suggestion regarding the amount each planter should grow was that five-acre plots be put in, that such amount could be handled by the farmers and their families and then not be dependent upon negro labor.

The speaker concluded by saying he would be willing to take $5,000 worth of stock in the corporation on condition that the market be established in Quincy.

S. E. Key, president of the First National Bank of Quincy, stated that he was heartily in favor of the new industry and expressed a willingness to go into it with others, saying that something must be had for the small farmer to grow as a money crop. He said he would give every help possible to further the industry during the coming year.

Among the farmers who gave expression to their views were Joe Suber, M. H. Luten, John Martin and Walter Maxwell. All said they were favorably impressed with what they had seen and heard of the cigarette tobacco industry.

More Profitable Than Cigar Leaf

L. B. Ellinor, of Havana, Fla., told of attending a sale at Hahira, Ga., and exhibited samples of tobacco secured there with prices received for each. Mr. Ellinor said it beat anything that can be done with shade grown.

E. B. Shelfer, who attended sales of the type of tobacco under discussion in Georgia, said he believed local farmers could make much better tobacco than he saw at sales and stated he was much in favor of Gadsden County going into the business. He said it was the best prospect he had seen for our farmers, who he believed would need but little coaching to make a success.

J. W. Burroughs, of Cairo, Ga., who has had experience with bright tobacco in South Carolina, where he said the farmers had learned to grow it successfully, told of his experience in growing it in Grady County in 1916 which he

(*Continued on page* 40)



GERMINAL CIGARS
5 cts.

Champions Size
5¼" PERFECTOS

The Wonder Cigar

We solicit your consideration of this unexcelled brand and its value to your business

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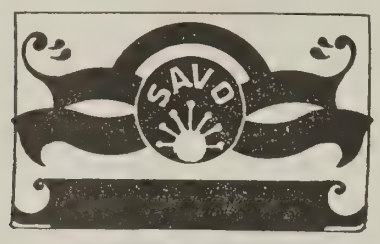
Trade-Marks Filed

In U. S. Patent Office

The following trade-marks were published in compliance with Section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

* * *

Serial No. 171,864. (Equipments and Projectiles). Osakeyhtio Savo, Ltd., Kuopio, Finland. Filed Nov. 11, 1922.

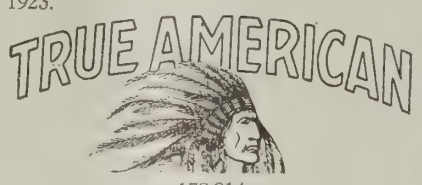


171,864

The particular description of goods—Matches. *Claims use* since Jan. 1, 1919.

* * *

Serial No. 178,914. The Diamond Match Co., Chicago, Ill. Filed April 10, 1923.

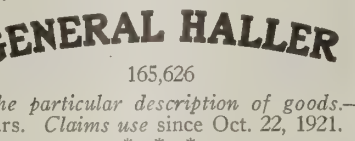


178,914

The particular description of goods—Matches. *Claims use* since April, 1913.

* * *

Ser. No. 165,626. Hallerczyk Cigar Company, Chicago, Ill. Filed June 17, 1922.



165,626

The particular description of goods—Cigars. *Claims use* since Oct. 22, 1921.

* * *

Ser. No. 177,859. Miltiades Melachrino, New York, N. Y. Filed March 22, 1923.



177,859

Trade-mark consists of the word "Crocodile."

The particular description of goods—Cigarettes. *Claims use* since March 14, 1923.

* * *

Serial No. 180,002. Robert Fletcher & Son, Limited, Stoneclough, near Manchester, England. Filed May 1, 1923.



180,002

Applicant disclaims any right to the exclusive use of the words "Cigarette Paper" and "Paper Label."

The particular description of goods—Uncut Cigarette Paper.

Ser. No. 140,435. Jonkoping och Vulcans Tandstickesfabriksaktiebol, Jonkoping, Sweden. Filed No. 30, 1[9]0.



140,435

No claim is made to the words "Sa[fety] Matches, Made in Sweden" apart fr[om] the trade-mark shown in the drawing, [ap]plicant reserving his common-law rig[hts] thereto.

The particular description of goods—Matches. *Claims use* since about Feb[ruary] 1909.

* * *

Ser. No. 140,455. Jonkoping och Vulcans Tandstickesfabriksaktiebol, Jonkoping, Sweden. Filed Nov. 30, 19[23].



140,455

No claim is made to the words "Par[affi]nerade, utan svafvel och fosfor, Säk[er]hets-Tändstickor tända endast mot lad[dn]plan, Tandsticksfabrik" apart from [the] trade-mark shown on the drawing, ap[pli]cant reserving his common-law rig[ht] thereto. The medals shown as part of [the] mark presented are the representation [of] medals received by the applicant as [an] award for the excellence of its goods.

The particular description of goods—Matches. *Claims use* since about Se[pt.] 18, 1899.

* * *

Ser. No. 183,074. Harry Lubin, So[uth] Orange, N. J. Filed July 11, 1923.

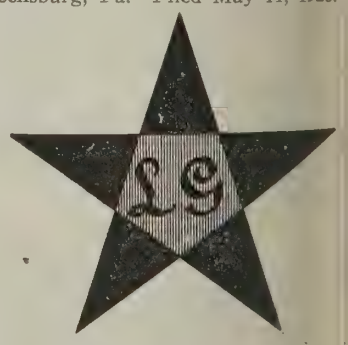
PETER PUTTE[R]

183,074

The particular description of goods—Smokers' Supplies—viz. Pipe Rac[ks]. *Claims use* since Dec. 1, 1922.

* * *

Ser. No. 180,474. Luigi Guid[o], Greensburg, Pa. Filed May 11, 1923.



180,474

The lining indicates shading.

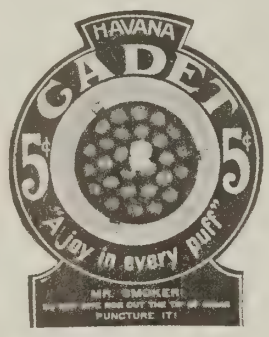
The particular description of goods—Cigarette Papers Prepared Ready [for] Use. *Claims use* since May 15, 1922.

* * *

Ser. No. 179,273. Jönköpings [och] Vulcans Tandsticksfabriksaktiebol[ag], Jönköping, Sweden. Filed April 17, 19[23].



179,273





"A Joy in Every Puff"

HAVANA *Cadet* CORONA 5 CENTS



Havana Cadet as seen in the Sky and on Earth



GUARANTEED HAVANA FILLED. *IT HAS NO EQUAL*

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YORK, PA.

R N. PARIS
Sales Manager

N claim made to the exclusive use of ords "Made by" and "Jönköping, en, Safety Matches" apart from the r as shown in the drawing.
particular description of goods.—ches. *Claims use* since 1906.

* * *

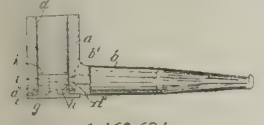
. No. 180,165. All Saints Cigar Co., a, Fla. Filed May 4, 1923.

AMOUS

180,165
particular description of goods.—s. *Claims use* since Mar. 22, 1922.

atents Recently Granted
By U. S. Patent Office

. 1,463,684. Tobacco Pipe. Alfred ill, London, England. Filed Aug. 21. Serial No. 495,250. 1 Claim.

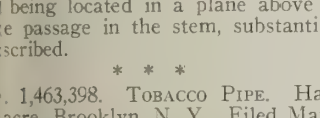


1,463,684

A obacco pipe comprising a bowl por- having a bore extending completely through, a stem joined with said having a smoke passage communi- with said bowl, a ring fixed in the end of said bore having slots in the periphery of said ring with cam ces on the upper edge of said ring, a vable fitting adapted to fit into said said fitting comprising a base plate g an outer cylindrical wall forming g fit in said ring, pins on said wall ring said slots and cam surfaces of ing, a central shank extending up the base plate, an apertured plate d on said shank, the apertured being located in a plane above the e passage in the stem, substantially scribed.

* * *

. 1,463,398. Tobacco Pipe. Harry acre, Brooklyn, N. Y. Filed May 2, Serial No. 466,075. 1 Claim.

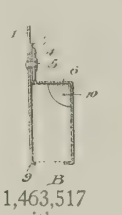


1,463,398

a tobacco pipe, the combination with vl section having an integral reduced sion provided with a spiral groove s surface communicating at one end the bowl, of a stem section having a y to fit around said grooved exten- of the bowl section and detachably cted to said section, and a separate hpiece having a passage there- gh, the inner end of said passage in mouth-piece being enlarged to form a saliva chamber, and the outer edge of said chamber being internally threaded to detachably engage over the stem section.

* * *

No. 1,463,517. Match-Box Attachment. Albert G. Mackey, Washington, D. C., assignor to The Automac Company, a Corporation of Delaware. Filed May 29, 1922. Serial No. 564,378. 9 Claims.

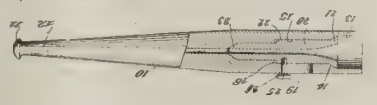


1,463,517

In combination with a support having a flanged side and end edge, and attaching means for the support including an arm, a match box holder including a body of substantially U-shape having a lateral wing extending from its inner side and interposed between the arm and the support, fastening means for the arm extending through the wing to secure both the arm and wing to the support, the body being disposed to have its outer side substantially alined with the flanged side edge of the support to cause the box to be engaged by said flanged side edge of the support and to cause the outer end of the slide to be engaged by the flanged end edge of the support, and a stop on the inner end of the body to engage the box and slide.

* * *

No. 1,464,300. Cigarette and Cigar Holder. Frederick N. Taff, Millington, N. J. Filed Apr. 18, 1922. Serial No. 554,857. 3 Claims.

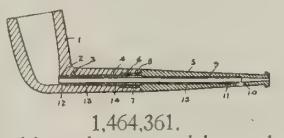


1,464,300

A holder for cigarettes or cigars provided with a spiral slot, and having an interior annual socket with an inclined wall, a cup shaped recess beyond said socket and an intermediate passage way, an ejector fitting therein and provided with an inclined head to seat into said annular socket and having its inner end inclined to seat into said cup shaped recess, and a stud passing through said spiral slot in the holder with its inner end removably secured to the ejector.

* * *

No. 1,464,361. Smoking Pipe. David L. Hill, Rochester, N. Y. Filed July 29, 1922. Serial No. 578,488. 3 Claims.

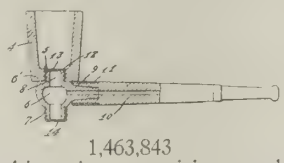


1,464,361.

A smoking pipe comprising a bowl, a mouth piece, and a body connecting said bowl and mouth piece, and provided with two passageways, one of which aligns with the passageway of the bowl and the other of which aligns with the passageway of the mouth piece, said body also having two other passageways connecting the first two named passageways, one of said last named passageways being further removed from the mouth piece than the other.

* * *

No. 1,463,843. Smoking Pipe. William Joseph Rogers, Potosi, Tex. Filed Sept. 24, 1919. Serial No. 325,906. 2 Claims.

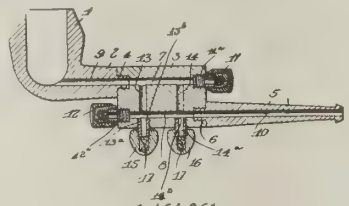


1,463,843

A smoking pipe comprising a substantially globular reservoir having oppositely extending nipples at the top and bottom thereof, whereby the smoke drawn into the reservoir will circulate and be thoroughly cooled before entering the stem, said nipples being screw threaded, a screw cap removably mounted on each of the nipples, one of said caps constituting removable sealing means and the other cap being perforated and removable, a pipe bowl threaded onto the perforated cap and removable therefrom, a nipple extending from the globular reservoir and between the first mentioned nipples, and a stem engaging said intermediate nipple.

* * *

No. 1,464,361. Smoking Pipe. David L. Hill, Rochester, N. Y. Filed July 29, 1922. Serial No. 578,488. 3 Claims.



1,464,361

A smoking pipe comprising a bowl, a mouth piece, and a body connecting said bowl and mouth piece, and provided with two passageways, one of which aligns with the passageway of the bowl and the other of which aligns with the passageway of the mouth piece, said body also having two other passageways connecting the first two named passageways, one of said last named passageways being further removed from the mouth piece than the other.

A New Enterprise

Marshfield, Wis., Aug. 31.—Fred Kohl has engaged in the cigar and tobacco business here.

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Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

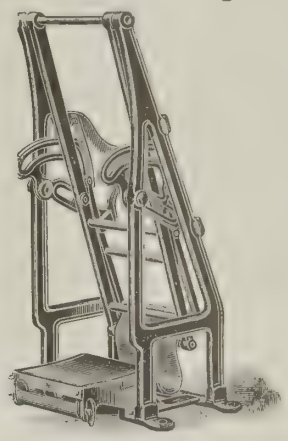
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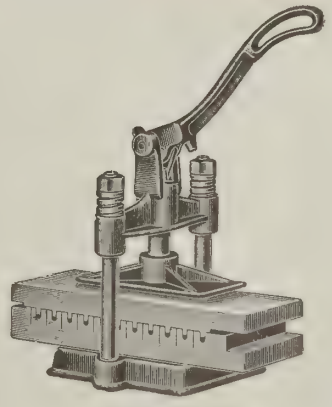
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NEW YORK, THURSDAY, SEPTEMBER 6, 1923

BUSINESS AND DICE

The golden haze of olden days lingers yet and where it stays, in places, the atmosphere takes local color that makes things appear in quite a different light. Where traditions of pioneers endure, some old time practice is sure to be rather popular. Since the achievement of Volstead, Americans may not have the pleasure of matching coins on the bar. However, to juggle the bones for cigars is a privilege accorded almost anywhere on the Pacific Coast. In cigar stores, in San Francisco and other cities of the Far West, the clatter and racket of dice can be heard louder and more frequently than the tinkle of the cash register.

Before buying a smoke, a sporty customer may proceed to try his luck. The fickle ivories are coaxed, clashed and shaken. Such exercise is not noiseless. Nor is the amount of the eventual purchase ascertained at the first rattle out of the box. The galloping dominoes perform again. Operation is continued until negotiations terminate according to the placement of the spotted cubes. The dice decide what the merchant must give or what the patron shall pay.

Using dice to compute the cost of cigars to the consumer is a popular indoor sport. In numerous stores the volume of business is proportionate to the activity of dice boxes.

On the coast, in most places where cigars are retailed in significant quantities, it is easy to guess or see perhaps, how storekeepers regard dice throwing.

Even in a small store where four customers hardly could stand abreast in front of the show case at once, a choice part of the restricted space on the counter is padded, framed and reserved for dice playing.

In a larger store, three altars of chance may be seen on one counter. At each end and in the middle of the counter, facilities are provided for men addicted to dice. When three or four customers at once are "getting action" the click and patter of thrown bones may cause a cigar store to be more noisy than an old flivver traveling over an unpaved road.

Inattention may be alleged, or delays occur, in serving customers, if the sales force of a store is not greater, numerically, than the accommodations for dice players.

When dice games are in progress, the men behind the counter necessarily are watchers and recorders. Busy, observing and keeping score, clerks are interrupted in their work when a new customer comes in merely to buy a smoke.

If his attention is concentrated on a dice game, a salesman may be unaware of the arrival of another buyer. Or, to the would be purchaser, it may seem an intrusion to interfere to the extent of asking for any service while a game is going on.

The games are straight. The percentage to the dealer is not great. No customer is urged to play. Yet the supposition is that the dice assist constantly in obtaining trade. Many retailers believe that, without dice games, sales would diminish so it would be harder to remain in business.

Other merchants, although they still allow customers to utilize the dice, have doubts concerning such benefits as may accrue from the games.

At least some patrons of cigar stores are strongly opposed to the use of dice. They suggest that dice playing should be suppressed. On moral grounds, they object to anything related to gambling. They say that legitimate trade is prejudiced by association with games of uncertain legality. They urge that the retail cigar business should be purged of everything that is inferentially or potentially bad.

They implore tobacconists to avoid even the appearance of evil. They point to anti-tobacco agitation. They ask cigarists not to put a club in the hands of any active opponent. They declare it unwise to increase the number of enemies.

Since tobacco is a necessity, a solace and a practical comfort to millions of men in this country, honestly conducted tobacco business has little to fear, nothing to blush for and no reason to be ashamed.

But wisdom and prudence enjoin retail cigar dealers not to be identified with anything that may receive popular disapproval. By keeping their business entirely clean and respectable, they will maintain prestige and retain friends.

Those who argue against dice games in cigar stores are reminiscent concerning the "blindness and perversity" of liquor dealers in old wet days. Deaf to good advice from candid friends, saloon keepers either "lost out" or assisted to bring prohibition about, by continuing reprehensible practices.

If cigar business ever is hurt seriously, it is predicted that the injury will be inflicted by people who, by greed, were induced to disregard propriety.

In San Francisco, public antagonism to dice games is not very evident. Dice playing in cigar stores seems to be accepted as a matter of course. If there is unspoken opposition to dice throwing, possibly it is found in the thoughts of merchants who do not want the retail cigar business to be associated with any objectionable procedure. While San Francisco, proverbially, is liberal and tolerant, opinion is changeable and things permitted today may be forbidden tomorrow.

Considered strictly as a business proposition, the dice adjunct is regarded dubiously by various owners of cigar stores.

In Seattle, a city that isn't entirely Puritanical, many good friends and stead patrons of retail cigar dealers are convinced of the desirability of abolishing all dice games.

In general estimation, a business as a whole may be lower than the standing of the best men in it. Nor is an occupation, such as cigar selling, always judged according to its merits. Because of the meanness of a minority, an entire community may obtain a bad name.

A multitude can be affected unfavorably by the acts of a few unscrupulous persons. In Seattle, and in other places on the Pacific Coast, it may be said that an "undesirable citizen," here and there, has gained possession of a cigar store. As might be expected such "cigar stores" are "covers" for iniquity in various forms.

An alleged cigar store may be a screened entrance to disreputable back room. Some persistent sinner, masquerading as a respectable cigar merchant, may do evil until the actual character of his place becomes known to the police.

Seeing some of the things done by an ostensible competitor who appears to be succeeding financially, a struggling retailer may think it safe and profitable to help himself in the same way. But a fraud can not long continue. The bilk is soon discovered. Dishonesty leads t disgrace and sorrow. He who disregards th law often has cause to regret it.

Sharp practice doesn't cut much ice. Tru alertness is a better money getter. What pro perity the cheat has usually is of the mushroo variety. The diligent merchant who gives square deal to all is the one who builds up trac solidly.

In the retail cigar business on the Pacif Coast at present, rogues and tricksters are com paratively few. Yet they can make a lot o trouble. A rascal or two may pollute a busine locally.

Men attempted to pick winners before Bu Fisher did at the old Bay District track. T give and take chances may be a part of th philosophy of life. In the days of yore, a re blooded Westerner didn't shy away from an op portunity to make a wager. To toss the dice t see how much shall be paid for a cigar is a prac tice long tolerated on the Pacific Coast. T those who amuse themselves that way, the spor seems inoffensive. In support of his contention the dice thrower today can cite precedents tha antedate the earliest Roman history. Yet though the opposition mostly is latent, question concerning dice games in cigar stores have bee brought to the front in San Francisco and Seat tle. Individually and collectively, retail dealer in various cities are taking thought regarding the matter. What will the outcome be?

TOBACCO AND THE "ELEMENTALS"

Prof. Martin Hartmann of Leipsic has lai the foundation for a hot dispute with Si Arthur Conan Doyle by his statement befor the World Congress Against Alcohol i Copenhagen that tobacco using caused th death of Lord Carnarvon in Egypt las spring. Had Carnarvon been a non-smoker the Leipsic professor declared, he woul have survived the illness with which he wa stricken. These statements do violence to Si Arthur's scientific finding that the celebrate "curse of the Pharaohs" was what killed th discoverer of King Tutankhamen's tomb. In cidentally they do violence to the medica finding that Lord Carnarvon died of bloo poisoning, resulting from the bite of an insect but that, of course, is immaterial.

Leaving aside the vagaries and delusions o the modern schools of medicine, in which th enlightened, spiritismed, Christiansciened Freudianized, psychoanalized and intellectu ally buffaloed public takes no stock, the ques tion of importance, the timely, throbbing thrilling question is, did Lord Carnarvon smoke himself to his doom, or was he the vic tim of one of King Tut's "elementals," left behind to guard the tomb of the Pharaoh and visit the awful curse upon him who dese crated it?

Sir Arthur, on his recent visit to America, made out a very convincing case against (or should we say in favor of?) the "elemental." In fact, on the evidence adduced by him and the masterly manner in which he presented it before a jury of lecture attendants, it would seem to have been possible to have hanged or electrocuted the guilty "elemental," had it been possible to bring about his arrest and extradition. Our laws and our treaties with other nations are a bit weak in this regard. There is no provision for the capture, conviction and ultimate disposal of these menacing and murderous "elementals," and anyone who takes a run over to Egypt to dig up a Pharaoh or two does so at his own risk and the peril of his life. It interferes with the full enjoyment of one of the chief pleasures of tourist travel in the Near East, and is a great annoyance, to say the least.

The time and thought, the wealth of spiritualistic research, and the weight of scientific wisdom Sir Arthur brought to bear upon this question, while incidentally he was making

th discovery that dogs and beer and tobacco ar concomitants of the life in the hereafter (uite reconciling some doubters to the idea o a future state), this profundity, we might sy, that Sir Conan gave to the subject, stamped his verdict on the death of Lord Carnarvon as both sound and sensible. The contention of Prof. Hartmann that His Lordship's indulgence in tobacco caused his demise is, therefore, startling, revolutionary and susceptible to scientific challenge. We hope to see Sir Arthur marshal his spiritismic forces and attack the seemingly obvious heresies of Prof. Hartmann.

The Hartmann idea prevails if it results in the world-wide crusade against tobacco which the earnest uplifters at the Copenhagen congress are endeavoring to launch, it may deprive tens of millions of contented, although, perhaps, depraved and unregenerate souls of two of the greatest joys in life—an implicit belief in "elementals," and the comfort that comes from a good smoke.—*Springfield (Mass.) Union.*

THE BURLEY CUT-OUT

Discussion of a cut-out of the 1924 crop of burley tobacco has already begun, presenting a important problem before the people of Central Kentucky. Whatever occupations they are engaged in, directly or indirectly, the people of the Burley belt are affected to some extent by the prosperity of the tobacco farmer. The formation of the Burley Tobacco Co-operative Marketing Association has done much to drive the wolf from the door and to lighten away the suspicions and fears of the tobacco farmer.

Many times the warning has been heard that the greatest test which will be faced by the association is to be a "lean year." This does not mean a year of underproduction. It means a year in which the tobacco price, not the tobacco crop, is lean.

The burley association has served, as it was expected to serve, in furnishing a stimulation for tobacco planting. This was anticipated, and in the anticipation of this fact, a danger was sighted in advance by many who favored the formation of the pool.

A very definite statement was made at the meeting in Lexington recently of approximately 100 farmers under the auspices of the Fayette County Farmers' Union.

"It is better to get a good price for one crop of tobacco than a small price for two crops." This was view expressed by S. D. Goff.

Yet the question of a cut-out is one which has such serious aspects that it cannot be taken up without due deliberation, without the presence of all the facts which are necessary, and without a full and frank discussion of its phase.

The Fayette County Farmers' Union decided not to make an expression of its sentiment in regard to a cut-out at this time. At a meeting of 500 Scott county farmers in Georgetown, however, a vote was taken by acclamation on a motion endorsing a cut-out.

County Judge E. H. Doak, in addressing the Fayette county meeting, made a sensible suggestion in advising farmers to abide by the judgment of the officials of the association as they would be more familiar with the situation and would know whether it would be wise to eliminate the crop or to increase the acreage.

The officials of the burley tobacco association, as such, however, and the burley association as a corporation, will not be able to take any lead either for or against such a proposition, many believe. An examination of the federal law and an examination of the burley tobacco association contract with those who became members of the association, throw some light upon the subject.

The question has been raised as to whether officials of the association or the corporation on its own part, prohibited under the federal law from controlling or attempting to control production or reducing such, could make any suggestion for a tobacco cut-out without violating the federal law and be liable on the grounds of restraint of trade or upon some other grounds.

The officials of the burley tobacco association, however, can do one thing. They can furnish, without any recommendation, the facts obtained from governmental and other sources.

A census is now being taken in the burley district. It has been completed in approximately 20 counties, and when it is completed the burley association will be able to give facts as to the amount of tobacco that will be produced, if the forecast is correct.

Under the Cantrill act, the tobacco manufacturing companies are required to report the amount of tobacco they have on hand.

Therefore the amount of production expected can be judged. The amount of tobacco held by the manufacturers can be judged. The figures indicating the future demand can be obtained.

The California Fruit Growers' Association already had, at times, given out such information to be used by its members in governing their crops.

Concerning the probability of a cut-out, the *Stanford Interior-Journal,* which was one of the chief backers of the pool and which is always intelligent in its comments concerning the tobacco industry, has failed to join in the cut-out chorus, furnishing a new slogan. It is "Cut-in; don't cut out." The attitude of this paper is to the effect that the need is for all tobacco growers to join the association. It declares that a complete signing-up of the burley tobacco growers would automatically remove the difficulty faced, since it would avoid the chief evil of over-production, which is a dumping market.

There have been many arguments advanced on both sides, which have their merits. One thing, at least, can be said at this time. The burley association has certainly been responsible for delaying a cut-out of the burley crop until this year. Had the association not been formed a cut-out would have been necessary before this time.—*Lexington (Ky.) Herald.*

GEORGIA'S TOBACCO CROP

A dispatch to *The News* from Vidalia states that the tobacco season has about closed in that section, the latest sales averaging about 37½ cents a pound. The total amount marketed there was about 750,000 pounds.

The manager of the Vidalia tobacco warehouse, who seems to be well posted on the situation in general, gives it as his opinion that the total sales in Georgia this season amount to about 12,000,000 pounds.

This is a considerable amount of cash money, and it comes in at a time when there are few money crops to be marketed. Moreover, the tobacco-growing industry in Georgia is yet in its infancy. It has long been known that tobacco could be grown over a large part of the State, but whether it could be done profitably was a matter which could only be demonstrated by experience.

Little by little the acreage has been increased and yet the price continues to remain good. The growers themselves admit that it is a profitable crop.

Up to a certain point the increase in the production of almost any crop is an advantage to all concerned. Market facilities are an important consideration and quantity production improves those facilities. If we take this very item of tobacco we find that it was not until a comparatively large acreage had been planted in Georgia that the buyers found it worth their while to come to the fields and bid for it. We find that they do come in large numbers and the bidding is spirited.

Competitive bidding is not the only point of importance. The mere certainty of a market at a reasonable price is sufficient encouragement to the farmers to plant tobacco and the experience of a year like this will go a long way towards inducing them to increase their acreage.

There is a possibility of the overproduction of almost any commodity, to be sure, but an overproduction of tobacco so far as we are aware, is yet unknown.

In the ardent desire of the farmers of Georgia to get away from all-cotton as a money crop they have made many experiments, but none of them promise better returns than tobacco in those sections where it can be grown, and it is gratifying to know that such is the case.—*Macon (Ga.) News.*

BURBANK ON TOBACCO

Luther Burbank, the famous horticulturist, is out with a "counterblast to tobacco" that would tickle the very bones of old King James I.

He says he never saw a tobacco user who "did not regret that he had formed the habit" and never met a non-smoker who was "sorry he did not smoke."

That makes us mildly wonder how he found that out. Then he launches into the usual economic argument of all the opponents of all luxuries and indulgences founded upon what could have been done with the money people spent for some particular indulgence if they had foregone the indulgence and saved the money.

He says, for instance, that if the money the American people are wasting for tobacco were invested in homes every man and woman could have a home free from debt before reaching the age of fifty. Mr. Burbank fixes his estimate rather high when he places the average smoker's expenditure for tobacco at $1 a day, though some men, it must be acknowledged, spend more than that, but many a pipe-smoker "gets by" on twenty-five or thirty cents a week.

He estimates that on the average fixed by himself a smoker could save $10,000 and, presumably, accrued interest in thirty years by eschewing the weed instead of chewing or smoking it, or, if he only saved 30 cents a day, he would save over $3,000 by the time he reached the age of 50.

And so, if the head of the family should give up his tobacco and his whole family should give up their candy, soda water, theater and movie shows and the whole list of luxuries that might be listed as more or less expensive, for twenty or thirty years, and invest the savings they wouldn't have anything at the end of that time but money or real estate.

As to whether or not tobacco has a deleterious effect upon the human system, that is another question. At least it does not carry in its trail the long train of evil and suffering that characterizes the liquor traffic nor offer the same opportunity for wasteful extravagance.—*Springfield (O.) Register.*

MAKING OF CIGARETTES

Although some of the best cigarettes are still made by hand, the demand is so enormous that it would be impossible to supply the cheaper brands without the wonderful machines which perform every one of the necessary operations at lightning speed. From 600 to 800 cigarettes are made in a minute—in other words, each machine, if the cutting knives were out of operation, would produce in an hour a mammoth cigarette nearly two and a half miles long—*New York Tribune.*

They are raising tobacco in Ireland, which is much better than some of the things they have been engaged in raising there.—*Dayton (O.) News.*

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Cigar Leaf Tobaccos
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Packers of
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Tobacco Stocks

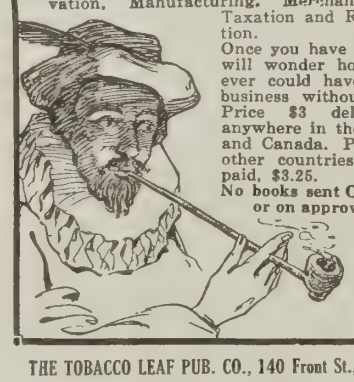
American Cigar
Amer. Machine & Foundry
Amer. Tob. Div. Scrip
Geo. W. Helme
MacAndrews & Forbes
Mengel Company
Porto Rican Am. Tob.
R. J. Reynolds "A"
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FRED B. GRIFFIN, *Gen'l. Mgr.*
Headquarters:
225 State Street
Hartford, Conn.

Inactive and Unlisted Stocks
Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.....	76	79
American Cigar Co. Pfd...	82	86
American Mach. & Fdy....	135	..
Bayuk Bros. Com.....	52½	54½
Bayuk Bros. 2nd Pfd.....	111	113½
Bayuk Bros. 1st Pfd.....	96	99
British-Amer. Tob. Co.....	22¼	23½
Eisenlohr & Bros. Com....	65	70
Eisenlohr & Bros. Pfd.....	95	99
Geo. W. Helme Com., new.	48½	52½
Geo. W. Helme Pfd.....	112	115
Imperial Tobacco Co.....	16	17
International Cigar Mach..	50	58
J. S. Young Com.....	104	110
J. S. Young Pfd.....	104	110
Johnson Foil	80	90
MacAndrews & Forbes Com.	130	134
MacAndrews & Forbes Pfd.	94	98
Mengel Co. Com.....	25	28
Metropolitan Tobacco	70	95
Patterson Bros.	7½	..
Philip Morris	13	14⅛
Porto Rican A. T. Co.....	70	76
Porto Rican A. T. Script..	70	74
R. J. Reynolds "A".....	120	127
Schulte Retail Stores.....	95	96
Schulte Retail Stores Pfd..	113	116
Tobacco Prod. Export.....	3⅛	3¼
United Cigar Stores.....	185	220
Universal Leaf Com.....	..	92
Universal Leaf Pfd.....	87	91
United Profit-Sharing	5½	5⅞
U. S. Tobacco Com.....	50	54
U. S. Tobacco Pfd.....	105	108

Listed Tobacco Stocks
Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	135	140
American Snuff Pfd.....	90	100
American Sumatra	22	23¾
American Sumatra Pfd.....	38	45
American Tobacco	146	147½
American Tobacco "B".....	143½	144½
American Tobacco Pfd.....	102¼	103
Consolidated Cigar	21½	22½
Consolidated Cigar Pfd.....	63¼	72
General Cigar	82	83
General Cigar Deb. Pfd....	105	107
General Cigar Pfd.....	106	108¼
Liggett & Myers.....	200	208½
Liggett & Myers "B".....	190	205
Liggett & Myers Pfd.....	114	116¾
Lorillard, P.	157	160
Lorillard, P. Pfd.....	113	114½
Tobacco Products	53½	54⅛
Tobacco Products Pfd.....	109	110
Tobacco Products "A".....	82	82½
United Cigar Pfd.....	110	114
United Retail Stores.....	74	75

Am. Can Co. Dividend

A quarterly dividend of one and three-quarters per cent has been declared on the preferred stock of American Can Co., payable October 1, 1923, to stockholders of record at the close of business September 14, 1923. Transfer books will remain open.

Liggett & Myers Dividend

A dividend of one and three-quarters per cent (1¾%) has been declared on the preferred stock of Liggett & Myers Tobacco Co., payable October 1, 1923, to stockholders of record at the close of business September 17, 1923.

Tobacco Products' Gains

Tobacco Products Corp. reports net earnings for six months ended June 30, last, of $2,542,203, against $1,230,557 in same time 1922. Surplus July 1 was $6,061,443, against $2,525,316 on July 1, 1922. The net is after all deductions.

Match Imports and Exports

WASHINGTON, D. C., Sept. 5.—According to an announcement made by the Department of Commerce, there were 188,767 gross boxes of matches imported during June, valued at $83,298. During the same month the department's figures show that the value of domestic matches exported was $19,509.—LAMM.

Back in Business

TIFFIN, Ohio, Sept. 1.—R. R. & R. J. Biedlema have re-entered the cigar and confectionery business.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as rep ted by the United States Mint, exce in countries with a silver standard, ere parity fluctuates with the price of ver

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereig
Demand..4.51 15/16 Cables..4.5 /16
FRANCE—Par 19.3 cents per franc.
Demand... 5.61 Cables.... 61⅜
ITALY—Par 19.3 cents per lira.
Demand... 4.26 Cables.... 26½
BELGIUM—Par 19.3 cents per franc
Demand... 4.61½ Cables.... 2
GERMANY—Par 23.8 cents per mar
Demand. .000006½ Cables. .000 6½
AUSTRIA—Par 20.3 cents per crow
Demand... .0014⅛ Cables... .0 4
DENMARK—Par 26.8 cents per kro
Demand...18.25 Cables....1 8
GREECE—Par 19.3 cents per dracha.
Demand... 1.95 Cables.... 8
HOLLAND—Par 40.2 cents per flori
Demand...39.22 Cables....3 6
HUNGARY—Par 20.3 cents per crov
Demand... .0058 Cables... .0 8
NORWAY—Par 26.8 cents per krone
Demand...16.20 Cables....1 3
SPAIN—Par 19.3 cents per peseta.
Demand...13.25 Cables....1 7
SWEDEN—Par 26.8 cents per krona
Demand...26.60 Cables....2 3
SWITZERLAND—Par 19.3 cents per fr c.
Demand...18.00 Cables....1 2
CHINA—Cents per silver dolla for
Hongkong; per tael for Sha hai
and Peking.
Hongkong—
Demand...52.62 Cables....5 5
Peking—
Demand...73.50
Shanghai—
Demand...70.75 Cables....7 75
PHILIPPINE ISLANDS—Manila: P. 50
cents per silver peso.
Demand...49.25 Cables....4 0
JAPAN—Par 49.8 cents per yen.
Demand...48.86 Cables....4 8
ARGENTINA—Par 42.44 cents per A en-
tine paper dollar.
Demand...32.65 Cables....3 75
BRAZIL—Par 32.45 cents per paper r eis
Demand... 9.75 Cables.... 0

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ey West Key Notes

EY WEST, Fla., Sept. 1:—There is ery indication that the coming fall eason will be a busy one in the tobacco ousiness. Locally there has been an inrease in force in practically every cigar factory of size during the past week, and rom information gained at the office of many of the factories it is the intention of the management to seek additional workers during the weeks to come. Also it is noted the opening of several "back eyes," as they are known here.

Paul Albury, well known cigar manufacturer, who owns and operates El Prado Cigar factory, has announced himself as a candidate for the office of Mayor of Key West. Other candidates are J. G. Piodela, Lewis Otto and the present incumbent, F. H. Ladd.

The report of the collector of customs for this district for the month of May which has just been issued from the office of the collector at Tampa, shows that the amount of export business done by Key West during the month of May amounted to $3,024,857. This is far in excess of the exports for the month of May, 1922, at which time it amounted to $2,291,535. Pensacola ranks second, as it is shown that this city exported $97,859 of merchandise during the month of May this year. Other cities in Florida listed are Tampa, $345,627; Jacksonville, $642,750; Fernandina, $172,427 Miami, $82,418; Boca Grande, $22,000 Apalachicola, $21,700; St. Andrews, $21,715.

Usually Key West ranks second or third in imports, but during May the amount of business done through the Port of Key West amounted to $1,277,663 which is $582,502 more than during May, 1921. Tobacco imported from Cuba is listed as 387 pounds of unmanufactured for cigar wrappers, and valued at $1,115. Unstemmed leaf tobacco was imported to the amount of 186,922 pounds valued at $156,214. Cigar leaf tobacco stemmed there were 201,298 pounds with $224,829 of other tobacco there were 105,972 pounds valued at $33,621. Of cigarette paper, 280 pounds were brought from foreign countries through Florida ports. Of cigar bands and labels coming through the same ports there were 842 pounds valued at $1,585. Cigars and cheroots sent to the British West Indies amounted to 1,000, valued at $32. Of cigarettes there were 34,000 sent to ports in the British West Indies and these were valued at $178. Of plug tobacco 31 pounds were sent to Cuba, valued at $20. There were 466 pounds of smoking tobacco shipped to Cuba valued at $276.

To Open Branch Factory

Paddy Watkins of the firm of Watkins & Kemp, cigar manufacturers, of this city, has gone to Miami where he will open a branch of his company and introduce to the people of the Magic City the famous brands of this company. Besides being an A number one manufacturer, Mr. Watkins is a well known baseball player, having played on several teams both in this state and in Georgia.

A number of cigar makers who have been in Tampa for several months, returned to this city Friday. Those who returned this week predict the return of many more.

To Open New Store

KENOSHA, Wis., Aug. 31.—George Becker, of the Becker Cigar Co., announces that he has secured a lease for the corner room of the new Schwartz building being erected on the northeast corner of Wisconsin and Main streets. As soon as the building is completed a cigar and tobacco store will be opened there. The store will also serve as another news agency for the company.

The Becker company will continue to operate its store on the northwest corner of Wisconsin and Main streets in the Kimball block, the lease on that property not expiring until May, 1924.

Rocky Mount Average $21

ROCKY MOUNT, N. C., Sept. 1.—Total sales for the week, 250,000 pounds. Average price per 100 pounds, $21. Market opened Tuesday and sales have been light, due to the farmers being busy housing the crop, which is 2 to 3 weeks late.

For Gentlemen of Good Taste
SAN FELICE
2 for 15c

Two Good CIGARS
EL VERSO
10c — 2 for 25c — 15c
The Deisel-Wemmer Co., Mfrs. :: :: Lima, O.

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KEISER & BOASBERG
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Importers of Sumatra Tobacco
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GUM TRAGACANTH
Special Grades for Cigar Manufacturers
PERFECT CIGAR GUM (Powder)
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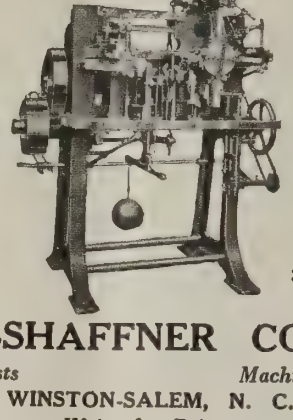
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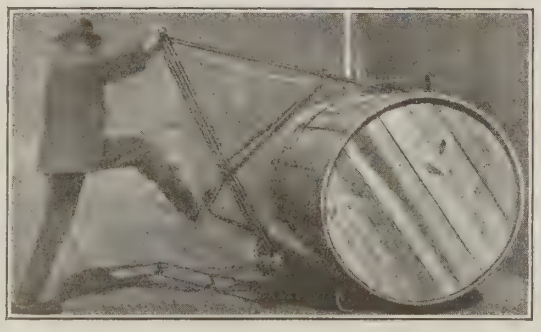
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To Cigar and Cigarro Manufacturers—

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SCRAP CUTTER

built for economical results and service



Made in two sizes.

WHAT IT DOES

Cuts damp tobacco. Cuts 2500-3500 lbs. per day. Cuts uniform. Is adjustable to different sizes. Consumes little space and power.

WHAT IT DOES NOT DO

Does not choke up.
Does not tear or drag the leaf.
Does not make over 1-10% dust.

Himoff Tobacco Machine Co.
13th Street
LONG ISLAND CITY, N. Y.

San Francisco in "Throes" of Cigarmakers' Strik

Employees of Three Leading Factories Walk Out—Worker Demand 25 Per Cent Wage Increase—Small Country Fac tories Increase Activities—News Notes.

SAN FRANCISCO, Cal., Aug. 29.—The story of the cigar manufacturers of the West Coast is simply that of one blessed thing after another. And the last "thing" after another is a general strike of cigarmakers. From three of the leading factories last Thursday walked out 450 of the workers. Four hundred left the factory of the Petri Cigar Co., at the corner of Battery and Vallejo streets, where the Toscani and Van Camp cigars are made. Twenty left the factory of R. Schwartz & Co. at 556 Commercial street, and thirty more left the factory of Cimino, Cortina & Co. The walkout was due to the refusal of a demand for a 25 per cent wage increase. The Petri Cigar Co. managers say they will let their factory lay idle rather than grant the increase, for the women in their employ are now making from $2.50 to $6 per day. To Cimino, Cortina & Co. the strike comes as a surprise, for they were already paying a somewhat higher scale than the other factories. While it was both union and open shop employees who walked out, the strike is probably the result of union activities, for the active agent in fomenting the strike was Paul Lavatita, business agent of the union. And this seems the more probable, as the R. Schwartz Cigar Co. recently threw their union employees overboard, and there has been more or less feeling in consequence. Some other employees have walked out, but in most cases not sufficiently to close the shops.

Showing Renewed Activity

The Golden State Leaf House reports that the small factories of the interior seem to be recovering from the usual summer quiet, and to be picking up courage again, as small orders are coming in voluntarily from various directions. And Harold Horn, who has been up Sacramento way, has sent in several very lusty orders along with the others. Harold will steer his auto on up into British Columbia, and as word comes of things picking up through the northwest, it is probable he will enjoy his initial trip in every way.

Gratified with Manila Growth

Another person who must be enjoying his trip is David F. Morris, associated with C. A. Bond as tobacco agent for the Philippine Government, for the Manila cigar has been growing steadily into one of the staples of the Pacific Coas Indeed, there is scarcely a distributir house in San Francisco now that do not handle one or more brands of Mi nila cigars. Mr. Morris has just con from the northwest, where he found th Manilas steadily gaining favor. Th Manila, he explains, is coming into fav for two reasons: first, the cigar can l produced cheaply; and second, it is th policy of manufacturers and the Philij pine Government to build to quality ar brand excellence. He explains that th cheaper production of Manila cigars not so much due to cheaper labor as t the wonderfully cheap leaf productio Instead of being obliged to renew so with fertilizers, sometimes running int hundreds of dollars per year, the Cag yan River, like the Nile in Egypt, bring down a sheet of vegetable humis ever year and spreads it over the tobacc raising district in a belt from four t twenty-one miles wide; and the cultiva tor, without plowing, simply harrow over his ground and sows his seed. T insure quality, and sanitary purity, th government requires that every employe before entering a cigar factory sha take a medical examination to insur against any contagion. Inspectors vis the factories every week and insist o the utmost cleanliness and healthful fac tory conditions. No lunches are allowe to be eaten in the factory, and ever table must be cleaned up each night be fore closing. The government then in spects every box before shipping, an puts on its stamp, a small stamp fee be ing charged. And this stamp is a guar antee not only of apparent quality bu of keeping quality for sixty days. I case of defect appearing within that tim rebates are allowed to cover losses, an if the goods are unfit for use, they ar taken over by the government and th purchaser reimbursed. These precau tions, says Mr. Morris, have so reduce the defective shipments that there is ver little complaint from the Pacific Coas He explains that quite a considerabl amount of American capital has been in vested in the cigar business there, th Alhambra producers being the most con spicuous American firm; but there is als Spanish, English, Dutch and Chines capital invested, with a little native own ership. Up to the American occupation trade was largely conducted by the Chi nese, the natives being mostly agricul

RED EDGE WOVEN STANDARD WOVEN CABLE CORD VULCANIZED

CIGARETTE BELTS

Manufactured by

SOUTHERN ENDLESS BELT CO.
PETERSBURG, VA.



CHRISTMAS BOXES

Will

Increase Your Cigar Sales

We will originate a design that will retain the characteristics of your cedar cigar boxes—assure recognition and fill your patron's preference for this more convenient style of package.

PRACTICAL AND MODERATELY PRICED

THE ROCHESTER FOLDING BOX CO.

Main Office and Factory: ROCHESTER, N. Y.

BRANCH OFFICES: New York Boston

After all nothing satisfies like a good cigar

BRANCH OFFICES: Syracuse Philadelphia

ural; but since the occupation, the natives are engaging more in business and owning an increasing portion of the wealth of the company. They are, too, all learning English, the language being compulsory in the schools, and as their brightest students are being educated in the United States, they appreciate the advantages, and are feeling the economic ties that bind them to this country, the leading market for their products. Mr. Morris considers the native Filipino as very progressive and appreciative of the advantages of education; even among those tribes where the torrid climate causes them to wear little more than a smile.

Spreading Out

Sam Israel reports that his favorite, Garcia Vega is taking on additional distribution, and repeats are coming in nicely. He says it seems certain that the high-grade cigars and the clear Havanas are gaining favor in this market. He reports that the Pall Mall special, to retail 10 for 35, is now being placed on this market.

A Promising Outlook

From the way in which a certain pleasant and friendly-looking picture gazes at you from nearly all the tobacco stands, and from many other stands as well, it looks now as if one of our next supervisors was to be Adolph Judell, secretary-treasurer of H. L. Judell & Co. H. L. Judell himself is back from his recuperating vacation, somewhat better, but still not at his best.

Kenneth Bailey, formerly with I. Lewis & Co., is now working for Rosenthal Bros. on the R. B. Invincible in conjunction with the S. C. Bachman force.

M. Peters, sales manager, has just returned from Los Angeles. He found William H. Norden, factory representative for La Palina, doing splendid work in conjunction with the Southern Cigar Co., which now has branches also at San Diego and at Santa Barbara. Among their own lines, the Gato Key Westers are just now making quite a splurge.

The Connecticut Valley Tobacco Crop

It is estimated that if harvest conditions are favorable the tobacco crop of the Connecticut Valley will bring to the growers over $20,000,000.

Present crop conditions are reported to be the best of any within the last ten years. With prices higher even than in the war period, an increased acreage and greater yield per acre, it promises a most prosperous year for the growers despite high cost of labor and materials.

Much of the growing crop of independents has already been purchased at prices varying from 43 to 55 cents.

Great chances are taken in the tobacco industry and the growers are never free from worry until their product is marketed. Hail storms are the greatest dread and the cost of insuring the crop against this form of destruction comes high.

Since the formation of an association of growers in the valley, costs in insurance and marketing have been greatly reduced. The members have been able to get more credit from banks and keep prices more staple than when they were acting individually.

It is not yet known whether or not the tobacco men in the valley view with alarm the threat against their industry that comes from those reformers who are trying to have measures adopted that would combat the use of tobacco.

This subject was brought up before delegates of the Anti-Alcoholic Congress at Copenhagen.

That class of reformers who delight in attempts to regulate the personal habits of people are so much encouraged after putting over the dry amendment in this country that their zeal is now directed toward the banishment of Lady Nicotine. —*Holyoke (Mass.) Telegram.*

Buys Business

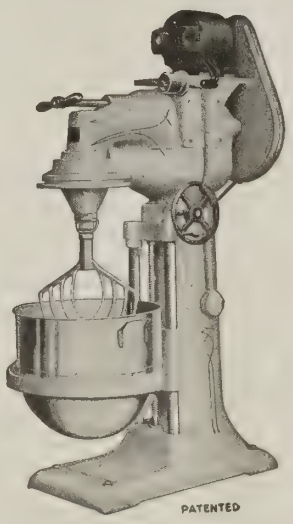
NEWCASTLE, Ind., Sept. 1.—George C. Myers has purchased the Tubby Griffin cigar store and pool hall.

For Mixing "Gum Trag"

A

Read 3-Speed Mixer

SHOULD ALWAYS BE USED



READ 3-SPEED MIXER

Saves Time, Labor and Material

REMOVES ALL LUMPS THEREBY REQUIRING NO STRAINING WHATSOEVER.

Used by many leading cigar manufacturers in the country, such as the various plants of Otto Eisenlohr & Bro. Co.

Write for further data.

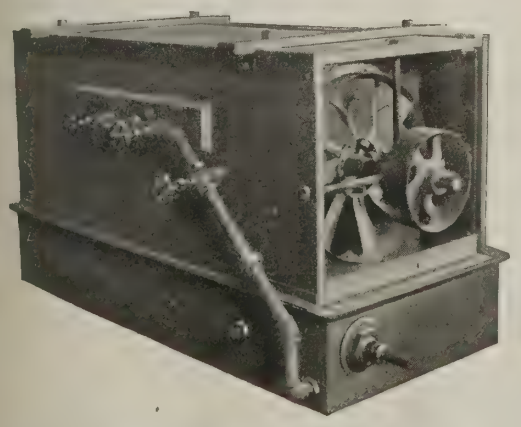
READ MACHINERY CO.

YORK, PA.

THE "EBULATOR SYSTEM" of AIR CONDITIONING HAS NO EQUAL

LET ME PROVE IT ON YOUR PREMISES

Individual Machines for Separate Rooms, or One Large Machine Serving Several Rooms Using Distributing Air Ducts.



A Single Machine (This Type) Will Produce 80% Humidity in a Room of 100,000 Cubic Feet. Perfect Diffusion of Moisture Secured.

BREWER BROTHERS

Growers and Packers of Connecticut Tobacco

HOCKANUM, CONN.

D. F. Gosline, Boston, Mass. July 13th, 1923.

Dear Sir:

We installed one of your Ebulator Air Conditioning Machines in our warehouse the past season, and same has given very satisfactory results. We have tried two other systems of air conditioning machines and find yours far superior to either of them.

For your information we might state that we found quite a considerable saving in coal. The warm air which comes from this machine required our coils to be turned on only in extremely cold weather.

We are now cleaning the machine up and can see very little wear on the first season's use. This machine is of rugged build and we see no reason why it should not stand up indefinitely.

Very truly yours,

(Signed) BREWER BROS.

HAVE YOUR CHOICE

Every Installation Guaranteed

WATCH THIS AD

It will pay you to investigate

D. P. GOSLINE, Manufacturer

BOSTON 19, MASS.

ROHLIN'S PATENT PIPE CASE

An Imported Novelty — Also Most Practical

"A Clean Pipe in a Clean Pocket"

A case made of the finest rubber and lined at the bowl with an incombustible material—very handy and takes hardly any room in the pocket.

Sold extensively abroad and selling readily in this country.

Popular priced article affording excellent profit for retail trade and also in quantities for large distributers.

Sole Agents for the United States and Canada.

GROSVENOR NICHOLAS & CO.
Incorporated
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Representing **CIFUENTES, PEGO & CO.,** of Havana, Cuba

"PARTAGAS"

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Corner John Street Telephone John 4015

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The Aristocrat of

Imported Cigars

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PACKING HOUSES: HAVANA, CUBA; CATANO, PORTO RICO

ERNEST ELLINGER & CO.

IMPORTERS OF

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Lealtad 110, Havana, Cuba 166 Front St., New York

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Cable "Fegrau." Antonio R. Fernandez Grau.

FERNANDEZ GRAU Y HERMANO

Leaf Tobacco Dealers

Monte 116, Havana, Cuba

Large Stripping Plant, 199 Manrique St. Telephone M. 7643. General Offices, 199 Manrique St.

Cable Toranoco

TORAÑO & CO.

HAVANA LEAF TOBACCO PACKERS AND DEALERS

SPECIALISTS IN PARTIDO

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IT PAYS TO HAVE UP-TO-DATE INFORMATION. READ TOBACCO

HAVANA CIGARS

The Leader in All the World's Markets

ROMEO y JULIETA

U. S. REPRESENTATIVE
WM. T. TAYLOR, 50 E. 42nd St.

Havana Tobacco Market Showing More Activit

Both Exporters and Speculators Make Purchases—Quantity Remedios in First Hands Relatively Small—America Buyers May Yet Be Able to Secure Supplies.

HAVANA, Cuba., Aug. 31.—Our market has been a little livelier since my last report. Also in the country further sales were made to exporters as well as speculators. Taking into consideration the high cost of nearly all large packings, that is, as far as claimed by several packers, the recent purchases in the country, either farmer-packings or small private packings, compare very favorably with same, and if even speculators are buying in bales, they surely must be convinced that they can compete with any of the large packings. However, the quantity of Remedios tobacco in first hands in the country is relatively small, compared with the large percentage of tobacco sold already up to this time of the year. There seems to be an uncertainty in the country as to the purchases of the balance of Vegas and private packings. On one side the export houses, who already bought large quantities, would like to have also some Vegas to offer at lower prices, and on the other side the Havana Almacenistas, who did not want to go in at the high prices paid for bundles, are waiting for a chance to buy ready packed tobacco at lower prices than paid so far. Several of such private packings and farmer packings have arrived here, and the upper grades certainly show a good type of tobacco, being packed very clean.

Buyers' Opportunities

If the American buyers who used to come to Havana in the fall do not delay their trip too long, they will have a chance to still buy some first class tobacco, especially first and seconds. Also those who cannot afford to pay the prices for firsts and seconds or even thirds will have a chance to cover their demand by picking out some of the unassorted tobacco which gives a good result in stripping.

Some of the large cigarette factories of the interior of the Island continue buying Remedios as well as Vuelta Abajo low grades. Prices for these grades have hardly changed.

Some stripping plants are working already new tobacco, and within a few weeks from now all stripping places w be busy. Most of the tobacco, howev on account of the heavy quality this ye needs some storage still before it can stripped. The so-called trust and oth local factories have bought quite so wrappers and several good packings the V. A. Llano section were sold.

Buys Choice Packings

Sidney Rothschild has bought about thousand bales of V. A. Puntillas of t best and largest packings. This class former years used to be worth almo twice as much as Remedios 3rd Cap dura, while during the last years, due the great demand for Remedios fro North and South America and esp cially this year, prices for the latt grade are somewhat higher. Still t Vuelta Abajo tobacco this year has excellent aroma and first class quality f mixing purposes and Mr. Rothschild ce tainly has taken good care of them.

The packers in Vuelta Abajo have pr pared their tobacco very well, that letting the fermentation of the tobac take its natural course, as they kne that most of the tobacco will be stripp in this island, producing in this way good and sound stripped filler.

Also the firm of L. Pantin & Son busy looking for good Vuelta Abajo t bacco for the same purpose and u doubtedly also this firm with its lar number of clients will make large i vestments in upper and low grades this section.

Walter Sutter & Co. are still bus with the preparation of their new, lar warehouses, where they also shall op one of the largest stripping plants Havana.

Muñiz Hermanos, of Reina 20, a putting another large building in Carme corner of Lealtad, which will hold ov 15,000 bales. Unnecessary to mentio that this will be another beauty as t construction and accommodation. N doubt our old warehouses á la criolla española are disappearing, and by and b and perhaps pretty soon the warehous

(*Continued on page 40*)

AIXALA & CO.

Packers and Dealers of Havana Tobacco

ALSO PORTO RICAN TOBACCO

New York Office **M. A. André 169 Front St.**
Havana Office **Corrales 6, 8 and 10**

HINSDALE SMITH & CO.

Established 1840

Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco

125 Maiden Lane SPRINGFIELD, MASS. **New York**
Cable Address "Nargil" Telephone 901 John

Webster Cigars

STANDARD FOR OVER FIFTY YEARS

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

Cleveland Business Shows Decided Improvement

Dealers Selling More Cigars and Cigarettes Than for Several Weeks Past—Optimism Based on Actual Conditions—Good Business Being Done at Various Fairs.

CLEVELAND, Ohio, Sept. 1.—Whether is because the summer vacation season almost over and people are coming in r have come in from the various resorts, leasure places and resting places they ave been to this summer or not, the fact emains that dealers here are selling lots iore cigars and cigarettes than they have or quite some weeks back. Things aven't been quite so good for some time ast as they are now. We were always iclined to be optimistic, but it isn't just ure, unadulterated optimism that leads s to speak as we do. Every fact stands ehind it. Affairs are really going over i fine shape. Nearly everybody we have ilked to is as satisfied, at least, as any ormal cigar dealer should be. Let us ive thanks, for surely we have someiing to give thanks for.

The various fairs, county, state, seconal, are meeting up with lots of enusiasm and success. The Ohio State air, naturally the largest and the most opular, is already swinging along in ven stride, and the cigar and cigarette oncessions are meeting with their share f the success, and then some. The uyahoga County Fair and the Lake ounty Fair, the former at Chagrin alls and the latter at Painesville, both nly a short distance from here, are makig real money for the lucky leaseholdrs.

Two from Smoky City

M. Lesser and M. Goldsmith, the well-known stogie men from Pittsburgh, ropped in on us this week. The Standrd Cigar Co.'s "Dry Slitz" stogie is heir forte, and they and the Baer-Wolf o., local distributors, see to it that no caler is without a big supply always on and.

Tom Branyon Drops In

Tommy Branyon, Corina cigar man, ropped in on us this past week. Tommy s some "sweet" hustler, and the dealer hat got away without giving Tom an rder was either deaf or blind.

A Visitor

A very prominent visitor of cigardom iade his appearance here this week in he person of Edward Steif, with the Julius Fernbach Co., of Chicago. Steif is the man behind the Cyrilla cigar which is meeting with a great deal of success through these parts.

In New York

Adolph D. Goodman, head of the large local jobbing concern bearing that name, is now in the midst of an extended visit to the Big City. A. D. has lots of real friends in New York and is kept busy meeting new people and renewing old acquaintances.

Cold Weather Helps

Cleveland dealers found things going a lot better during the coldest August in many years than they ever hoped would be the case. The cold weather seemed to invite the smoker a great deal more than did the hot temperature of some weeks ago. It can't be because it was so cold that they had to smoke to keep warm, but be as it may, the cooler weather acted as a decided impetus to business conditions in the cigar, cigarette and tobacco world.

Al Sticks Around

Al Spellman, he of the big jovial smile and jolly demeanor, favored us with his presence again this last week. Al found things in a delightful condition as regards Joan of Arcs and La Restas and managed to grease the slides quite considerably more toward the goal of fine distribution. The San Telmo people certainly have a real booster in Al, one who knows the "ropes," as they say in high-brow society.

Hi Hammer Calls

Hi Hammer, our old friend with Corral, Wodiska y Ca., called on the local trade this week. Hi always likes to make his headquarters in Cleveland, for every time he comes here he takes back with him lots of real big orders for his many good brands.

A Trade Caller

In the interests of Ben Bey cigars, W. Ellson and Clarke Cutler made their way into town last week. Ben Bey cigars have proven to be no flashes in the pan

(*Continued on page* 40)

SOBRINOS DE A. GONZÁLEZ

HAVANA LEAF DEALERS

Industria 152-158
Habana, Cuba

P. O. Box 495 Cable ANTERO

LESLIE PANTIN & SON

Commission Merchant

LEAF TOBACCO and CIGARS

Virtudes 74, HAVANA, Cuba

TADEMA HAVANA CIGARS

ARGUELLES, LOPEZ & BRO.
MAKERS

GENERAL OFFICE AND FACTORY: TAMPA, FLA.

EASTERN OFFICE:
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WAREHOUSE:
HAVANA, CUBA



Pablo L. Perez
Frank B. Strater

Cable: Palupe
Codes: A.B.C. 5th Ed.
Bentley's

PABLO L. PEREZ & COMPANY

Successors to

HAVANA TOBACCO STRIPPING CO.

LEAF TOBACCO

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Lealtad 110, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY

(S. en C.) ESTABLISHED 1873

GROWERS, PACKERS AND DEALERS IN

LEAF TOBACCO

Cable: "Cuetara" - - Figuras 28-30-32 Havana, Cuba

HIJOS DE DIEGO MONTERO

S. en C.

COMMISSION EXPORTERS

LEAF TOBACCO

DRAGONES 106-108 HAVANA, CUBA

M. ABELLA

PACKER AND LEAF DEALER IN

PARTIDO, SEMI VUELTA AND REMEDIOS

100 Galiano Street Habana, Cuba

Cable: Abella

H. UPMANN & CO.

ESTABLISHED 1844

H. UPMANN
HABANA

Bankers and Cigar Manufacturers

HAVANA, CUBA

CHAS. LANDAU, Agent, 35 Wall St. New York

ROCHE & GALVAN

Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

Glass Cigar Box Covers

Highest Quality - - Lowest Prices

Our Style D Suits the Purpose

100 ..... 15 cents each
250 ..... 14 " "
500 or more ..... 12 " "

Includes Printing on Glass or Metal.

Choice of Five Colors. Send for Sample.

GEBHARD MFG. CO.
Manufacturers
9-11 E. FAIRMOUNT AVENUE NEWARK, N. J.

Established 1867 Original Factory No. 1

The Standard Clear Havana Cigar Factory

Manufacturers of

La Flor de Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St., Tampa, Fla.

Distributors for Greater New York & New Jersey
B. WASSERMAN CO.
77 Chambers St., New York City

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters
OF
TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

Compañia de Abraham Haas

ESCOGIDAS
SANCTI
SPIRITUS
LA VUELTA

Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana

CAMAJUANI
MAYAJIGUA
MAJAGUA
REMEDIOS

Cable "Quinto" P. O. Box 502

WALTER SUTTER COMPANY

COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

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HERMANN DIEHL

GERVASIO 182, HABANA, CUBA

Diehl's Havana Tobacco Cable Code, $15.00

Commission Dealer and Exporter
Havana Leaf Tobacco of all kinds
STRIPPING PLANTS

Special attention given to American and Foreign Accounts

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P. O. Box 1985.

MENENDEZ, MENDEZ & CO.

Dealers in All Kinds of Havana Tobacco
Specialty—Remedios & Vuelta Abajo Tobaccos
SITIOS 11, HAVANA, CUBA

BRANDS THAT BUILD UP BUSINES



VEGA DEL REY
BOUQUET DE LA AD
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIA

S. H. FURGATCH Y CA., 75th St. & Ave. A., New York



MARIE ANTOINETTE

A Specialty in Mild Havana Cigars

27 sizes—MADE IN—27 sizes

"Bought When Quality is Sought"

Descriptive Booklet and Samples Sent Upon Application

E. KLEINER & CO., Inc., Makers
320-322 E. 63d Street, New York City

Chicago Trade Notes

Bans "26" Dice Game

CHICAGO, Sept. 1.—Chief of Police Collins has set his seal of disapproval upon "26," the dice game in vogue at cigar stands in hotel lobbies and in practically every cigar store in the city, where customers "shake for the smokes." In a message sent to all commanding officers, the chief requests that the "26" game be stopped. After issuing this order the chief left town before proprietors of cigar stores and hotel managers began storming his office. Until this order is released many dealers here will find a big drop in receipts as the "26" dice game has always been a big trade getter.

The Chicago sales force of the General Cigar Co., Inc., held a very important conference at the office yesterday.

William Campbell, of Celestino Vega & Co., is meeting with much success in placing the new La Venga Corona that is packed in cans. The retail price is 15 cents.

Ruhstrat-Christian Co., 130 West Lake street, is getting big results with Cuesta-Rey cigars, which the house distributes locally. The business this year with the Cuesta-Rey factory will run well over $100,000.

La Estrella, mild Havana, is featured here by several dealers. The E. H. Gato Cigar Co., of Key West, makes La Estrella.

On Many Counters

Muriels in the Triumph size in boxes of 5 for 50 cents, are displayed on the tops of many counters. Faber, Coe & Gregg, Inc., are the distributors.

To Open Second Store

Sol M. Bernstein & Co:, who operates a very popular retail store at 300 West Van Buren street, are branching out. They have just leased the northeast corner of Van Buren and Franklin streets, for a term of years, and i open it October 1. Sol M. Bernstei Co. are well known Loop retailers. T have been in business here for m years.

The new Belmont size of Pan Arango cigars, to sell at 3 for 50 c has been placed with the trade.

Creditors' Committee Appointe

Warren Pease, Robert B. Palmer William Severin have been appoi trustees for the creditors in the case George Peterson, who runs two up date stores at 3803 Broadway and Morse avenue. Peterson owes $25,00 local merchants.

Sam Mosow of the Sioux Toba Co., Sioux City, Iowa, spent a few d here last week.

The H. G. Hughes Co., whole grocers of Omaha, have taken on distribution the S. P. V. Havana 2 15 cents smokes made by the Wm. Seidenberg Corp. at Tampa.

The P. Lorillard Co. salesmen are fering the dealers 10 per cent gratis each order for 1,000 Murads.

The Burges-Nash Co. of Omaha feature Pancho Arango cigars. J. Brill, representing the Wm. J. Seidberg Corp., closed this deal last week

Offer Special Discount

Melachrino & Co. offer 10 per c gratis on Melachrino cigarettes, if dealers display a new counter disp make-up on the show case. Many taking advantage of this liberal o and the displays are seen all over.

Ed Wodiska, as cheerful as ever, w his Dulce line, made by Gonzalez Mendes, Inc., of Tampa, is here booki orders for the holiday trade.

Julius Fernbach has returned from trip to Havana and Tampa. He repo a heavy increase on his Cyrilla cigar.

Don Pancho and Geo. W. Stocking, Arango & Arango, reported in Oma last week.

Frank M. Lopez, representing Gar & Vega, arrived and enjoyed a go business from his Chicago customers.

(*Continued on page* 40)

SELGAS & COMPANY

IMPORTERS & PACKERS
Havana & Porto Rico Tobacco
Warehouses:
Havana—Consulado 138-140
Porto Rico—Manati
128 Water St.
NEW YORK

STEFFENS, JONES and CO.
DOMESTIC **LITHOGRAPHERS** IMPORTED
STOCK LABELS AND STOCK BANDS
36 East 23d Street New York

OPTIMO

BEST OF THE BEST



BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

Tampa Tidings

Revenue Collections

TAMPA, Fla., Sept. 1.—Collections of t United States internal revenue de- rtment at Tampa last month were bet- t than for the same period a year ago, ough less than for last July, the fig- es being: August, 1923, $349,706.58; ly, 1923, $353,366.43; August, 1922, 34,330.63.

Stamp sales of the internal revenue partment last month covered the manu- ture of 40,351,450 cigars, nearly two illion cigars every working day. Value stamps and number of cigars repre- ted by classes, last month, were as llows:

	Stamps	Cigars
.....	$49,789.99	12,447,490
.....	15,552.90	2,592,150
.....	219,898.32	24,433,140
.....	55,882.62	4,656,880
.....	3,326.99	221,790

Receipts of the customs office at Tampa st month showed a slight decrease, 88,637.33, compared with $196,625.06 r last July and $192,423.99 for August year ago.

Clearing House Figures

In view of the fact that the cigar in- stry is such a predominating factor of e banking industry of Tampa, the fol- wing Clearing House statement reflects, a large extent, the healthy condition the cigar industry of Tampa.

Clearings of the Tampa banks for Au- st this year were more than two and half million dollars greater than for ugust last year, though less than for st July, on account of August and Sep- mber being somewhat duller months an the rest of the year in many lines Tampa. Figures given by the Tampa learing House Association are as fol- ws:

ugust, 1923	$10,450,436.03
uly, 1923	12,189,499.45
August, 1922	7,823,363.32
August 31, 1923.....	302,133.29
August 30, 1923.....	332,533.19
September 1, 1922.....	353,844.07

License for Demonstrating Purposes

The Miller, DuBrul & Peters Mfg. Co.'s Tampa Service Station has just been issued a license as a cigar factory under Factory No. 320, District of Florida. It is not the intention of this firm, however, to enter into the manufacture of cigars in competition with their many Tampa friends. However, by taking out a manufacturing license to comply with the Federal requirements, it will be possible to give actual demonstrations of the Durex Quality Production Bunch Machine and other M. D. & P. cigar machinery in the service station in the interest of manufacturers. The Miller, DuBrul & Peters Service Station has been in operation in Tampa since April under the management of Harry D. Smidley, and it occupies an important place in the daily business life of the Tampa cigar industry.

Petition in Bankruptcy

The Lady Diana Cigar Co., Max Smith, president, has filed a petition of bankruptcy through its attorneys, Jackson & Dupree. Total liabilities are listed at $13,184. Principal creditors are Max Smith for $7,000; Joe Farina, a stockholder, $2,500; M. J. Blum & Son, $500; Tampa Box Co., $1,300; Gonzalez & Mendez, $300.

A. L. Cuesta, Sr., will leave Spain, where he has spent the summer on his estate, about September 10 for his return to Tampa.

T. D. Fisher, of Weidman, Fisher Co., manufacturers of cigar boxes, has returned from his summer home in North Carolina.

Celestina Vega has returned from Havana.

Robert Pentland, Jr., of Jacksonville, a member of the auditing firm of Hall & Pentland, is filling a contract with several Tampa cigar factories.

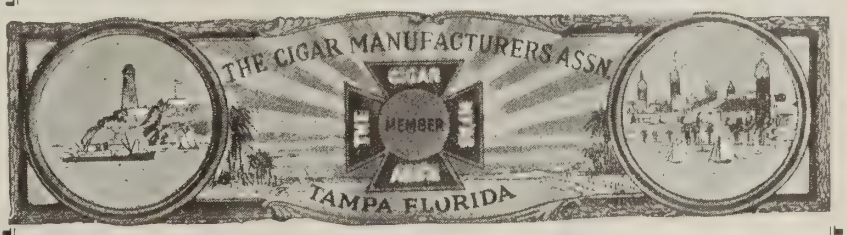
CIGAR MANUFACTURERS ASSOCIATION OF TAMPA

Comprises All of the Leading and Representative Cigar Manufacturers in Tampa, Uniting in the Three-Fold Effort of:—

1st—Benefiting our members.

2nd—Maintaining the high standard of "Tampa" workmanship by seeing that our labor is justly treated.

3rd—Protecting the *dealer* and the *consumer* against unscrupulous methods of others by issuing to our Members the following "Identification" stamp:—



This stamp, on each box, is your guarantee that the goods are manufactured in Tampa—of "Tampa" Quality and Workmanship.

DEMAND IT

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.

Established 1873 Manufacturers New York

PERFECTO GARCIA & BROS.

Manufacturers of

World's Finest Havana Cigars

Office
208 N. Wells St.
Chicago, Ill.

Factory
TAMPA, FLA.

HEYWOOD, STRASSER & VOIGT LITHO. CO.

Manufacturers of High Grade

CIGAR BOX LABELS, BANDS and TRIMMINGS

Selling Representatives

ADOLPH FRANKAU & CO., INC.
129 Fifth Avenue, New York

B. B. B. CO. (CANADA), LTD.
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Western Representatives

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139 North Clark St., Chicago

ALBERT ABENHEIMER
Windsor Hotel, Denver, Colo.

F. LOZANO, SON & CO.

U. S. BONDED MANUFACTURERS

HAVANA CIGARS

F. LOZANO
FLOR DE NARVEZ
VICLO

TRADE MARK

WALLS COURT
EL LESSERO
CALATRAVA

REG. U. S. PAT. OFF.

OFFICE & FACTORY TAMPA, FLA.

N. Y. OFFICE, 437 FIFTH AVE., N. Y.

R. LOPEZ TRUJILLO

Manufacturers of Clear Havana Cigars Exclusively

KEY WEST, FLORIDA

La Mas Fermosa—Comal—Magnetica

TRADE MARK

REGISTERED

GROWERS

AND

PACKERS

TRADE MARK

REGISTERED

OF

Connecticut Shadegrown Wrappers

Florida and Georgia
Shadegrown Wrappers

Connecticut Broadleaf

Connecticut Havana Seed

Stripped and Booked Porto Rico Fillers

AMERICAN SUMATRA TOBACCO CO.

131 Water Street New York City

TRADE MARK REGISTERED

STROUSE & HOLZMAN
Dealers and Packers of
LEAF TOBACCO
Conn. Shade - Broadleaf - Porto Rico - Havana
197 WATER STREET :: :: :: NEW YORK CITY

onnecticut Crop Now in the "Pink of Condition"

he Weather Dispenser Has Been Very Liberal Recently in His Dispensation—Big Production Putting a Heavier Task on Mutual Marketing Association.

ARTFORD, Sept. 2.—Another week of orable conditions passed and the 1923 p is in the "pink of condition." The vesting went along not quite as fast ring the week on account of threaten- weather for a part of the time. Some owers laid off their help for a few days the tobacco was improving in the lot l was not ripe enough to harvest, and that extent the harvesting slacked up. owever, many of the growers finished th their harvesting and are now taking well-earned vacation after a very busy e growing and harvesting the 1923 mper crop.

The crop in some sections was hard get started early owing to cut worms, t dry weather and scarcity of plants, d did not get an early start. Some of e backward crops are still uncut, but e looking fine, and the showers recent- have been a great benefit. While about per cent of the acreage of the Valley now harvested, it will take another uple of weeks to make the final clean- as there are many acres yet not ready harvest and should not be taken in r a fortnight.

Favorable Conditions

The weather thus far has been fine for e curing and the early tobacco is now ell along with the curing process and is owing fine quality as to leaf, color and xture, such as has not been seen for any years. The entire crop of the Val- y is certainly a "bumper," not only in ze but is a clean crop. No "wildfire, ilico or rust," and is free from hail or orm damage. It has been cut under e most favorable weather conditions, d the indications are that there will ot be any pole sweat; the growers feel at they have gotten something this ar to show for their efforts. From esent outlook it would appear that the ercentage of low grades will be much ss than they have been in many years. The crop is also the heaviest one rown for many years, and it takes uscle to get it into the sheds and hung. The Connecticut Valley Tobacco rowers' Association now sees that it is much larger proposition to handle this eason's crop than that of last year, and e officers are making preparations to rovide warehouse room and will be eady to receive the tobacco much earlier an they did last year.

Good Demand for Broadleaf

There has been quite a demand for roadleaf, broken and fillers; these rades are moving out reasonably fast nd it is expected that they will be all old very shortly.

The work of sampling broadleaf wrap- ers and seconds will be started shortly nd it is expected that prices will be ade on the proposal of the directors to termi- nate the corporation. Secretary Am- brose Hardenberg sent out the notices. The American Sumatra Tobacco Co. now owns the common stock and has been acquiring preferred stock. It is said that the termination is merely a matter of formality. Fred B. Griffin retired from the company in March, 1922.

T. L. Warner, of Sunderland, Mass., who is vice-president of the Connecticut Valley Tobacco Growers' Association, is building a new warehouse with a capac- ity of 2,000 cases to handle tobacco grown by members in that section. Also in Hatfield, Mass., another 2,000-case ware- house is being built for association mem- bers' crops. Both warehouses are to be up to date in every respect with all mod- ern appliances.

Prices Seem Speculative

So far as prospective prices on 1923 tobacco are concerned, it is, of course, too early to even venture a guess, and prices on this crop have not been dis- cussed. All the tobacco in the associa- tion goes into the warehouses, and is packed and sweated, and the Havana seed will not be ready and out of the sweat before January or February, next, and the broadleaf will not be ready until about a year from now.

The packers have already contracted for practically all the 1923 independent tobacco at prices ranging from 40 to 50 cents per pound in the bundle, and on assorted broadleaf the prices have run up as high as 75 cents per pound. The buying of tobacco before it is cured is purely a speculation. If the crop hap- pens to come out well and the market does not slump, the packer will be safe; but only a few years ago packers lost heavily, buying at this season of the year, and before they could market the crop, came the slump in prices, and many growers who held their crops also lost, as they were offered peak prices and held until the market had dropped.

W. S. PINNEY & CO.
INCORPORATED
GROWERS PACKERS
UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S
CONNECTICUT SHADE
QUALITY TO BURN
SUFFIELD CONNECTICUT

Steane, Hartman & Co.
INCORPORATED
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.

HATHEWAY AND STEANE
GROWERS OF CONN. SHADE
And Packers of Leaf Tobacco
235 State Street Hartford. Conn.

B. RAPAPORT
PACKER & DEALER OF ALL GRADES OF CONNECTICUT TOBACCO
Attention given to Tobacco for Export
245-247 State St. HARTFORD, CONNECTICUT

S. A. FASSLER, Pres. A. M. SILBERMAN, Treas.
Fassler & Silberman
(Incorporated)
109-115 Commerce St.,
Hartford, Conn.
Growers of Shade—Primed Connecticut—Packers of
Connecticut Broadleaf and Havana Seed Tobaccos
PLANTATIONS: Poquonock, Conn.; East Granby, Conn.;
Southwick, Mass.; Chicopee Falls, Mass.

M. J. GANS
PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobaccos
218 State St., Hartford, Connecticut

L. B. HAAS & CO., Inc.
Established 1853
Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
146-152 State Street HARTFORD, CONN.

MEYER & MENDELSOHN, Inc.
Connecticut Leaf Tobacco
HARTFORD OFFICE:
651 Windsor St.
NEW YORK OFFICE:
169 Water St.

E. L. KOHLBERG & SON
CONNECTICUT TOBACCOS
144 WATER ST., NEW YORK
Telephone John 2821

EVERYBODY LIKES
RED TOP SNUFF
A Universal Favorite for 35 Years.
MANUFACTURED BY
BYFIELD SNUFF CO.
BYFIELD, MASS.

ESTABLISHED 1870

RICHMOND OFFICE
100—Shockoe Slip

PEMBERTON & PENN, Inc.
Packers, Dealers and Exporters of Leaf Tobacco
DANVILLE, VIRGINIA, U. S. A.
Buyers on All Important Markets in Virginia and Carolina

CABLE ADDRESS: "Penn," Danville, Virginia
CABLE ADDRESS: "Penn," Richmond, Virginia
CODES USED: Western Union, Arnold's 5 and 15, Bentley's

Dibrell Brothers, Inc.
Leaf Tobacco Dealers
Danville, Va., U. S. A.
All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.
Cable Address "Dibrell"—Danville

E. B. FICKLEN TOBACCO CO.
Incorporated
Leaf Tobacco Brokers
GREENVILLE, N. C., U. S. A.
All Grades of North Carolina and Virginia Leaf Tobacco and Strips
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
Ample for Redrying by Steam or Natural Season
Samples Furnished Cable "FICKLEN" Correspondence Solicited

THORPE & RICKS
Codes—Arnolds Nos. 5 & 15, A. B. C. 5th Edition.
Cable Address: THORPE.
Established 1886
BRIGHT LEAF TOBACCO
TRADE MARK T. R. REGISTERED
Rocky Mount, N. C., U. S. A.
We have large and improved facilities for buying and handling

ANDREW JAMISON, President Established 1885; Incorporated 1910
W. A. ADAMS COMPANY
—BUYERS AND EXPORTERS OF—
ALL GRADES OF OLD BELT
LEAF, STRIPS, SCRAPS AND STEMS
OXFORD, NORTH CAROLINA, U. S. A.

Established 1857
R. C. MORTON & CO. LEAF TOBACCO DEALERS
RICHMOND, VIRGINIA
Cable address, Morton-Richmond
Bright and Dark Virginia
Burley—Western—Seed Leaf
Strips—Scraps—Stems—Cuttings

G. R. GARRETT COMPANY, Inc.
Cable Address "GARRETT"
Dealers in
LEAF TOBACCO
Use Arnold's Cipher No. 5
Codes { A. B. C. 4th & 5th Edition / Lieber's
Clean, Uniform Strips a Specialty
ROCKY MOUNT, NORTH CAROLINA, U. S. A.

More Cheerful Outlook Around Danville

DANVILLE, Va., Sept. 5.—Continued improvement of the tobacco crop in the Old Belt is reported in advices received by tobacco men here. While a good deal of pessimism was expressed two months ago owing to the delay in getting the plants out the weather has been seasonable since then, and more especially of recent weeks, a good deal of lost ground has been made up. Some farmers go so far as to say that tobacco is only about a week or ten days later than usual. The days have been warm with occasional showers, while the nights have been cool and accompanied by heavy dew. Prospects appear bright for a favorable marketing season.

Auctions Making New Record

M. O. Nelson, local auctioneer who operates a warehouse in Whiteville, N. C., reports a new week's record for that market where he operates a warehouse during the early season. Two warehouses last week sold 1,107,840 pounds at a good average, sales beginning at nine o'clock and continuing until five o'clock each day. He reports that sixty per cent of the crop has been sold, three million pounds being already disposed of and two million pounds additional expected.

Impressed by Florida Tobacco

While here Mr. Nelson said that he had been impressed with the amount of tobacco which is being raised in Florida by farmers who have abandoned cotton planting on account of the damage done by the boll weevil. The tobacco experiment in Florida, he reports, has been attended with a good deal of success, and he sees a possible effect on the tobacco growers of this section if tobacco growing in Florida becomes more general. The type of tobacco grown there is similar to that grown in this section and one large lot which he sold at his warehouse and which was shipped to him from Campville, Fla., could have been readily mistaken for the type grown in this immediate section. The price paid for tobacco has pleased the Floridans, Mr. Nelson says, and the quick financial return which is made when the tobacco is sold has also influenced the farmers who do not have to go through the various processes that attends the marketing of cotton.—TETLEY.

Conditions at Oxford

OXFORD, N. C., Sept. 1.—The weather for the past two weeks has been most favorable to the growing crop; cutting and curing is going on rapidly.

The crop shows color and smoothness, but not as much body as we had expected. Later curings will doubtless show more body. Some of the later plantings show a tendency to oversize, especially in the northern section of t county where the topping is low.

With about 40 per cent of the c housed, we estimate an average crop this section, with not as much body for the past two years.—W. A. ADA Co.

Greenville Market Ge Slow Start

GREENVILLE, N. C., Sept. 1.—The f week's sales of tobacco on the Greenv floors was light. In round numb 650,000 pounds were sold at an aver of less than 22 cents. The grades h not been good, but prices on th grades have been high. Some good bacco has sold as high as 50 cents. I the buyers are not ready for good bacco this hot weather, and the farm can not expect much when he puts it the floors. Primings have constituted t great majority thus far. The bet grades have been mostly of the primi Really little, if any, good tobacco h been sold.

Sales have been light on account of t late crop. Curing is not over. Seve loads of flues were carried out this we for curing. It should all be in ne week. This is the latest crop in ma years. Much tobacco dried up on t stalk. Fodder harvesting has hinder grading and will for a week or tw Then cotton, which is opening rapidl will have to be picked, and so gradi will be slow for some time.

So far prices have been generally sati factory. Farmers kick little over pric And when the farmer fails to kick, th enough said. Sales are expected to l light for some time, and prices are e pected to get some better as the grad improve.

North Carolina Proud of He Tobacco Production

North Carolinians hear so many st tistics about the magnitude of industr in their state that they are unimpresse by repetition; yet there are some sets o figures that are too big to forget and ar so amazing they never grow too stale t print.

Tobacco facts and figures are like tha Not only does the state grow million of pounds of the finest of several varietie of the leaf, but the state manufacture fully one-third of all the tobacco manu factured in the United States. And one third of the tobacco taxes collected b the federal government, comes out o North Carolina.

The state is first in tobacco acreage first in tobacco crop values and first i manufacture of the weed.

Fourteen million dollars and more wa the sum paid last year for labor by to bacco factories in the state. More tha 20 millions are invested in factories and

IMPORTERS AND EXPORTERS
THEYSKENS & SHAW, Inc., LEAF TOBACCO
136 Front St., New York
European Branch Office
103 Place de Meir
Antwerp, Belgium
Cable Address
"Theysco," New York
All Codes Used

CLARK BROS. & CO.

Buyers, Packers and Exporters

All Grades Virginia and Carolina Tobaccos.
Also Kentucky Air Cured and Burley Types.

We cover closely the Virginia Dark Belt and specialize in this type of Export.

BEDFORD, VIRGINIA

GEO. A. LEA & CO. **Leaf Tobacco Dealers**
DANVILLE, VIRGINIA, U. S A.
Virginia and Carolina Cigarette and Smoking Tobacco a specialty
Export and Domestic Types
Established reputation for careful grading and packing
Our own buyers in best markets
Correspondence invited. Cable address: "Lea," Danville, Va.

value of their output in 1922 was over
million dollars. The products include
ars, cigarettes, pipe tobacco, chewing
snuff. Taxes paid the federal gov-
ment were about 110 millions for the
al year just ended; while for 1922
al year the sum was nearly 95 mil-
as. In 1922 the entire country paid
0,759,000 tobacco tax, about one-third
maybe a little more being paid by the
d North State.

One of the notable developments in the
lustry this year is the huge addition to
plant of the J. G. Flynt Tobacco Co.
Winston-Salem. It is 40 by 166 feet,
stories. In addition there is a ware-
use being built with 20,000 feet space
storage purposes. The company
kes smoking and chewing tobacco and
business has grown so rapidly more
m became imperative. The same story
told by other plants. Carolina-made
acco sells around the world.—*Greens-
ro (N. C.) News.*

o-ops Had "Big Time" and Are Criticized

GREENVILLE, N. C., Sept. 2.—The Co-
s "sure" did have a great time at
den, ten miles south of here last Fri-
y. There was speaking and eating
d—well those days may be gone for-
er—but there seems to have been some
"it" there, too. There was "speaking"
fore and after the "barbecue" between.
A. Brown, of Chadbourn, and H. S.
ard, of Washington, spoke before din-
r and some others after. Mr. Works
as "right there," and seemed to be a
al master of ceremonies. And there
re folks there, too. Folks from some-
here and other places, the crowd being
timated at between 4,000 and 5,000
ople.

Talked for an Hour

Mr. Ward spoke more than an hour
d a half. He went all the way from
enesis to Revelations and proved (?)
the intervening Books that co-opera-
n must co-operate. He made a good
eech even if he did have to appropriate
rt of Josiah Williams' John Smith, ten-
t, and weep over his plight. Mr. Ward
arted out by telling of his early career
Gates County, driving steers and plow-
g with mules, and consequently learn-
g how to "cuss." But the crowd would
ve taken his word for it without the
ample." This mule driving might have
so been an excuse for some of his quasi
arse language. It was a good speech,
ostly buncombe without any new rea-
ns for co-operating. He went to Vir-
nia, South Carolina and other places
d came back with great Co-op prog-
ss. And this reminded us that some
onths ago the spielers for co-operative
anut selling in Georgia had wonderful
les to tell of North Carolina and Vir-
nia peanut co-op greatness, when, in
ct, that association was in apparent ex-
emes. For, just a short few days be-
re that a Georgia crowd was being en-
rtained with the Peanutters' great Co-op business, the president expressed grave doubts as to it being able to function much longer, especially if it did not do better in advances than it had done, and that its future looked dark and threatening. There is little to be said about Mr. Ward's speech. It was like the politician's, full of promises, that promise. There was nothing in his speech to show what the farmer would get. That is the strange part about the Co-ops. After eighteen months of business, not a member outside those higher-ups know anything more of their affairs than they do of King Tut. The age of Ann is an open secret in comparison. How many members, what the condition, what the expenses, &c., &c., is as secure from public knowledge as is the fellow "who struck Billy Patterson." And farmers, needing money, their crops out of their sight and the future a mystery, open not their mouths, as it were.

The Open Market

The promise of as much or more than the open market gives is a delusion which should open their eyes. Just to illustrate how little they understand their own affairs, they may get the same price as the open market, and yet lose money. Take two men, landlord John Smith and tenant Bill Jones. They have 2,000 pounds of tobacco, and are equally interested. John takes his half to the Co-op house, gets fifteen cents per pound advanced, first payment, $150. Bill takes his to the open sales and nets twenty-five cents per pound, $250. In some distant time John may get six cents more. Getting close to Bill now. Well, for the sake of argument, say in the sweet bye and bye, he gets the four cents more, making twenty-five cents net, same as Bill got. What's the difference? Well, Bill has beaten his landlord by more than TWENTY-FIVE DOLLARS. How? Why, he saved all that warehouse jugglery. How do you make it? Well, John took his 1,000 pounds to the Co-ops. He got $150. His tobacco was set aside and then taken over to some house and handled again as the buyer would. The loss in this handling is enough to pay the warehouse charges. Ask any buyer the loss between the warehouse and the factory. Then it is re-handled, dried or something, and this loss is generally ten per cent in weight. Then John winds up with less than NINE HUNDRED POUNDS, but for argument, say 900 pounds. In the long run, and it is a *run* for his money if he ever gets it, at twenty-five cents per pound. Multiply 900 by 25 cents, $225. And Bill got his $250 a year or two ahead of him. Great business! But when those "little" salaries of thousands of dollars to any old employee, comes out, where is he at?

Without going into the payment of spies, lawyers to orate upon the "transcendant beauties" of swivel chair efficiency, and experts who know nearly as much about farming as the Sultan of Sulu, we rest the case right here for the present and ask the prayerful consideration of these facts and others kindred, and see where they will get off.

Take the case, farmers.

JOHN E. HUGHES CO.
Incorporated

BRIGHT AND DARK
VIRGINIA
CAROLINA
KENTUCKY

CLARKSVILLE
AND
SPRINGFIELD

BURLEY
GREEN RIVER

OHIO
MARYLAND

TOBACCOS

Danville,
Virginia
U. S. A.

Cable address
Jehu-Danville

Codes
A. B. C., 4, 5 and 5th Improved
ARNOLD'S 5 and 15
BENTLEY-LIEBER

LEAF
STRIPS
SCRAPS
STEMS

PACKERS
EXPORTERS
DEALERS

BRANCHES
IN ALL
IMPORTANT
SECTIONS

Established 1898 Cable Address Randolph
RANDOLPH MEADE & COMPANY
INCORPORATED
Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.

DANVILLE VIRGINIA

Cable "Wright" Codes: Western Union; A. B. C. 5th Ed.
WRIGHT-HUGHES TOBACCO CO.
INCORPORATED
LEAF TOBACCO DEALERS
ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLES UPON APPLICATION
WINSTON-SALEM, N. C., U. S. A.

Cable "Winleaf" Winston Salem, N C—Codes A B C 4th & 5th Editions Western Union
WINSTON LEAF TOBACCO & STORAGE CO., Inc.
Dealers in LEAF TOBACCO
Strips, Scrap and Stems. Complete Facilities
Order or Contract Samples Submitted on Request
WINSTON-SALEM, N. C., U. S. A.

Get the Trade News from Tobacco

Cable Address "Kyle" A. D. KEEN, Pres. & Treas.
A. D. KEEN TOBACCO CO., Inc.
Successors to E. K. JONES & CO.

LEAF TOBACCO BROKERS AND DEALERS
Specializing in Old Belt, Virginia & Carolina Tobaccos
Full lines carried in stock. Samples on application.

Arnold's Code No. 5 Leiber's
A. B. C. 4th & 5th Editions
Danville, Va.

Established 1818 Incorporated 1914

YEARS 105 YEARS

Manufacturers of EXPORT Tobaccos

PLUG —:— CUT TOBACCOS —:— TWIST

MACLIN-ZIMMER-McGILL TOBACCO CO., Inc.

PETERSBURG, VIRGINIA U. S. A.

Cable Address "Maczim"

Codes Used A B C 4th and 5th Ed. Libers Standard Bentleys

H. G. Whitehead W. P. Anderson S. H. Anderson

WHITEHEAD & ANDERSON

LEAF TOBACCOS

Commission Merchants and Exporters

If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.

WILSON, N. C., U. S. A. *The largest bright leaf tobacco market in the world*

Cable Address: "Dorothy" Codes A. B. C. 5th Ed., Arnolds No. 5, Western Union

To Manufacturers of Scrap and Fine Cut Tobacco

To protect your goods, you ought to pack it in our paraffine lined, weatherproof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

THE WESTERN PAPER GOODS COMPANY

CINCINNATI, OHIO

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in LEAF TOBACCO

Strips, Scraps and Stems Samples submitted on request

WILSON, N. C., U. S. A.

Cable: Monk Codes: { Arnold's Nos. 5 & 15 { Western Union

A. C. MONK & CO., Farmville, N. C.

A Large Supply of Leaf Tobacco Always on Hand.

We buy all grades Bright Tobaccos, Virginias, Darks and Burleys, Steam and Natural Season. Samples Furnished.

Branch Factories: Wilson, N. C.; Wendell, N. C.; New Bern, N. C.

E. V. WEBB & CO. Cable "IRVINE," Kinston, N. C.

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT CORRESPONDENCE SOLICITED COMPLETE FACILITIES SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

Cable Address: "CLARK" Code: "ARNOLDS NO. 5"

Largest Loose Leaf Tobacco Market in the World

W. T. CLARK & COMPANY

Established 1887

Dealers in All Grades Bright Leaf, Strips, Stems and Scraps

Packed for Export and Domestic Trade

We operate in North Carolina, South Carolina, Virginia and Georgia

Head Office: WILSON, NORTH CAROLINA, U. S. A.

Packing guaranteed. Samples submitted on application.

A. H. BUCHAN, President & Treasurer J. S. NEAL, Secretary

Cable DIBUCO, Mullins, S. C.

DIXON-BUCHAN TOBACCO COMPANY

Dealers and Exporters

VIRGINIA-CAROLINA TOBACCOS

Mullins, South Carolina

Tobacco Exports from Port of New York

Custom House Figures for June, 1923

Bright Flue Cured Tobacco

Destination	*Dollars*	*Pounds*
Azores	454	2,370
Belgium	925	1,085
Denmark	5,961	16,310
Esthonia	1,309	5,486
Finland	1,451	3,156
Germany	975	1,305
Portugal	20,273	105,855
Scotland	3,020	7,506
Ireland	16,417	33,392
Panama	636	1,920
Newfoundland	11,051	34,599
Trinidad	26,749	86,536
Other British West Indies	100	670
Haiti	249	805
Brazil	456	1,026
Colombia	347	780
British India	62,971	197,152
Japan	33,931	44,691
Philippine Islands	565	569
British West Africa	11,207	31,826
French Africa	408	1,750
Spanish Africa	348	
	932,424	4,988,8

Dark Virginia Tobacco

Destination	*Dollars*	*Pou*
Belgium	385	
Finland	3,171	6,1
Malta	412	2,2
Norway	7,546	29,4
Portugal	15,566	85,3
Ireland	3,969	9,0
Jamaica	1,930	4,5
Argentina	628	1,5
British West Africa	6,885	21,5
Canary Isles	485	2,3
Algeria	3,940	34,7
Other French Africa	1,512	4,0
	46,409	201,5

Maryland and Ohio Export Tobac

Destination	*Dollars*	*Pou*
Denmark	2,029	8
	199,455	578,789

Burley Tobacco

Destination	*Dollars*	*Pounds*
Belgium	3,600	10,555
France	4,884	21,595
Netherlands	7,375	19,500
Barbados	354	1,105
	16,213	52,755

Dark-Fired Kentucky Tobacco

Destination	*Dollars*	*Pounds*
Belgium	1,638	16,163
Germany	634	2,481
Italy	7,125	14,365
Spain	627,727	3,958,391
Switzerland	8,316	92,260
England	99,928	262,102
Scotland	3,150	12,145
Newfoundland	7,237	15,077
Barbados	1,490	5,185
Jamaica	200	1,225
Other British West Indies	2,940	16,018
Dutch West Indies	327	1,650
French West Indies	1,633	9,480
Haiti	16,652	74,688
Virgin Islands	151	730
Argentina	1,142	1,904
Chile	939	2,135
Colombia	1,374	2,300
British Guiana	162	953
French Guiana	976	4,855
Belgian Kongo	330	1,179
British West Africa	124,640	380,255
Canary Isles	10,537	56,368
Egypt	738	1,675
Algeria	2,760	24,880
Other French Africa	6,972	20,195
Liberia	2,085	7,780
Other Portuguese Af.	273	779

Cigar Leaf Tobacco

Destination	*Dollars*	*Pou*
Belgium	9,619	66,2
Barbados	53	1
	9,672	66,4

Other Leaf Tobacco

Destination	*Dollars*	*Poun*
Belgium	5,310	59,5
Czech	1,350	5,1
Denmark	50	
France	11	
Germany	1,648	16,5
Netherlands	28	1
Portugal	46,845	425,6
England	595	1,7
Trinidad	258	1,0
Other British West Indies	2,010	9,7
Dutch West Indies	94	6
French West Indies	806	5,0
Haiti	1,085	3,9
British Guiana	4,708	25,8
Dutch Guiana	1,636	8,6
French Guiana	334	1,3
Java	4,208	15,1
British West Africa	144,007	498,7
Canary Isles	4,247	15,1
Egypt	500	5,8
French Africa	44,636	157,7
Liberia	4,953	17,2
Spanish Africa	522	2,1
	269,841	1,276,9

Stems and Scrap Tobacco

Destination	*Dollars*	*Pound*
Germany	3,482	46,9
Netherlands	390	29,7
Canary Isles	268	8,9
	4,140	85,62

T. S. WILLIAMSON & CO., *Leaf Tobacco Dealers*

Orders and Contracts Solicited Samples on Application

DANVILLE, VA., U. S. A.

EASTERN AND OLD BELT TOBACCO LEAF, STRIPS, SCRAP AND STEMS

Cable Address: "SPENCER" ARNOLD'S CODES 5 and 15

Cigars and Cheroots

ination	Dollars	Thousands
ierlands	95	2
uma	827	20
foundland	130	16
nuda	79	4
sh West Indies..	197	10
i	29	1
Zealand	250	16
	1,607	69

Cigarettes

tination	Dollars	Thousands
ice	10,037	2,950
altar	185	50
way	172	50
den	67	20
land	2,656	300
a Rica	1,077	398
duras	112	35
aragua	3,653	1,647
ama	52,053	17,625
ico	3,632	1,135
uelon	1,216	377
muda	431	126
bados	550	155
aica	167	50
idad	344	150
er British West dies	399	88
a	1,158	370
inican Republic..	560	174
ch West Indies...	519	877
nch West Indies..	329	111
ti	2,224	683
gin Islands	1,029	339
entina	4,925	1,500
ivia	450	100
ombia	5,391	1,830
tch Guiana	853	235
ezuela	333	100
tish India	4,500	1,500
aits Settlements...	179	50
na	4,614	520
a	50	10
an	2,622	300
estine	500	250
m	4,078	1,335
stralia	234	70
w Zealand	575	200
geria	133	40
rtuguese Africa...	2,476	819
	116,483	36,569

Plug Tobacco

stination	Dollars	Pounds
nmark	1,115	1,102
raltar	115	216
lta	151	800
mania	138	202
eden	5,597	7,640
gland	5,684	7,577
caragua	10	11
nama	5,289	19,341
xico	44	84
quelon	1,679	4,580
wfoundland	3,149	7,186
maica	130	330
her British West Indies	959	2,210
ba	7,204	22,169
minican Republic..	272	460
tch West Indies...	1,990	4,620
iti	100	192
rgin Islands	23	50
gentina	600	1,200
lombia	160	210
raits Settlements...	1,756	4,636
ina	250	620
pan	423	950
wanghai	1,377	1,372
stralia	5,851	12,142
w Zealand	2,742	4,650
itish South Africa.	660	1,814
nary Isles	692	1,550
gypt	210	205
	48,370	108,119

Smoking Tobacco

estination	Dollars	Pounds
enmark	4,594	9,482
rmany	10	8
etherlands	117	120
orway	641	1,020
veden	1,065	1,332
ngland	3,705	4,152
aritime Provinces..	111	126
nama	3,206	4,002
exico	324	378
iquelon	85	100
ewfoundland	1,923	1,888
rmuda	234	390
arbados	240	500
maica	120	120
ther British West Indies	242	502
Cuba	3,303	3,862
Dominican Republic..	97	123
Dutch West Indies...	160	188
Haiti	236	273
Virgin Islands	7	6
Argentina	1,337	1,450
Chile	254	330
Colombia	26	27
British India	1,180	2,040
Straits Settlements...	224	158
China	1,863	1,964
Java	2,915	4,117
Hongkong	242	300
Palestine	176	180
Philippine Islands....	1,482	1,512
Siam	491	412
Australia	477	627
New Zealand	26	61
British South Africa.	168	197
Portuguese Africa...	92	96
	31,373	42,043

Other Manufactured Tobacco

Destination	Dollars	Pounds
Germany	18	5
Panama	193	277
Cuba	733	2,480
Dominican Republic..	37	60
Dutch West Indies...	66	904
Haiti	22	36
Chile	160	320
	1,229	4,082

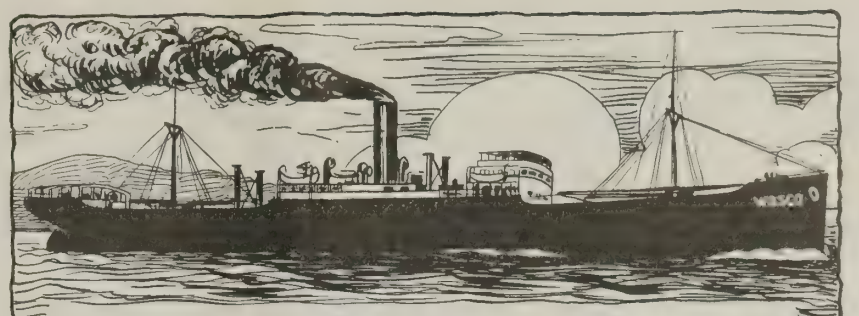
Work of the Fanatical Minorities

Old Demon Rum having been conquered and slain, Old Demon Tobacco is next on the list of evils to be attacked by the reformers. That excellent progress has already been made is proved by the success attending the efforts of our Ulster county reformers in preventing the sale of tobacco at the recent farm picnic. That a fanatical minority need only make noise enough, and persist in it long enough, in order to rule a wearied, thoughtless and cowardly majority has again been proved. Old Demon Rum is dead and Old Demon Tobacco is tottering. Unless some new object for their efforts is found, the reformers will soon be out of work, and the sane majority might be permitted to enjoy life in peace. Such a condition is unthinkable. Therefore, humbly but sincerely, we rush to the rescue with a suggestion.

In view of the old and familiar arguments advanced by the reformers in the past, it is evident that the new object should be one that these arguments will fit. It is, therefore, suggested that the next thing against which a prohibition campaign be started should be cheese. Cheese is an article of food that is made in varying ways to suit all tastes and that is enjoyed by a great majority of persons, and therefore prohibiting the manufacture and sale of cheese would interfere with the maximum number of people—a consummation devoutly wished for by all true reformers. Then, cheese is the product of decay, resembling in this respect alcohol. The appetite for cheese is an acquired one, that increases with gratification.

Many a person who began to eat mild, home-brewed pot cheese has been led by almost imperceptible steps along the downward path of stronger and stronger cheese until now nothing of less strength than the deadly limburger or the equally powerful and odoriferous home grown "ripe" pot cheese will satisfy his craving. Step by step, the insidious Demon Cheese has throttled the moral consciousness, weakened the resistance and depraved the appetite of its victim, who often gloats over the chains that bind him, boasts of his cheese-eating capacity and shamelessly offers cheese to others. Cheese is sold openly, eaten publicly and privately and daily adds to the number of its victims.

The defense that cheese, in moderation, is a healthful and nutritious food is no answer to the scientific fact that an exclusive diet of cheese is deadly—that cheese eaten in quantities of several pounds a day is fatal. Let it not be forgotten, no matter what moderate users may say, that eaten exclusively and persistently, cheese will kill. Therefore, cheese is poison and he who eats even the tiniest atom of it is, to just that extent, poisoned.—*Kingston (N. Y.) Freeman.*



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Prevailing ocean freight rates on LEAF TOBACCO in Hogsheads from Atlantic and Gulf Ports.

Any rate not listed will be wired on request. Rates are quoted per 100 Lbs. unless otherwise specified.

	A	B
Liverpool	45c	50c
London	45c	50c
Glasgow	45c	50c
Belfast	...	55c

NORWAY	C	D
Carloads	67½c	...
Less Carloads	...	75c
Arendal	87½c	95c
Bergen	67½c	75c
Christiania	67½c	75c
Christiansand	67½c	75c
Helsingfors	...	...
Larvik	77½c	85c
Stavanger	67½c	75c
Trondjham	67½c	75c

DENMARK		
Copenhagen	50c	...
Aalborg	65c	...

BELGIUM		
Antwerp	40c	...

HOLLAND		
Amsterdam	40c	...
Rotterdam	40c	...

GERMANY		
Hamburg and Bremen..	45c	...
Danzig	50c	...

Ports in Finland Via HAMBURG	60c	...
Lisbon—Portugal	70c	...
Las Palmas Direct	80c	...
Teneriffe	80c	...

FRANCE		
Bordeaux and Havre...	60c	...
Hong Kong-Shanghai...	$1.25	...
Yokohama-Kobe	1.25	...

AUSTRALIA
Melbourne and Sydney. 37½c ...
Per Cubic Foot.
About $27 per HHD.

MEDITERRANEAN PORTS		
Genoa	50c	...
Marseilles	90c	...
Algiers-Tunis-Oran	$1.00	.
Tangiers	1.25	...
Gibraltar	1.00	.
Malta	1.25	.

SOUTH AMERICA		
Buenos Aires	1.00	...
Montevideo	1.00	...
Santos	37½c	cu.ft.
RIO	40c	cu.ft.

A—Includes "Kings Warehouse Delivery"—Reardon Smith Line.
B—Includes "Kings Warehouse Delivery"—Conference Lines.
C—Norwegian American Line—Carloads of 20,000 Lbs. or more.
D—Norwegian American Line—Less carload lots.



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RICHMOND, VA.
Manufacturers of
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High Standard of Quality

For Over 40 years

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Wheeling, W. Va.

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(Formerly called ROSS-VAUGHAN TOBACCO CO.)
BUYERS, REHANDLERS AND REDRYERS OF
LEAF TOBACCO and STRIPS ON ORDER
FOR HOME TRADE AND EXPORT
Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
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LEAF, STRIPS, STEMS AND SCRAPS
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Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to green Rivers and Burleys.
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Arnolds & West. Union Codes
TANSY TOBACCO CORPORATION
Leaf Tobacco Dealers and Brokers
All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf. We respectfully request your inquiries and Orders.
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Slate Seed Company
The Largest Tobacco Seed Growers in the World
SOUTH BOSTON, VA., U. S. A.

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LEAF TOBACCO DEALERS
Unexcelled Facilities for Handling All Grades of Leaf Strips, Scraps and Stems
WRAPPERS A SPECIALTY CORRESPONDENCE SOLICITED
Samples on application DANVILLE, VIRGINIA, U. S. A.

Louisville Tobacco Market Report

LOUISVILLE, Ky., Sept. 1.—The Louisville Tobacco Board of Trade, makes report on the hogshead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to August 31

Warehouses	Week—Auction Sales	Week—Private Sales	Week—Total for Week	Year. Jan. 1, to date
Turner	..	..	..	792
Kentucky	3	17	20	6,935
Main Street	..	..	..	2,686
Planters-Farmers	..	56	56	8,752
New Tenth Street.	..	15	15	3,417
Louisville	..	..	..	4,102
	3	88	91	26,684
Year 1922			601	51,782
Year 1921			1,366	49,127
Year 1920			1,118	37,592

Classifications of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	62	...	62
Dark	29	...	29
	91	...	91

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	9,058	14,705	23,763
Dark	2,348	573	2,921
	11,406	15,278	26,684

Classification of Sales to Same Date in

	1922	1921	1920
Burley	48,305	45,570	35.487
Dark	3,477	3,557	2,105
	51,782	49,127	37,592

Comparisons with Previous Years

Sales	1923	1922	1921
Total sales of new crop to date	19,800	14,877	40,452
Sales of new crop to date. Original inspection	16,058	12,363	33,175
Rejections—			
Rejections this week—			
Burley	...	...	...
Dark	...	...	...
Total	...	85	410
Percentage of rejections to auction sales:			
Burley	...	...	...
Dark	...	...	...
Total	...	14	30
Rejections, Jan. 1 to date:			
Burley	5,271	...	...
Dark	520	...	...
Total	5,791	10,704	10,970
Receipts—			
Receipts this week	104	261	970
Receipts, Jan. 1 to date	19,688	31,183	40,519

Monthly Report

Tobacco Sales for the Month and Year to August 31.

Warehouses	Month—Auction Sales	Month—Private Sales	Month—Total for Month	Year. Jan. 1. to date
Turner	..	..	..	792
Kentucky	146	75	221	6,935
Main Street	..	..	..	2,686
Planters-Farmers	19	369	388	8,752
New Tenth Street.	9	116	125	3,417
Louisville	..	..	..	4,102
	174	560	734	26.684
Year 1922			2,926	51,782
Year 1921			6,304	48,654
Year 1920			2.599	36,533

Classifications of this Month's Sales

	Old Crops	1922 Crop	
Burley	494	32	
Dark	200	8	
	694	40	

Classifications of Sales Jan. 1 to D

	Old Crops	1922 Crop	
Burley	9,058	14,705	2
Dark	2,348	573	
	11,406	15,278	2

Classification of Sales to Same Dat

	1922	1921	1
Burley	48,305	45,100	3
Dark	3,477	3,554	
	51,782	48,654	3

Comparisons with Previous Years.

Sales	1923	1922	1
Total sales of new crop to date	19,800	14,877	40
Sales of new crop to date. Original inspection	16,058	12,363	32
Rejections—			
Rejections this month:			
Burley	44	...	
Dark	24	...	
Total	68	759	1,
Percentage of rejections to auction sales:			
Burley	49	...	
Dark	28	...	
Total	39	27	
Rejections, Jan. 1 to date:			
Burley	5,271	...	
Dark	520	...	
Total	5,791	10,704	10
Receipts—			
Receipts this month	968	2,219	5
Receipts, Jan. 1 to date	19,688	31,158	40

Stock Report

Receipts, Deliveries and Stocks for the Mo and Year to August 31, 1923.

Warehouses	Receipts During Month	Deliveries During Month	Receipts Jan. 1st to Date	Deliveries Jan. 1st to Date	
Turner	...	...	630	870	
Kentucky & Louisville	275	161	5,153	5,706	2,
Main Street.	11	13	1,711	2,180	
Planters-Farmers	632	384	6,879	6,741	3,
New Tenth Street	50	108	2,555	2,354	1,
Louisville	...	...	2,760	2,809	
	968	666	19,688	20,660	7,
Year 1922	2,219	3,037	31,158	37,171	11,
Year 1921	5,317	2,880	40,224	32,562	21,
Year 1920	3,884	1,753	30,244	30,182	15,

Havana Tobacco Exports

During the first nine months of 19 there were exported through the custo of Habana 6,082,775 kilograms of l tobacco, valued at $8,521,434, and 4,62 136 kilograms of stemmed tobacco, valu at $8,996,533. Other exports of toba through the same port included 65,84 082 cigars, valued at $7,523,772; 16,74 091 boxes of cigarettes, worth $380,82 and 177,423 kilograms of scrap tobac worth $167,266.—*The Cuba Review.*

Official Quotations at Louisville, August 31, 1923

	Burley—Dark Red	Burley—Bright Red	Burley—Colory	Dark Manufacturi
Trash (green or mixed)	7 to 8	8 to 9	9 to 11	to 4
Trash (sound)	10 to 12	12 to 14	15 to 17	4½ to 5
Common Lugs	12 to 14	14 to 16	18 to 20	5½ to 6
Medium Lugs	15 to 16	16 to 18	20 to 22	6 to 7
Good Lugs	18 to 20	20 to 22	22 to 25	7 to 8
Common Leaf (short)	12 to 14	14 to 16	18 to 20	8 to 10
Common Leaf	15 to 17	18 to 20	22 to 25	10 to 12
Medium Leaf	22 to 24	24 to 26	27 to 30	14 to 16
Good Leaf	26 to 30	30 to 32	32 to 35	18 to 20
Fine and Selections	35 to 40	40 to 42	42 to 49½	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed package from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

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We operate in all principal markets of
Virginia Carolina, Kentucky, Maryland, Tennessee and Ohio

G. O. TUCK, President CAMERON DUNLOP, Vice-Pres. H. DICKINSON, Vice-Pres. and Treas. G. O. TUCK, JR., Secretary.

The Tobacco Trading Corporation

G. O. TUCK, President

Formerly of

G. O. TUCK & CO., Branch, International Planters Corp.

LEAF TOBACCO MERCHANTS

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LOUISVILLE, KY., U. S. A.

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CABLE ADDRESS
"Tradewell" { Louisville, Ky. / Richmond, Va.

CODES USED
Western Union 5 Letter
A B C 5th Edition
Leiber's—Bentley's

All Grades Kentucky-Tennessee and Virginia-Carolina Leaf, Strips, Scraps and Stems.

Paducah Prospects

PADUCAH, Ky., Sept. 1.—If there have been any sales of hogshead tobacco made to independent dealers, they have not been reported. The association has made some sales, but I don't know what the quantity or quality. I don't think, though, that sales have amounted to much, although there has been considerable inquiry for common leaf and lugs. The past week has been the best weather we have had on the growing crop for some time. It has warmed up and we are having sunshiny days with heavy dews at night, which is very helpful to the maturing crop, and the improvement is marvelous. If farmers will only leave their crops in the field for a week or ten days longer, even where it is matured, they will have splendid tobacco. A great deal of it, however, is being cut too early, and will not make the quality or yield that it would make if left in the field longer.

The black fire scare has been overestimated, and there is very little danger from this source, and with a continuation of dry weather there is not so much danger, and with favorable weather for the next thirty days, I see no reason why we shouldn't have one of the best crops ever grown in this district and a heavy yield. It is now up to farmers to work and is out intelligently to get the best results.

In some sections quite a good deal of tobacco has been cut and housed. The greater part of it will make good and useful stock, but it would have been better to have left it in the field longer.

This has been a hard year on all crops, especially tobacco, but it is a crop that will stand more abuse than any other, and if we succeed in making a good crop after all of the unfavorable weather conditions we have had, it will be rather marvelous, but the old saying, "that you can never tell about a tobacco plant until it has been cut and cured," is a true one, and we are hoping for a good crop and for it to be well handled and well cured by the farmers.—W. B. KENNEDY.

The Princess of the Pool"

LEXINGTON, Ky., Sept. 1.—The pageant "The Princess of the Pool," written by Mrs. Henry Backus, of Cincinnati, and presented for the first time at Cynthiana, July 3, will be given by a cast of 300 men, women and children of Henry County in the Dick Smith woodland two miles from New Castle, September 28, Miss Verna Elsinger, director of social service of the Burley Tobacco Growers' Co-operative Association announced today before a representative meeting of Fayette county farmers.

Miss Elsinger urged that Fayette county send a big delegation to attend the second presentation of the pageant and she gave a résumé of the story which the pageant is supposed to tell, in the discovery of tobacco, the use of it by the early settlers, the visit of Princess Matoaka, or Pocahontas, to England with her maidens, the hardships of the tobacco growers of the modern period, their rescue by co-operation and the resultant happiness to thousands of people in the Burley states.

On that day Henry county people will be hosts to the visitors from other counties. All who can and will be present from other counties should notify Mrs. H. K. Bourne, at New Castle, of their intention so that the Henry county people may make proper provision for all. Mrs. Bourne has delayed assuming her duties as Democratic state woman chairman until the 10th of September in order that she may complete her preliminary duties in connection with the pageant.

Owensboro Outlook

OWENSBORO, Ky., Sept. 1.—Since our last letter of July 3, the growing tobacco crop in this State, which includes burley, fired dark, one sucker and Green River tobaccos, has been growing rapidly with abundant rains and now maturing rapidly. During August some wild-fire appeared in scattering crops in this section, also in some sections a good many fields show considerable firing of leaves at bottom of plants, as well as some loss from flooding rains during the month.

Increased Yield Predicted

We believe, however, the extent of damage to crop in this section from above cause is fully offset by the extra size made possible from abundant rains, and it is probable the total yield in pounds will exceed last year in proportion to the increased acreage over last year.

It is yet too early to determine quality and color of the new crop, though many fine fields now standing point to an ample supply of good quality and color provided weather continues favorable through the cutting and curing season now just starting in this section.

There is no special activity among members of the Dark Tobacco Growers' Co-operative Association in this section, though we assume this organization will continue to function with its present membership. Movement of old stocks of redried tobacco belonging to the Dark Tobacco Growers' Co-operative Association we understand has been slow, only a few carloads having been sold.

Two new independent loose-leaf floors will be added to the Owensboro market this year.—KENTUCKY & VIRGINIA LEAF TOBACCO CO.

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WHITE: **Means that the Tobacco is all Porto Rican.**

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Shrewd manufacturers are purchasing Porto Rican Tobacco in larger quantities than ever for they are realizing more and more that the average American smoker prefers a mild cigar but insists on its having fragrance and bouquet.

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Write for the Illustrated Booklet, "The Story of a Porto Rican Cigar"

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Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Orizaba —*Aug. 28*

	Cases
Faber, Coe & Gregg	26
B. Wasserman Co.	11
Park & Tilford	13
Grosvenor Nicholas & Co.	6
Benson & Hedges	10
United Cigar Stores Co.	13
General Cigar Co.	3
C. B. Perkins Co. (Boston)	2
Estabrook & Eaton	2
S. S. Pierce Co.	2
Meagher, Devoy Shipping Co.	2
Stickney, Hoelscher Cigar Co.	1
American Metal Co.	1
S. M. Jackson Jacobs	1

Tobacco from Cuba

S. S. Orizaba —*Aug. 28*

	Bales
J. Bernheim & Son	250
I. Kaffenburgh & Sons (Boston)	200
S. Ruppin, Inc.	199
Max Schwarz	128
Hinsdale, Smith & Co.	134
E. P. Cordero & Co.	10
Barrels	
American Cigar Co.	71
R. Corsa	25
E P. Cordero & Co.	21
Hinsdale, Smith & Co.	20
W. K. Gresh & Sons	10
Packs	
J. Bernheim & Son	305
G. H. P. Cigar Co. (Phila.)	55
R. Corsa	10
Wedeles Bros. (Chicago)	8
Yocum Bros. (Reading, Pa.)	15

Cigars from Porto Rico

S. S. Choctaw —*Aug. 30*

	Cases
Porto Rican American Tob. Co.	30
United Cigar Stores Co.	30

S. S. Ponce —*Aug. 30*

	Cases
United Cigar Stores Co.	161
Porto Rican American Tob. Co.	126
Royal Bank of Canada	2

S. S. Philadelphia —*Sept. 3*

	Cases
Porto Rican American Tob. Co.	34
United Cigar Stores Co.	35

Tobacco from Porto Rico

S. S. Choctaw —*Aug. 3*

	Ba
J. B. Lichtenstein & Co.	
M. Madera	
C. Philippi	30 barr

S. S. Clare —*Aug. 3*

Max Gans' Sons, Inc.	182 barr
Max Gans' Sons, Inc.	18 ba

S. S. Ponce —*Aug. 3*

	Ba
E. Rosenwald & Bro.	
J. Cohn & Co.	
G. H. P. Cigar Co.	
Porto Rican American Tob. Co.	
J. Marqusee & Son	
I. Lewis Cigar Mfg. Co. (Newark)	
Hamburger Bros. & Co.	
M. Winter & Co.	
Max Gans' Sons, Inc.	

	Barr
American Sumatra Tobacco Co.	
Durlach Bros.	
E. Rosenwald & Bro.	
Pedro Costa	
Industrial Leaf Tob. Co.	
Stern-Mendelsohn Co.	
Villar-Lanza Co.	
J. Cohn & Co.	
G. H. P. Cigar Co. (Phila.)	
Leo Hirsch	
I. Lewis Cigar Mfg. Co. (Newark)	
J. R. Garcia	
J. Marqusee & Son	
Hamburger Bros. & Co.	
M. Winter & Co.	
Max Gans' Sons, Inc.	
Portocuba Corp.	
G. H. P. Cigar Co. (Phila.)	285 pac

S. S. Philadelphia —*Sept.*

	Ba
American Cigar Co.	2,8
Max Gans' Sons, Inc.	
Hamburger Bros. & Co.	
Stern-Mendelsohn Co.	
Durlach Bros.	

	Barr
Selgas & Co.	
American Cigar Co.	1
Durlach Bros.	2
Stern-Mendelsohn Co.	1
Hamburger Bros. & Co.	1
Max Gans' Sons	1
J. Cohn & Co.	

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San Juan, Porto Rico

New York Office:
126-128 Maiden Lane

Rosenwald & Bro..... 62
Osenstadt & Waller..... 60

Tobacco from Smyrna

S. S. Brago —*Sept. 3*
Bales
ational City Bank..... 864
inca Comm. Italiana..... 830

Tobacco from Piræus

S. S. Byron —*Sept. 3*
Bales
anque d'Athens.....1,000
. M. Athanas..... 473
o Order 242

Tobacco from Southampton

S. S. Berengaria —*Sept. 1*
. F. Downing & Co.....2 cases

Cigarettes from Glasgow

S. S. California —*Sept. 3*
. F. Downing & Co.....2 cases

Cigarette Paper from Southampton

S. S. Majestic —*Aug. 29*
ose & Frank Co.....28 cases
S. S. Belgenland —*Sept. 3*
. J. Schweitzer, Inc.....27 cases

Cigarette Paper from Marseilles

S. S. Bourbonnais —*Aug. 29*
. Waters .....20 cases

Cigarette Paper from Antwerp

S. S. Napierian —*Sept. 3*
. J. Schweitzer, Inc.....78 cases

Cigarette Paper from Barcelona

S. S. Skipsea —*Sept. 3*
Miquel & Costa.....10 cases

Briar Pipes from Southampton

S. S. Majestic —*Aug. 29*
A. Oppenheimer & Co.....2 cases

S. S. Berengaria —*Sept. 1*
Cases
A. Dunhill, Inc..... 4
Perry, Ryer & Co..... 1

Briar Pipes from London

S. S. Menominee —*Aug. 31*
Cases
D. A. Schulte, Inc..... 7
Grosvenor Nicholas & Co..... 1

Briar Pipes from Le Havre

S. S. Lafayette —*Aug. 28*
Cases
A. Oppenheimer & Co..... 4
Faxon, Gallagher Drug Co..... 1

Smokers' Articles from Southampton

S. S. Majestic —*Aug. 29*
F. Murray Hill & Co.....11 cases

Smokers' Articles from Beyrouth

S. S. Braga —*Sept. 3*
Sarham Shehfe .....1 case

Briarwood from Algiers

S. S. Inkum —*Aug. 28*
S. M. Frank & Co.....38 bales

Briarwood from Messina

S. S. Washington Maru —*Aug. 28*
A. & J. Vassas.....300 bags

Licorice from Smyrna

S. S. Braga —*Sept. 3*
To Order .....167 bags

Licorice from Alicante

S. S. Cabo Espartal —*Sept. 3*
To Order .....722 bales

Manufactured Products

WASHINGTON, D. C., Sept. 5.—There were 589,176,020 large cigars manufactured in July, as compared with 585,874,114 manufactured in July of last year, according to figures which have just been made public by the Bureau of Internal Revenue, Treasury Department.

The Bureau's figures also show that in July there were 36,620,233 small cigars manufactured, which was a falling off from July of last year, which production was 42,341,286.

There were 1,587,663 large cigarettes manufactured in July of this year, as compared with 1,747,765 manufactured in the same month of last year. Also, there were 5,839,707,747 small cigarettes manufactured in July, as compared with 5,246,812,010 manufactured in July, 1922.

The Bureau states also that in July of this year there were 2,426,966 pounds of snuff manufactured as against 2,858,643 pounds manufactured in July of last year, while there were 31,209,715 pounds of tobacco manufactured in July of this year as against 32,590,617 pounds manufactured in the same month of last year.

Porto Rican production of large cigars is given by the Bureau for July at 8,439,150, as compared with 12,482,905 manufactured in July of last year. Also, there were 1,000,000 small cigars manufactured in July this year as against 952,000 in the same month of last year.

There were 77,000 large cigarettes manufactured in Porto Rico in July, as compared with 20,000 in the same month of last year, while there were 54,000 small cigarettes manufactured in July as compared with 42,000 for the same month of last year.

The Bureau states that there were 14,742,618 large cigars manufactured in the Philippines in July, as compared with 13,742,134 in the same month of last year. Also, there were 58,070 small cigarettes manufactured in July as against 58,307 in July of last year, and 140 pounds of tobacco was manufactured in the Philippines in July as compared with 408 pounds in the same month of last year.—LAMM.

Latvia Factories Working

WASHINGTON, D. C., Sept. 5.—Trade Commissioner Mayer at Riga, Latvia, in a report to the Department of Commerce, says that it is estimated that there are now about 16 tobacco factories working in Latvia. During the past year 537,000 pounds of tobacco have been manufactured in these factories, as follows: Cigarettes (Russian type), 719,000 M., cigarettes 170 M., Cigarillos 228 M., Cigars 1,500 M.—LAMM.

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CINCINNATI, OHIO.

Pennsylvania Growers Harvesting the 1923 C

Cutting Not Yet General—About Sixty Per Cent of Lanca County Product Fully Ripened—Portions of Crop She Stand Several Weeks Longer—Yield May Yet Be Norr

LANCASTER, Pa., Sept. 3.—The harvest of the 1923 crop of Pennsylvania cigar-leaf is under way. The tobacco cutting is, however, by no means general, the condition of the crop being the determining factor in the housing of the seed-leaf.

Condition of the Crop

While about sixty per cent of the Lancaster county crop is fully ripened, good in color and quality and ready for the harvest, there is some tobacco that should stand for several weeks at least if a normal yield is to be garnered. A fair percentage of this underdeveloped leaf will be ready for the cutter in a week if the favorable weather conditions now prevailing continue.

The acreage of good tobacco which is now being housed has been at least doubled since the inspection tour held by the Growers' Association two weeks ago, by a period of damp rainy weather. The leaf made excellent headway under the influence of plenty of moisture and the prospects for a normal crop are considerably improved.

Some Growers Had More Favorable Weather

The tobacco grower is probably more the victim of circumstances over which he has no control than any other type of farmer, and chief among these is the ironic disposition displayed by old "Jupe Pluvius." Farmers in the vicinity of Washingtonboro were among the favored in Lancaster county this season in regard to rain. Sufficient precipitation had occurred during the Summer in this section to produce broad fields of well-developed and finely-textured tobacco.

Storm Does Serious Damage

During the early part of last week, when practically every grower in this vicinity who had a good crop was sharpening the rusty tobacco cutters and getting ready to house the leaf, two terrific storms broke along the river and in quick succession sent fatal barrages of hail-stones, riddling through the fields of tobacco. Farmers whose farms lay in the direct path of the onslaught of wind and hail suffered the total loss of their crops and those on the outskirts of the storm had their seedleaf badly damaged. Altogether the loss will total more than half a million dollars to the growers whose crops were destroyed.

Very little of the crop in this neighborhood escaped the violence of the storms, as few of the growers had made appreciable headway in the harvest of their tobacco. While affecting possibly less than fifty growers all told, the loss to these men is none the less serious, occuring as it does on their "cash crop" which they look to to tide them over the lean Winter months when the farm income is restricted.

Benefits of Care in Handling

Packers in Lancaster county have always laid, and with just cause perhaps, much of the damage in sweating the cigarleaf to the care which it receives before it reaches their warehouses. Lack of attention to proper curing conditions on the farm and carelessness on the part of the grower have been blamed by the packing fraternity for a large percentage of their losses. These losses are taken into account before the leaf is bought and, therefore, influence the price paid the grower to some extent. Packers have for years pointed out that if the grower would give his tobacco the scrupulous care which it requires while curing, he would benefit directly by b prices for his goods.

Too much moisture in the leaf, lac proper ventilation and uncontrol variances in temperature are declare chief causes of all the trouble origin in the curing shed. Otto Olson, tob expert, who, for the past fifteen y has given his best efforts to ironing such difficulties in the way of the ture and care of seedleaf, has set to on this problem.

To Test Artificial Heat

Artificial heat has never been use Lancaster county curing sheds. great success attained by this pra in other tobacco growing sections of country, as well as first hand informa gleaned from actual tests which he made, has convinced Mr. Olson that tobacco furnace offers the solution to problem. He has constructed a spa curing shed, divided into two large c partments, with a view to ascertai just what form of artificial heat will serve local growers.

Economy of Operation

On the one side of his double cu shed is a regulation Johnson tob curing furnace. The ease with wh this device is regulated and the ec omy of its operation are two po which Mr. Olson has taken into sideration as offering the most feas form of heat. The pipeless furn which has been installed on the ot side of the shed is also to be tes out. This furnace presents an adv tage in that its installation in the b ment of the curing shed also serves heat the stripping room which is adjunct to every tobacco curing she

Completed just in time for the coming crop, Mr. Olson has equipped new shed completely and awaits only the crop to be cut and housed to be his exhaustive experiments. The pr ticability of artificial heat has yet to demonstrated to the Lancaster cou grower, as well as what form of h will best fit local conditions and it these two things that the experimen has set about to accomplish.

Deserving of Much Praise

Just a brief eulogy on this man Ols He has, during the past fifteen yea given unselfishly and unremittingly undivided energy to the betterment the tobacco industry. His remarka developments in the culture and p duction of new and better strains cigarleaf have been accepted, on t whole, without a thought of their orig He has time and again, as in the instan just cited, stepped between the grower a packer and smoothed out some difficu which resulted in profit to both. He is master in cross-breeding and has pr duced strains which have done much ward making the present popularity Pennsylvania cigarleaf a fact. He h been the silent and unseen figure behi practically every advancement made the growing and packing industries du ing the past decade. Not that his achie ments have gone entirely unnoticed. T Leaf Tobacco Board of Trade is ful alive to the significance of his work a has made him an honorary member that body. His position as secretary the Lancaster County Growers' Ass ciation is evidence of the fact of h recognition in growing circles. For t most part, however, he works in silen and obscurity, and it is only when, aft years of painstaking labor, he brin

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some finished product of his genius, the world becomes attentive enough ach out eagerly for what he has to ; recognize for a brief period that was some master at work, and then gn him to some fresh task.—KEY-E.

or Swims Rough Sea to Get Cigarettes

NDON, Aug. 20.—There are a num- of things a sailor has to do without n he goes to sea, but apparently the sh sailor must have his cigarette. A g sailor who had been obliged to go out a smoke for three days swam a mile through rough seas the other rather than "starve" any longer.

s ship was off the Isle of Wight the captain refused to let him have at to row ashore, owing to strong and a choppy sea, so he determined vim the half mile to shore. He tied ttle containing money around his with a handkerchief and slipped oard. Fearing that he might attract tion if he went into town when he d he waited on the shore and ht cigarettes from passersby. After ing one he put the rest in the bottle swam back to his ship.

Polish Match Factories

ASHINGTON, D. C., Sept. 5.—Accord- to a report received from Assistant le Commissioner Baldwin, at War- fifteen match factories are now in ation in Poland, employing about workers. Eight factories are run- double shifts. Four new factories under construction.

onthly production at present amounts 7,000 cases of 5,000 boxes each as pared with an average monthly pro- on for 1922 of 12,000 cases. For production 5,500 cubic meters of n wood are required each month.

esent export prices per case of 7,200 s are £5, £4.15 and £4.10, depending quality. The domestic excise tax recently been increased from 80 to marks per box.

Baltimore Market

BALTIMORE, Md., Aug. 30.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND.—Receipts for the past week totaled 2,240 hogsheads, against sales of 1,781 hogsheads. The market ruled active with prices firm.

OHIO.—Receipts 139 hogsheads, with sales of 21 hogsheads.

Association Data

The Leaf Tobacco Association of Baltimore City issues the statistics for the week ending Aug. 29:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date	Same 1922
Maryland ..	2,258	16,776	19,034	17,508	18,926
Ohio	139	822	961	883	529
Total	2,397	17,598	19,995	18,391	19,455

Reinspections this week: Maryland, 18; to date, Maryland, 1,526; Ohio, 8.

Deliveries

	Maryland				
	Coastwise and Domestic	Foreign	Total	Ohio	Total
This week...	121	422	543	34	577
Previously ..	4,065	10,073	14,138	1,216	15,354
	4,186	10,495	14,681	1,250	15,931

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1.....	9,590	3,025	12,615
Receipts since.....	17,508	883	18,391
	27,098	3,908	31,006
Delivered since.....	14,681	1,250	15,931
Stock today.....	12,417	2,658	15,075

Sales

	Maryland	Ohio	Total
This week	1,781	21	1,802
Previously	11,663	1,084	12,747
Total	13,444	1,105	14,549



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A Lamppost holds the match box.
Two additional ash trays on the large tray.
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Originators of the
BAYUK INIMITABLE BLEND AND
BAYUK INCOMPARABLE BRANDS
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MARSHALL FIELD

NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets *Philadelphia, Pa.*

Philadelphia's Production Slows Down Slig

But Majority of Cigar Factories Are Operating on Full Basis—Renovations and Alterations Under Way Pre tory to Big Fall Business—News Notes.

PHILADELPHIA, Sept. 4.—A slowdown in production, due in a large measure to continued vacations by the more highly-paid employees, and by necessity for renovations and alterations for big fall business, is reported from a few of the larger factories, but the majority are operating their Philadelphia plants on full-time basis. Reports from the Pennsylvania and New Jersey plants of some of these concerns indicate that hands are now in larger supply than are orders and that temporary closedowns are taking place, or are imminent. The last week was the final one of vacation, and marked a virtual end of the summer season, and now that Labor Day has passed, all is set in factories for a long period of healthful, but not booming, prosperity.

The Federal Reserve Bank for the Third or Philadelphia District will make public this week a survey of the tobacco situation, advance sheets reading as follows:

Leaf Tobacco

"Packers and dealers report a fair demand for Pennsylvania tobacco. Small manufacturers have in general restricted their purchases to immediate needs, but in some instances increased inquiry from these sources is noted. Large factors have been somewhat more active in their buying.

"Packers state that little, if any, of the 1922 crop remains in the hands of growers. Wrappers of that crop are selling at from 25 to 30 cents per pound, and fillers at from 12 to 15 cents.

"Based on a condition of 76 per cent on August 1, the estimate of the 1923 Pennsylvania tobacco crop is 56,286,000 pounds. This compares with 56,760,000 pounds last year, and with a ten-year average of 54,878,000 pounds. Dry weather has retarded growth, and it is said that the crop is three weeks late, but more recently showers have improved matters considerably.

Cigars

"Manufacturers who produce nationally known brands of cigars report a good demand for their products, and an increase over last month in orders received. Others find the demand to be only fair, and reports of increases and decreases, as compared with a month ago, are about equal in number. Practically all orders are for delivery within the next sixty days.

"Prices are firm and the same as last month's, and manufacturers report only moderate stocks of finished products. Very few firms are increasing their stocks of cigars, and some are shipping as fast as they can be made. Raw materials on hand are in fair quantities.

"Reports of the Commissioner of Internal Revenue indicate that the total production of large cigars in May was 575,916,000, as against 532,534,000 in April, and 569,209,000 in May, 1922. Moreover, for the first five months of the year the production of large cigars was likewise in excess of that for the same period in 1921 and 1922.

"Some plants are operating at capacity, but the general average is 80 per cent, and some of the smaller plants are operating at as low as 50 per cent. Skilled labor is available in sufficient quantities, but some scarcity of unskilled workers is reported by several factories, with the result that a number of wage increases during the past month have been granted to the latter. The index number of this bank shows a decline in employment in this district by cigar and tobacco firms from 88 in June to 86 in July.

"Collections are fair and sho change since last month."

Wage and Employment Figu

The bank supplemented this st by a statistical statement covering and employment in 14 repres cigar and tobacco firms reporting It showed that the average wages July was $15.48, and taking 100 index number for the average w all of 1922, the results returned f year were as follows: January 10 ruary 115, March 112, and April June and July 110 each. Simil canvass of the employment si showed in these firms a total of and with 100 as the index numb the year 1922, monthly figures f year were: January 102, Februa March 92, April 91, May 89, Ju and July 86.

To Operate as Victory Cigar

The Victory Cigar Co. announc it has established a headquarter manufacturing plant at 240-242 S street for the manufacture and p tion of the Victory cigar, a 5-cent sition, hitherto manufactured an tributed by the 44 Cigar Sales Co tion at its 11th and Wharton plant. The owner of the brand is Frutiger, of Red Lion, Pa., wh tracted with the 44 Co. for its p tion. He will now manufacture i self under the style of the Victory Co., with George Taylor in cha the local sales offices. Mr. Taylo merly handled the brand with the That organization is now concent sales efforts on its own brand, the George, and to that end the speedi of production as well. Additional have been taken on, and 20 mor chines, made by the American M & Foundry Co., of Brooklyn, N. Y been added to the equipment. Th machines have been installed in t and Willow streets, and 11th and ton streets, factories of the 44 Co.

R. & L. Activities

Simon Dietz, sales manager of th tonio Roig & Langsdorff Co., ma turers of Girard, 315 North S street, started out from Atlantic on a fishing trip last week, but his ity as a sailor was frustrated by tack of sea-sickness, and instead o ing he spent his time on deck recu ing from the nausea; and catchin stead of sea food, a fine coat of ta

Later he proposes to try again, h that the first experience will prophylactic against another attack. liam Yocum, Pacific Coast represen whose headquarters are located i Angeles, visited the local factory l starting out for the fall rounds western territory. Joseph H. Br southern and southwestern repre tive, who has been visiting at head ters, returned home to New H Conn., for a brief vacation prepar to making the rounds of his di Edward L. Weil is on a fishing t his club in Charleston, Md. Jac Kraus, vice-president of the corpor is camping in the Maine woods.

To Hold Another Outing Soc

The Boosters connected with F Cigars, Inc., and consisting of their men, will hold another outing on tember 9, near Croyden Station, o banks of the Meshaminy. The i tion of several additions to the mer ship will take place.

A Tragic Ending

Months of worriment over fina

AMERICA'S FINEST LABELS

GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request

H. J. FLEISCHHAUER
68 No. Fourth St., Phila. Pa.

Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N. Y

lties were ended on Friday of last at his pigeon farm in Riverton, N. y R. Biddle Frismuth, member le century old firm of Frismuth ers, formerly located in this city th and Lehigh avenue, when he the muzzle of his favorite shot- 1 his mouth and pulled the trigger. ls have for some weeks believed o have been mentally unbalanced. ıd been worrying particularly since une over the arrest of his brother, C. Whitney Frismuth, former treas- of the concern, who was charged selling more than $50,000 of the of the corporation when he knew be insolvent. For years the Fris- Co. was highly prosperous and the ıg tobacco which it had featured ores of years was nationally known. ancial troubles were almost coinci- vith its launching into the cigarette acturing industry and its introduc- f Nationals.

ork County News

K, Pa., Sept. 5.—A boom in the industry is directly responsible for reased volume of business, during onth of August, at the York office S. Internal Revenue, in the sale of o, cigar and documentary stamps. tions for the month amounted to 47.17, which is considerably more ıe receipts for the preceding month ose of August of last year. From le of cigar stamps the government d $235,468.17. For the same month ago the receipts totaled $241,714.61. y of this year collections amounted 3,384.60.

w is given a record of the money ed from the sale of cigar, tobacco ocumentary stamps for July and t of this year and August of last

ust, 1922.—Tobacco, $9,680.67; ci- $229,593.16, and documentary, $2,- Total, $241,714.61.
, 1923.—Tobacco, $8,917.02; cigars, 51.43, and documentary, $2,606.15. $233,384.60.
ust, 1923.—Tobacco, $10,228.10; $235,468.17, and documentary, $2,- Total, $248,247.17.

Three New Factories

ee new factories for the manufac- f cigars were opened in York coun- ing the month of August. Their location and amount of bond re- by the government are here given: Beaverson, Windsor, R. D., No. d, $1,000. Arnold and Olphin, Fel- ond, $4,000. East Prospect Cigar 91 Edison street, York, bond, $3,-

Storm Does Damage

evere electrical storm, which passed he eastern part of York county t 27, did damage to the crops, in- g tobacco. The district affected s on the west by Stony Brook, on st by Wrightsville. The rain was panied by hail, some of which were arge. The vicinity of East Pros- Yorkana and Mount Pisgah is said to have particularly felt the severity of the storm. Tobacco and corn in the neighborhood of Porkana suffered from the hail, many of the tobacco plants being badly cut and torn. The early tobacco was the most affected, the late crop not being so far advanced as to have large leaves.

The employes of Bobrow Bros. cigar factory, Wrightsville, have been granted an increase of wages, which has already become effective. The rollers were increased from $4.80 per thousand to $5.10, and the bunch breakers from $1.90 to $2 per thousand. G. Mose Kelley, Long Level, is manager of the factory.

Joseph Nathan, who until five years ago, when compelled to retire on account of ill-health, had been employed as a foreman in the York plant of Otto Eisenlohr & Bro., died suddenly August 28, while seated in a rocking chair at a window of his home in this city. Death was stated by a physician who was summoned to have been due to a heart condition. He was 67 years old. Burial was made in a cemetery at Wrightsville.

The General Cigar Co., which recently leased the Kaltreider Cigar factory, Red Lion, has increased its number of employes.

Harvey A. Waughtel, of the cigar firm of Waughtel & Strayer, Red Lion, has returned from a business trip to Minneapolis.

An Unbreakable Cigar

BETHLEHEM, Pa., Sept. 1.—Carrying about a cigar in the pocket without fear of breaking it under ordinary conditions is a cherished dream of every smoker. After a whole year of research two professors of chemistry at Lehigh University, James S. Long and Henry Ullman, have just completed experiments making this a reality.

The Lehigh professors concentrated their attention on the binder of the cigar which is its main strength. The binder holds the filler and is immediately beneath the wrapper. It was found that tobacco stems which are left over after the tobacco is stripped and which are thrown away by most cigar manufacturers would make a very tough paper-like material resembling a tobacco leaf when rolled out on a paper pulp machine. To preserve its tobacco odor a liquid pressed from tobacco leaves was mixed with it when it was rolled out. This served as a very desirable binder but could not be used in the cigar because when smoked this substance would give off a burnt paper odor.

It was the problem of the chemist to remove the burnt paper odor of the binder when the cigar was smoked and to substitute the original tobacco odor. Removing of the obnoxious odor could not be effected by any mechanical means such as creating a draft through the cigar; it had to be done chemically. This was not only a chemical but also a legal problem for the law will permit the use of only a limited number of chemicals in a cigar. After numerous trials extending over the greater portion of a year the substance made from the tobacco stems was so treated chemically as to make a perfect binder. Hence the unbreakable cigar.



To note the repeat orders you will receive when using a good wooden package for your good cigars.
Our motto: "Satisfactory Service." Try us.

MONROE JARRETT SONS
MANUFACTURERS OF
CIGAR BOXES
S.W. COR. RANDOLPH & JEFFERSON STREETS
PHILADELPHIA, PA.

The Popular Seller from Coast to Coast



Best Value for the Money

Victor Size - - 10c
Packed 1-20 wood and 1-20 tins

American Size - - 2 for 25c
Packed 1-20 wood. Foiled and plain

Size
Corona — Packed 1-20 tins
Senator — Packed 1-20 wood } 15c
Delmonico — Packed 1-20 wood

BOBROW BROTHERS, Inc.
Manufacturers
Philadelphia Penna.
Makers of Famous "Bold" Cigar.

STICK TO Cinco - IT'S SAFE

2 *for* 15c
everywhere



OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

LA PALINA
IT'S JAVA WRAPPED
CIGAR

The cigar with the universal taste appeal. Sales in every section of the United States prove that La Palina will permanently satisfy any man who enjoys a fine cigar.
La Palina advertising is making more La Palina Smokers every day. New factories are being opened to provide for the increasing demand.
Are you getting your share of this La Palina business?

More than one hundred and fifty million sold yearly.
CONGRESS CIGAR COMPANY
Philadelphia

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

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William Best, New York, chairman executive committee.
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George H. Hummel, New York, vice-president.
Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

In the Keystone State

Louis Weiss, of D. Dreuse, Inc., of 136 Water street, Sumatra and Java leaf importers, is spending a well-earned vacation in Pennsylvania, where he is making many additional friends.

Adds Cigars

KEWAUNEE, Wis., Aug. 31.—Edmund Kuehl has added a cigar and pool department to his ice cream and confectionery business.

Lease New Quarters

RED WING, Minn., Aug. 31.—Maurice Nelson has leased the building at Main and Bush streets, where he is to conduct his prosperous cigar business in the future.

Sells Interest

JACKSON, Mich., Sept. 1.—E. W. Chapin has sold his interest in the cigar and tobacco business of E. W. Chapin & Son, here, to his son, Elmore H. Chapin.

Among the Pine Trees

C. D. Robert, of the American Malaya Trading Co., 136 Water street, is enjoying a well-earned vacation on the coast of Maine.

To Grow Bright Tobacco

(*Continued from page* 13)

shipped to a South Carolina market and secured a fancy price. The following year he said he did better. His judgment was that it would require two or three years to learn to grow it successfully. At the beginning Mr. Burroughs said it should be grown carefully, systematically and not too large acreage per grower.

Superior to Shade Tobacco Industry

E. H. Slappey, president of the Havana State Bank, said he attended the Hahira, Ga., sales and from his observation believed it was the best game he had seen for the farmer in his life, far superior to the shade tobacco industry. He could see no reason why bright tobacco could not be made a profitable industry here, but said a sales organization and men of experience would be needed to assist farmers.

S. E. Key moved that a committee of three be appointed by the chair to retire and select a committee of 12 to undertake the task of underwriting the $75,000 corporation. On this committee was appointed E. B. Shelfer, E. B. Embry and D. A. Shaw. Mr. Wight, of Cairo, was appointed as one of the original three, but explained that the meeting had reached a stage beyond where he was empowered to act and was excused.

The committee selected thirteen instead of 12 members, including D. A. Shaw, E. B. Shelfer, M. W. Munroe, A. T. Hearin, L. E. Hay, A. L. Wilson, Sr., Thos. Wight, S. E. Key, C. R. Shaw, E. H. Slappey, S. W. Anderson, Arthur Corry and E. H. Boykin.

There seems to be no question in the minds of those most interested that the farmers of Gadsden will go into the business on an extensive scale and prospects are that a warehouse will be established here. Whether or not the Georgia counties will enter into an agreement to cooperate is problematical, but even though they do not, that will not likely have any effect on the matter.

Among those from Seminole County, Georgia, who attended the meeting were: L. E. Hay, W. H. Vanlandingham, J. L. Dickenson, A. B. Ward and J. T. Roberts. From Grady County those present were: Thos. Wight, W. A. Carr, G. F. Shiver, Chas. Whirfield, Walter Gainey, J. W. Burroughs and Jos. Higdon.

Chicago

(*Continued from page* 24)

Matt Wengler, head of the Wengler & Mandell factory, who make the well-known Tom Palmer cigar, is back from Havana, where he purchased a large supply of Havana leaf.

Discount Cut

M. S. Holmes, manager of Faber, Coe & Gregg, Inc., called to say business is good. The discount on imported cigars has been cut from 3 per cent to 2 per cent. Holmes covers the "high spots" for his firm and is some order getter.

F. W. H. Clarke, with McKe Mar Co., of Iowa, is opening many coun on El Gallo, Yellow Cab and Garc Sublime cigars.—H. L. H.

Cleveland

(*Continued from page* 2

and have kept up the hot pace ney for themselves soon after they ere troduced to the smokers of the Fish Ci

Another Caller

H. B. Mitchell was another ame the list of trade callers during he two weeks. Mitchell is wel know through these parts through hi onne tions with the good Noracs igar. HERB.

Havana

(*Continued from page* 2

of Water street, New York, w hard stand a comparison with our new bacc buildings in Havana. José P te fi ished another building, one o sever buildings in Monte and Carme stree which holds an enormous qu ity tobacco. He would have like to same with tobacco this y preferred to take it easy on a unt the high prices.

Undergoes Successful Ope ion

A few days ago the well kn n fi of Fernandez Grau y Hermano ceiv a cable from Montreal, that th ead the firm, Don Manuel Fernan Gra passed through an operation in at ci with good success, and we ho to s our jolly old Don Manuel in Hava soon in the best of health.—GA.

CLASSIFIED ADVERTISING

WANTED—Jobbers for distributi of quality cigar, small size, long filler, d ma retailing at 3 for 10c. Samples and ces s mitted by the Mella Cigar Factory, 3 S. 12 St., Louisville, Ky.

ANNOUNCEMENT

You can now **BUY or RENT** latest improved Liberman Power Scrap Bunch Machines—illustrated at the right.

The work they are now doing in many high grade cigar factories PROVES that they:

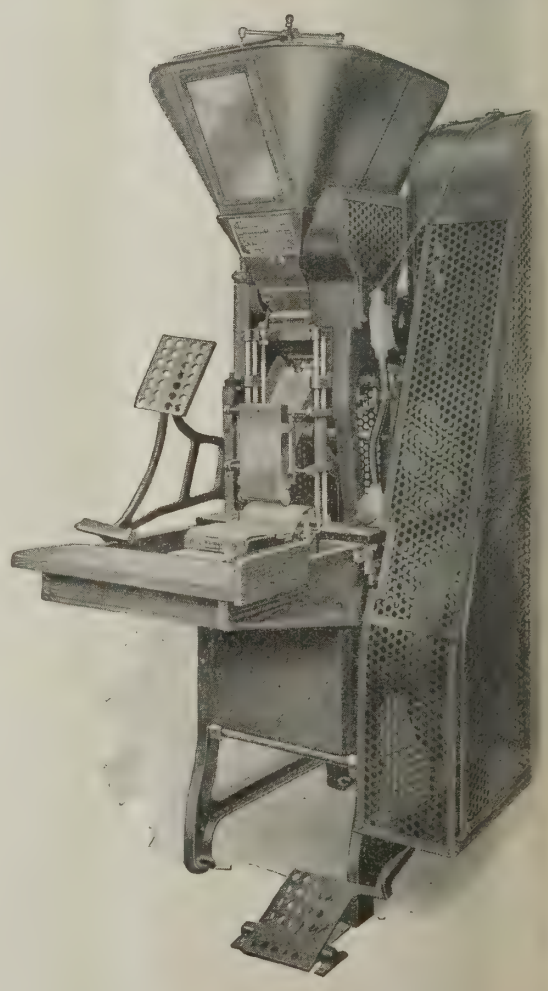
1. **Make Perfect Bunches** of any size and shape, out of any size scrap, large and small together, always evenly distributed.

2. **Enormously Increase Production**—4,000 to 7,000 Bunches Daily according to speed of operator.

3. **Save Binder** enough to more than pay for the machines.

4. **Have no complicated mechanism** — requiring no mechanic to adjust and keep in order.

Full Particulars on Application



LIBERMAN MANUFACTURING CO.
N.W. Cor. 20th St. and Allegheny Ave.
PHILADELPHIA, U. S. A.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vo. LXXVI. No. 20 NEW YORK, SEPTEMBER 13, 1923

Per Annum, $3.00
Per Copy, 10c

isconsin Has a Week of "Ruination Weather"

orrespondent Estimates Two Thousand Acres of Tobacco ave Been Spoiled by Hail—About Thirty Per Cent of orthern Crop in Sheds—Buying Not Notably Strong.

Edgerton, Wis., Sept. 10.—The weath- the 1st week was what one packer "ination weather," and it looks nun as if the weather man is try- p down the Wisconsin yield. In rt practically all the best-growing ns ave been sprayed by streaks of an the writer estimates that fully thousand acres have been spoiled, it eming to hail in some section de. Jackson county is the only i the north that has not reported hl damage. Independence, Blair, Viroqua, Cashton, Soldiers' iberty Pole, Gays Mills and ck are some of the towns that at least one hail storm. The o 1 the southern Kickapoo and Rck sections did perhaps the best the northern regions this year, and it all reported to be more or less hail cut. About hirty per cent of the northern is 1 the sheds, and there is only a ail percentage of that that is binders. ere is a large percentage of small to-

The bying of the northern is not on rce worthy of mention. The oiments of the past two weeks ght hae helped to bring it to pass.

ood Tobacco Spoiled

In the south, there has not been the il the has been in the north, but orrisorille suffered a severe hail storm at cut p a lot of good tobacco. The eather as been "rotten," however, and lot of ood tobacco has been spoiled, or ill be. It rained every day last week, d the obacco in the sheds started to rn. Many sheds sent their aroma to e road where it was very evident to yone who drove by. The yield per re in he south is so large this year at many of the farmers are crowding e lathstoo near together in the sheds. his rain weather is raising hob with it. While he tobacco in the sheds is not well off as that in the field, there is uch discontent over the effect of such eather here. It is not ripening fast ough to suit us. Some of it is trying start second growth. Many of the lds are showing pale-colored spots, and any operators shake their heads and ake some remark about 1906.

Then, oo, when the sun does come out, s lightnakes the southern grower un- sy ove frost, and many fields, at this riting, are being cut that are not ripe. en day of good, warm weather would wonders in the south. Many fields re all 1 the sheds to date, but in the ain, abut eighty per cent of the south- n tobaco remains to be cut down.

Buyrs Visit Southern Sellers

Buyers are visiting the southern sellers, nd pleading with them to hang their to- acco fa apart in the sheds. It is so rge that it hangs down from one ringer o another, and much air will be eeded. Southern crops have brought as igh as 7 cents, it is reported, and the ost of he two-price contracts hovered t 20 cents or above. There is perhaps a hird of the tobacco bought to date in he sout that was written on the books at fifteen to nineteen cents straight.

Haskins, Soulman, Grundy, and Spitzner continue to be the main operators in the movement to date.

The pool and Bekkedal renew their trials and tribulations when the appealed hearing comes up before the Supreme Court on September 22.

John Holtan and Lars Lien are riding hard among the farmers this year, with words of cheer and advice to the growers.—Badger.

Fire Causes a $100,000 Tobacco Loss

East Hartford, Conn., Sept. 8.—Fire of unknown origin, but supposed by many to be accidental, destroyed three tobacco sheds near Silver Lane with their valuable contents, owned by the American Sumatra Tobacco Co., about 8 o'clock this evening, causing a loss of nearly $120,000, as estimated by William F. Kahn, eastern general manager of the company, and Superintendent Edward T. Sanford of the company's Silver Lane plantation. It was swift in its progress and in twenty minutes after the flames were first seen, little was left besides high beds of embers and smouldering prostrate bents and sills. Sheds on each side of those burned were saved by the quick work of Chief Frank Meunier of the East Hartford Fire Department and his men.

Several hundred automobiles—one estimate is 450—sped to the scene, choking traffic. Many of these were from Charter Oak Park and were drawn by the lurid glare which spread far into the sky and was visible for many miles. From the Bulkeley Bridge to the Silver Lane corner the highway was jammed. In places on the boulevard machines were attempting to travel three abreast. East Hartford policemen and volunteer traffic directors had their hands full for an hour in the effort to preserve control.

Silver Lane Sheds Burned

The sheds burned were Nos. 2, 3 and 4 in the series of eleven which the Silver Lane plantation has about 400 yards south of Silver street and near Tobacco avenue. Shed No. 1, at the west end of the row, was saved, as was Shed No. 5, east of No. 4, by the protective work of the firemen. All of these buildings have spruce frames with hard pine boards and sheathing.

Second priming shade grown was the main contents. This is a very valuable picking, worth perhaps about $3.50 or $4 a pound. The sheds were valued by Mr. Kahn at $700 an acre. One was a five acre structure and two held ten acres each. Mr. Kahn's figures make the valuation about $18,000. The tobacco was worth, Mr. Kahn calculates, about $100,000. It was the best crop in several years. Most of it was harvested some time ago. Some was ready to be "taken down" at the first "damp."

Superintendent Sanford said that the fire was not due to the use of charcoal in curing the drying leaves, as it was a considerable time since charcoal had been used in any of the sheds. He is inclined to ascribe the origin to some accidental cause.

Mr. Kahn believes that the fire may have been originated by some intruders who carelessly dropped a spark or a cigar butt. The lumber in tobacco sheds is often highly inflammable, being well seasoned pine and spruce with open spaces in the bents and tiers and sometimes a draft toward the peak, and a blaze once started is difficult to fight.

Mr. Kahn's recollection is that the sheds were reasonably covered by insurance and that this had been placed by the officers in New York City, where the company has a large office, who attend to this detail, among many others. He was unable to tell what the insurance was.

The company has grown this year about 2,500 acres of shade and about 1,000 of tobacco in the open, in the Connecticut Valley, Mr. Kahn estimated. The twenty-five acres burned last night were but a "drop in the bucket," compared with its shade-grown crop.

The fire left a broad low belt across the tobacco field for about 600 feet, a glowing rosy line reaching in points twenty feet high. It left also a faint odor of tobacco. Beyond the sheds are fields of tent tobacco, which seemed last night to be undamaged.

The Silver Lane plantation employs about 140 hands, about half of whom live in East Hartford. The rest stay in Hartford. Of those living in East Hartford a large fraction is colored and came originally from Georgia.

The Market as Seen by a Close Observer

Due to the holiday last week, a great many of the large manufacturers, as well as the smaller ones, temporarily shut down, which gave them an opportunity for the first time in many months to take up inventory.

The feeling among most of the manufacturers at the present time is that there will be a great demand within the next thirty days for all the cigars they have on hand, and it would not be at all surprising to see an oversold condition in the cigar manufacturing industry in the very near future.

Prices Steadily Rising

The tendency of prices in the leaf market, both domestic and foreign, has been steadily upward, and this cycle has not seemed to reach any downward curve up to the present time, as far as 1923 is concerned. With the contracting for the new Wisconsin, as well as Connecticut broadleaf and Havana seed at what manufacturers consider ruinous prices, there does not seem to be a possibility of there being a weakening in the leaf market for quite some time. However, in the final analysis the law of supply and demand will settle the question, irrespective of prices the packers pay the farmers, for there is no law in leaf tobacco circles, or in cigar manufacturing circles, either, that a legitimate return on the investment is required when merchandise is bought or manufactured on a speculative basis.

There is no doubt but there will be an acute shortage within the next six months of desirable binder tobaccos, and the floating supply of clean, filler tobaccos is practically nil. However, the policy of hand-to-mouth buying which has existed for the past six months should in a way eliminate the speculation, which was unwarranted in the 1923 crops. There seems to be no indication of any let-down on prices as regards the old tobacco, either in packers' or manufacturers' hands, but every period of inflation must have its definite end. A prognostication at this time that the Fall of 1924 will see a lower market may seem rash, but is based rather on an abundance of 1923 crops rather than any clairvoyance of the writer.

There seems to be a decided shortage in light colored wrapper tobaccos, and both Sumatra and shade of the 1922 crops have been moving more than freely.—Market Observer.

Federal Crop Report

Washington, D. C., Sept. 11.—Tobacco is affected by wildfire in a number of states and the mosaic disease is reported to be spreading in Maryland, according to the Bureau of Agricultural Economics of the Department of Agriculture. The crop is being harvested, though it is late on the whole, and a considerable part is in danger from early frost. The condition as a rule is good.

Pennsylvania tobacco has shown some improvement but still needs rain. The crop is very uneven and about two weeks late. Cutting and curing of tobacco continues in Maryland and Delaware. Yields are excellent except when crop was hurt by the tobacco worm. Much of the crop is late. Wildfire and mosaic disease are reported to be spreading. The crop has improved rapidly of late in Virginia and has made rapid growth. Too much rain in spots and wildfire has caused some damage. Many fields are late and are in danger of early frosts. The prospect is for a heavy yield of all types in Kentucky though there is some wildfire and rust mostly in the dark districts. The crop has been harvested in South Carolina and considerable quantities are being housed in Tennessee and North Carolina. The crop has made favorable progress in Wisconsin and Indiana.—Lamm.

Says Growers Would Do Better Out of Pool

Johnson City, Tenn., Sept. 8.—Evan S. Rees, proprietor of the Washington County Warehouse in this city, has just returned home from an extensive trip through the largest tobacco-growing centers of Kentucky. He visited Louisville, Shelbyville, Frankfort, Midway, Lexington, Danville, Mt. Sterling, Winchester, Cynthiana, Paris and points close to Cincinnati and at these points he talked with growers, tobacco dealers and merchants and tried to inform himself of the true tobacco situation, that he might be in a position to be of service to the farmers of east Tennessee.

Mr. Rees said in speaking of the crops: "I never saw a better or more uniform crop in my life. I saw crop after crop, from 10 to 50 acres, that was all of one size, uniform in color and being cut perfectly ripe. The crop has made a wonderful growth during August and I am of the opinion that there is the biggest and best crop that has ever been raised. Of course, weather conditions must govern the curing of the crop and since this is, in a way, a wet weather crop, there

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will be a great tendency to house-burn if the weather turns off warm and foggy, but so far with 50 per cent of the crop cut, there has been no evidence of house-burn or moulding.

"I talked with many members of the so-called co-operative movement and found, contrary to the propaganda being spread over this section, that there is a great deal of dissatisfaction and unrest among the members. They have received a little more than half as much for their last crop as east Tennessee growers received for theirs and no prospect of getting more until their entire holdings of the co-operators are sold, about 65,000,000 pounds, which must be sold at about 50 cents to equal our prices after taking out the large fees, storage, insurance, redrying expenses and large salaries to the numberless officers and organizers.

"I was told by some of these farmers that selling fees amounted to anywhere from $1.50 to $2 per 100 pounds, which is quite different from the small fees they have to pay in this section of from 75 cents to $1.10 per hundred and the farmer received all of his money and disposed of it at one time and at green weight, and for more money than the Kentucky farmer is getting for his well classed and redried crop. I asked one farmer how he paid his bills and he said he didn't—that the merchants had to carry him, or if he needed money for his taxes and clothes for his family, he was compelled to go to the bank and borrow his own money on his receipt and pay 6 per cent or 8 per cent for it. Several farmers told me that they had been forced into the pool last year by threats and as a consequence had quit growing tobacco and taken a job as day laborers in the town of Lexington. One merchant told me that they were simply carrying the load to enable the pool people to speculate on the tobacco crop and that it was hurting bad, as collections were fearful and that he was unable to pay his past due bills.

"For quite a time I have been trying to learn just why the officials of the Kentucky pool were so anxious to tie up the crop grown in this section. There is not over 75,000,000 pounds grown in east Tennessee, southwest Virginia and western North Carolina, which is less than 5 per cent of the entire Burley crop. Why were they so anxious to spend a lot of money, sending in paid speakers and organizers? I have known Jim Stone and Ralph Barker (the head officials of the co-operation who draw over $40,000 per year of the good farmers' money) all my life and personally they are good fellows and I like them, but who ever heard of their being philanthropists or Moses leading any section of the country or people out of darkness, until the mean crop of 1920 came along and nearly cleaned every warehouseman and tobacco dealer? Then they saw the light, of large salaries, after that great organizer, Mr. Sapiro from California, came to Kentucky.

"And I have come to the conclusion that there are wonderful possibilities of east Tennessee becoming a great tobacco growing section and there is a movement on foot right now in Kentucky to cut our next year's crop and since the co-ops control its membership, the tobacco industry of this section will be set back 20 years. All the efforts of the Chamber of Commerce of Johnson City, the Burley Boosters of Greeneville and East Tennessee Tobacco Association of Knoxville, who have spent $23,000 alone, will be in vain. The merchants of Greene and Washington Counties will suffer for the need of a ready money crop; the bankers' large balances will shrink to comparatively nothing and the farmer who has gotten on his feet through growing tobacco during the past six years, by selling for more money than the Kentucky crop averaged or the pool received, will go back into debt and their families will suffer. East Tennessee has been on a boom, not altogether because of the $5,000,000 tobacco money coming into the section, but that has played a part and it will be a crime to throw anything in the way of this expansion and I would advise the merchants and bankers as well as the farmers of this section to go as I have done, to the sections of Kentucky where you are unheralded and unadvertised for days before you arrive and make your own personal investigation.

"I understand that it was stated before one of the dinner clubs, by one of the speakers that the committee that went to Kentucky came back unanimous in favor of the organization. The only two I have talked with—Ed Mathes and Squire Grant Moore, two of the largest growers in the county—told me positively that they were never in favor of it, nor would they sign up their crops. They are good growers and handlers and have always gotten more for their tobacco than the pool and were contented.

"I am not afraid of being misunderstood in taking the position I have in this matter. Every grower in this section knows I have worked hard for their interests; I have contended for everything that goes to make for their prosperity and am for any organization that will be for their betterment, but I can't see this high-salaried Kentucky organization. We have plenty of men in this county capable of leadership and the tobacco industry is plenty large enough to take care of its own affairs. We cannot grow hemp or wheat as a big money crop—nor do we feed hogs as they do in Kentucky, therefore, to my mind it will be positively unfair to foist on the grower of tobacco in this section an organization that we know absolutely nothing about and which will eventually mean the discontinuance of their growing their only ready money crop, for the benefit only of the large growers in Kentucky, the paid organizers and the high-salaried officials. I saw the high-handed Night Rider troubles of Kentucky when an attempt was made to cut the Kentucky crop a few years ago. And this condition will surely prevail when the citizens of this east Tennessee county are told they must not grow tobacco. As late as this spring this condition prevailed in Macon County, Kentucky, when plant beds were scraped clean and farmers were threatened because they desired to grow tobacco and pay their debts.

"I feel it's a little early to make any prediction as to prices. I know we have a very large crop in Kentucky and about 65,000,000 pounds in the hands of the pool of last year's crop, which they say must be sold at very high prices before the manufacturers can look at the new crop, so our crop on the loose leaf floors should sell as well as the sales on the South Carolina and eastern North Carolina, which are at most satisfactory prices. There is one thing conclusive if the farmers of this section will stay out they will be able to sell their tobacco quick and at good prices. So now is the time to think. Better be safe than sorry."

Speakers Laud the Pool System

MADISONVILLE, Ky., Sept. 8.—In the old-fashioned camp meeting way, with a basket-dinner on the ground, more than 1,000 "believers" heard six speakers expound the gospel of co-operative marketing of tobacco at the barbecue given here today by Hopkins County members of the Dark Tobacco Growers' Co-operative Association, as part of the sign-up campaign in the stemming district.

The speakers were Clifton Rodes, chief of the field service of the association; Judge "Bunk" Gardner, Mayfield; R. E. Cooper, director of warehouses; Geoffrey Morgan, secretary of the Kentucky Farm Bureau Federation; Prof. W. S. Anderson, College of Agriculture, Lexington, and Robert Hall, organizer for the association.

Local leaders made brief talks.

Mr. Rodes' statement that "there are no problems of organization and management that we cannot solve, with the aid and assistance of our members," was cheered.

Judge Gardner outlined the story of the tobacco industry and the part played by co-operative marketing in stabilizing prices. He warned of the activity of interests inimical to the farmer and urged continual vigilance against propaganda by those who wish a return to the system of dumping tobacco on the market.

Mr. Cooper declared that less than one-half of one per cent of the tobacco pledged to the association was dumped on loose-leaf floors.

Mr. Cooper also pointed out, and was cheered by the crowd, that over Black Patch as a whole, the price ceived by the outside growers was than that received by the member gro

Mr. Morgan pointed out the simil between the farmer producing tob and the manufacturer of steel and sh that only by employing expert sale and selling through a single outlet c the farmer hope to meet on equal t the organized tobacco interests.

Professor Anderson outlined the s ices of the College of Agriculture to tobacco grower.

Childs Purchases Unsold St of Laks Cigars

Frank E. Childs & Bro., Inc., o Front street, New York, agents for Germinal Cigar & Cigarette Factory Inc., of Manila, announce the acquisi of the entire unsold stock of Gern brands from the Laks Cigar Co., o John street, New York.

Stock Comprises Recent Arrival

The stock acquired, amounting 1,100,000 cigars, all of which are re arrivals, consists of: Perfectos, 1/ banded, Germinal and Flor de Leg brands; Vencedores, 1/20th banded, minal and Flor de Legarda brands; tains, 1/10th, in bundles of six, Ge nal brands; Londres, 1/10th, one bu Germinal and Flor de Legarda bran

This addition to their large holdi and shipments in transit, due to ar shortly, enables them to fill all or promptly. Frank E. Childs & Bro., have also on hand, available for im diate delivery: Germinal brand Ch pions, 1/20th banded, Grandes, 1/1 ten in bundle, and Captains, 1/10th, s in bundle.

Tobacco Co-op. Associatio

RALEIGH, N. C., Sept. 10.—There nearly 250,000 tobacco co-ops in United States, according to member gains recently reported among the ganized growers of the Carolinas, ginia, Kentucky and other states.

On June 1 there were 240,000 mem of the five big tobacco associations, cluding those of the Virginia-Caro growers, the dark and burley gro of Kentucky, Tennessee, Ohio, West ginia and Indiana, and the smaller ganizations of Wisconsin and Conn cut. Since that date the tobacco gro of the Carolinas and Virginia h added over 1,500 members to their ganization. The burley growers of K tucky have climbed from 85,000 to 90 members, and other associations h continued their steady growth.

A new high record for deliveries the 1923 crop to the Carolina-Virg association was established last w when the South Carolina and East Belts together added 7,500,000 pounds the receipts of the Co-operative flo Several of the co-operative markets eastern Carolina last week recorded largest single day's receipts in their tory. Among these were Kinston, w received 160,000 pounds of tobacco Friday; Richlands, which went as h as 80,000 pounds in one day; Smithfi Ayden and Fremont ran at times fr 50,000 to 60,000 pounds.

A. V. Bobbitt, association wareho manager for eastern North Carolina, ports that first cash advances by the sociation are now averaging over 50 cent of the prices being paid on most the auction floors, and states that n members are signing with the associat at many points.

Every tobacco grower who started s against the tobacco association in Summer of 1923 is now under an inju tion of the court, according to Col. W. Joyner, its attorney at Raleigh headqu ters, who recently stated that the as ciation has employed local counsel many points and will protect all lo members against contract breakers, prompt legal action.—S. D. FRISSELL.

Western Business Brisk

W. B. Shaw, of Theyskens & Sha leaf merchants, 136 Front street, is present in the western territory, where is booking many good orders.

The Second International Tobacco Show

The National Exposition Co., which anaged the Tobacco Show in New ork last winter, is starting a very ac- ve campaign to make the second show en bigger and better. The managers port that a considerable number of ncerns have signed for spaces, and nong them are the following:

.H. Duys & Co., Inc.; Bobrow Bros.; ax Gans Sons, Inc.; Frau & Pena; urlach Bros., Inc.; Porto Rican To- .cco Agency; Hamburger Bros. & Co., c.; Isidore Cohen; *United States To- cco Journal;* Cullman Bros., Inc.; In- rnational Cigar Machinery Co.; Himoff)bacco Machinery Co.; Rochester Fold- g Box Co.; Connecticut Valley To- cco Association; Cardwell Machine).; Josephson Bros.; Miller, DuBrul & :ters Mfg. Co.; Philippine Tobacco gency; Adolph Frankau; Haywood, rasser & Voight; World Match Co.; ter J. Schweitzer, Inc.; C. J. Waxel- um; F. E. Richardson & Co.; Selgas Co.; Griffin Tob. Co.; Alfred Orlik; ad Machinery Co.; Master Pouch To- cco Co.; TOBACCO.

In addition to the foregoing, which are tually signed up, officials of the Na- nal Exposition Co. say that a large mber of spaces have been definitely re- ved, and contracts are pending with ny other concerns which will take up ore than fifty per cent of the remain- g spaces, which strongly indicates that ery available foot of show space will occupied, in the big 71st Armory, nen the next Exposition takes place, nuary 28 to February 2, 1924.

Among the newcomers this year are au & Pena, of Philadelphia, and the ow management states that at least e other Philadelphia cigar concerns ve definitely put themselves on record, ying that they will contract for spaces nen next called upon in Philadelphia.

Considering the success of the last)bacco Show, despite its smallness, ves every indication that the next To- cco Show will be a *big success.*

The National Exposition Co. officials ates that they feel so confident of the ccess of the coming Tobacco Exposi- n that they are going to a big expense d are putting their entire organization hind the show, and they assure us that fore the end of the present month they ll be able to announce many new big hibitors.

Urged to Fire Heavily

HOPKINSVILLE, Ky., Sept. 8.—Members the Dark Tobacco Growers' Co-opera- e Association are being urged to fire eir tobacco heavily this year. The fir- g season is now getting well under ay.

Dark fired tobacco, to be at its best ust be fired until thoroughly dried out. ven the main stalk of the plant should absolutely dry, and the leaves take on e rich reddish tinge that comes only om an abundance of smoke and long- ntinued heat. The dealers agree with e association officials that tobacco eavily fired in proper manner will com- and a decidedly better price than that hich is poorly cured. So it is a matter dollars and cents to the growers to the work properly and thoroughly.

Demonstrations in the proper methods firing tobacco will be held in all the unties in the dark fired territory and so in the fired sections of the Stem- ing District. Thoroughly experienced en will be in charge of these firing monstrations, which will be held in the rns of association members, and to hich all the tobacco growers of those ighborhoods will be invited. These monstrations are being held to impress on the growers the importance of roper firing and how it will make their op incomes larger.

Damaged by Blackfire

Reports from the crop show that in any sections it has been damaged by ackfire. The rainy season is held re- ponsible for the blight, which will re- uce the amount of the crop materially. he rains have also damaged the crop by rowning it out in a number of places.

The membership drive in the district est of the Tennessee river, where Clif- ton Rodes, Director of Field Service Division of the Association is in personal charge, is proceeding at a lively clip. To help arouse enthusiasm and bring the people together to discuss the tobacco problem and the solution offered through the association, big barbecues are planned to be held in Henry and Weakley Counties in Tennessee, and in Graves, Fulton, Ballard and Marshall Counties in Kentucky.

Mr. Rodes has expressed much satisfaction with the progress being made and as evidence of what is being done cited that Hickman County is already signed 95 per cent strong and Carlisle County is a close second with 90 per cent. Other counties in that section are coming strong and promise to be among the contenders for highest honors.

A part of the campaign in the western district is the taking of an accurate tobacco census for the entire district. This is to be made by personal visits through the country and listing of the exact number of acres of tobacco each man has grown. This will give highly valuable information of especial advantage to the Sales Department of the association.—*Press Service Bureau.*

New Rochester Folding Box Representative

ROCHESTER, N. Y., Sept. 11.—The Rochester Folding Box Co. makes this announcement:

"William A. Reckeweg, formerly Purchasing Agent for Bayuk Bros., Philadelphia, has severed his connection with that concern to handle our account in and about Philadelphia. He has an office in the Drexel Building, Philadelphia, and is prepared to give the requirements of the cigar manufacturers in that general locality his personal attention."

Of course, it is hardly necessary to say that the items which the Rochester Folding Box Co. is prepared to furnish the cigar manufacturers are shell and slide packs and display containers.

Porto Rican Grower Here

Balazar Mendoza, a prominent Porto Rican grower, is in New York for an extended visit, during which he expects to make a close study of the prevailing conditions in the market. Mr. Mendoza is enthusiastic over the progress of the Porto Rican tobacco industry and optimistic regarding its future.

Otis Smith

Otis Smith, president of the George W. Helme Snuff Co., 111 Fifth avenue, died Monday of last week at Battle Creek, Mich., following a five weeks' illness. He was born in Louisiana, Mo., about sixty years ago. He had spent many years in the tobacco business, mostly with the American Tobacco Co. He made his home in this city in the Apthorp Apartments, Broadway and Seventy-ninth street. Services were held September 4, in St. Paul's Methodist Episcopal Church, West End avenue and Eighty-sixth street, New York.

UNITED STATES TOBACCO EXPORTS DURING MONTH OF JULY

Figures Compiled by Department of Commerce.

ARTICLES, AND COUNTRIES TO WHICH EXPORTED.	UNIT OF QUANTITY.	JULY— 1922 Quantity.	JULY— 1922 Value.	JULY— 1923 Quantity.	JULY— 1923 Value.	SEVEN MONTHS ENDING JULY— 1922 Quantity.	SEVEN MONTHS ENDING JULY— 1922 Value.	SEVEN MONTHS ENDING JULY— 1923 Quantity.	SEVEN MONTHS ENDING JULY— 1923 Value.
Tobacco:									
Leaf tobacco	Pound	32,318,918	$10,357,116			233,754,421	$78,495,931		
Bright flue-cured	do.			9,790,040	$2,485,276			66,882,093	$25,200,129
Burley	do.			317,294	65,923			3,781,456	940,319
Dark-fired Kentucky and Tennessee	do.			20,872,402	4,185,835			94,323,199	18,055,448
Dark Virginia	do.			3,804,599	1,522,903			38,523,852	19,490,166
Maryland and Ohio export	do.			855,510	143,898			6,190,202	707,290
Green River (Pryor)	do.			773,423	212,608			10,783,326	3,055,322
Cigar leaf	do.			11,058	9,880			252,877	217,436
Other leaf tobacco	do.			7,680,765	2,207,352			39,037,798	10,946,435
Total	do.	32,318,918	10,357,116	44,105,091	10,833,675	233,754,421	78,495,931	259,774,863	78,612,545
Exported to—									
Belgium		978,400	109,312	2,240,605	233,452	9,311,094	1,187,585	15,755,224	1,538,421
Denmark		152,460	33,381	755,448	152,617	2,111,684	395,032	2,912,040	534,660
France		3,643,796	424,328	2,501,311	351,339	27,372,455	2,973,790	21,732,808	3,340,291
Germany		2,024,797	265,940	6,893,366	1,311,453	12,977,270	1,862,524	18,991,890	2,926,608
Italy		5,533,975	1,256,253	5,698,610	1,389,263	21,679,848	4,674,465	26,283,695	6,199,159
Netherlands		859,182	123,064	3,245,336	781,027	6,418,158	1,095,891	10,729,325	1,656,499
Norway		247,370	94,241	456,352	189,749	1,687,075	495,157	1,612,293	540,751
Portugal		614,714	95,325	149,580	28,990	3,261,484	609,540	2,670,960	391,920
Spain				2,536,497	393,140	66,658	10,910	10,968,808	1,399,648
Sweden		165,399	64,998			2,057,253	372,166	2,866,187	365,044
Switzerland		13,126	2,303	264,359	45,628	545,532	150,094	1,403,232	250,165
United Kingdom		10,875,611	5,176,249	8,439,613	2,598,690	96,045,496	46,196,196	74,237,422	36,604,428
Canada		722,038	197,830	382,296	124,227	5,691,561	1,645,754	5,072,217	2,353,623
Mexico		87,273	27,088	54,284	17,401	435,976	155,749	229,874	71,814
Haiti		64,525	13,389	86,621	18,628	869,384	184,850	915,831	198,664
Argentina		167,939	49,069	31,466	9,236	367,061	107,714	1,308,746	430,877
China		4,104,410	1,811,445	4,732,488	1,292,401	19,835,341	7,257,582	27,861,382	6,887,420
Hongkong				267,693	59,030	407,090	83,429	555,957	102,962
Japan				50,179	18,217	1,220,328	612,411	1,967,572	1,082,683
Australia		30,031	9,355	1,825,623	853,880	8,838,907	4,790,092	12,600,877	6,194,825
British West Africa		770,215	256,767	1,174,311	379,103	5,658,916	1,761,008	6,733,435	2,055,483
French Africa		401,170	72,347	493,274	121,504	2,162,760	462,576	2,587,634	599,395
Other countries		862,487	274,432	1,825,779	464,700	4,733,090	1,411,416	6,777,454	2,987,205
Stems, trimmings, and scrap tobacco	Pound	238,888	13,607	2,761,225	145,155	7,501,758	320,271	8,298,285	554,445
Manufactures of tobacco (total)			1,700,385		2,708,361		16,062,212		15,047,843
Cigars and cheroots	Thousand	44	1,482	279	5,315	361	10,764	791	22,763
Cigarettes	do.	694,198	1,441,324	1,308,229	2,424,021	6,478,879	14,324,745	7,116,586	13,481,538
Exported to—									
Panama		12,188	38,070	8,869	25,159	99,100	349,134	107,736	292,594
British India		6,375	22,031			22,825	66,244	30,361	78,284
Straits Settlements		60,250	80,848	135,700	205,590	632,250	878,010	524,780	776,253
China		529,370	1,053,697	820,393	1,614,507	4,766,580	9,905,508	5,295,266	10,065,870
Hongkong		34,500	121,500	53,055	108,197	482,900	1,985,950	167,850	328,061
Philippine Islands		5,975	22,300	22,075	67,015	88,295	360,950	96,241	245,545
Siam		14,250	17,955	28,500	34,300	173,293	224,831	120,360	157,222
Other countries		31,290	84,923	239,637	369,253	213,636	554,118	783,992	1,537,709
Plug tobacco	Pound	299,123	181,982	455,406	210,442	2,172,629	1,089,312	2,194,010	1,094,970
Smoking tobacco	do.	93,574	59,606	71,964	53,017	836,323	486,908	523,513	364,022
Other tobacco manufactures	do.	62,710	15,991	84,600	15,566	1,175,181	150,483	365,445	84,550

UNITED STATES TOBACCO IMPORTS DURING MONTH OF JULY

Figures Compiled by Department of Commerce. Value Stated in Dollars

ARTICLES, AND COUNTRIES FROM WHICH IMPORTED.	UNIT OF QUANTITY.	JULY— 1922 Quantity.	JULY— 1922 Value.	JULY— 1923 Quantity.	JULY— 1923 Value.	SEVEN MONTHS ENDING JULY— 1922 Quantity.	SEVEN MONTHS ENDING JULY— 1922 Value.	SEVEN MONTHS ENDING JULY— 1923 Quantity.	SEVEN MONTHS ENDING JULY— 1923 Value.
Tobacco (total)			5,938,402		5,181,535		40,476,322		44,371,989
Unmanufactured—									
Product of the Philippine Islands	free.. Pound	42,363	2,040	79,653	8,587	312,465	34,525	1,522,702	185,198
Leaf, suitable for cigar wrappers	dut. do.	1,193,541	2,407,256	963,959	2,202,042	3,347,367	7,053,764	5,361,244	12,936,111
All other	dut. do.	3,511,051	3,023,292			39,657,376	29,658,677		
Cigar leaf—									
Unstemmed	dut. do.			690,087	539,098			7,566,323	6,032,330
Stemmed	dut. do.			820,916	877,499			7,230,777	7,726,895
Cigarette leaf	dut. do.			1,096,312	897,506			17,318,837	11,778,386
Scrap and other manufactured	dut. do.			102,697	35,353			1,413,994	449,794
Manufactures of tobacco—									
Cigars and cheroots	free. do.	173,744	280,253	257,972	346,051	1,009,165	1,764,135	2,620,798	3,325,954
	dut. do.	27,876	194,147	31,254	241,224	226,240	1,768,210	225,842	1,673,642
Cigarettes and paper cigars	free. do.	100	238	4,125	8,098	810	1,348	5,884	11,226
	dut. do.	496	3,426	239	1,233	4,997	23,199	5,796	35,020
All other	dut. do.	29,034	27,750	20,675	24,844	154,190	172,464	177,552	217,433
Miscellaneous vegetable products:									
Starch	dut. do.	152,442	9,688	1,129,355	37,112	4,455,064	209,673	10,132,650	308,742
Vegetable glue	dut. do.							22,399	1,120
Vegetable ivory	free. do.	1,948,707	45,946	2,672,898	79,396	15,053,330	383,446	21,972,736	665,784
Moss, seaweed, etc., crude	free. do.	613,543	37,480	644,904	21,653	4,227,426	251,373	7,966,230	373,983
Other free	free.		3,547		5,459		115,412		1,342,366
Hops	dut. Pound	76,837	36,150	161,614	32,457	428,562	151,721	607,040	103,965
All other	dut.		2,590		110,400		25,560		951,588

1903



1923

Twentieth
ANNIVERSARY

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Not another cigarette that was popular when Fatima was introduced, over twenty years ago, has a big national sale today.

Fatima has out-distanced them all, maintaining its sales-leadership over all other brands at or above its price. This record marks it as the most skillful blend in cigarette history.

Today Fatima is everywhere recognized as the one cigarette of really exceptional quality at a reasonable price.

FATIMA

LIGGETT & MYERS TOBACCO CO.

They Need More Light

About all it needs to make this county he greatest of all in this State, in the roduction and sale of tobacco, is more nowledge on the part of the numerous rowers of the crop.

There are hundreds and hundreds of hese Horry tobacco growers. Hundreds nd hundreds more will come in from ear to year as the people, more and nore, have to turn to the soil and the nost likely money crop, under present onditions regarding cotton which will revail, no doubt, for a number of years o come.

Examination of the finished crops as hey are brought here for sale will conince any one. There is a woeful lack of nowledge on the part of a great maority of the men and women who prouce these crops.

As to the mistakes that may have been nade in planting, cultivating and gatherng in the crop, it is difficult to say from n examination of the leaves on the varehouse floor. One can only have his pinion as to what caused certain signs o appear on the leaves and which caused he product to take a lower grade than t otherwise would have taken. Of ourse the picking of the leaves while too reen, or leaving them in the field until ver-ripened, may show as plainly to he experienced tobacco man as would reat holes in the leaves eaten out by vorms. There may be a way to tell hat suckers had been allowed to take ossession of the leaves. There may be igns of too much or too little rain while he crop was maturing, and there may e signs of starvation of the plant showng a lack of fertilization.

It is in the grading and tying of the eaves that the plainest signs of ignorance appear. There are some men raising toacco this year without any knowledge or training of any kind in the matter of grading and tying the crop for market, judging by a sight which can be seen any day on the market here.

One day last week a member of the co-operative association brought his tobacco to the warehouse in such condition that as the force had very little to do that day, they tore up the bunches into which it had been tied and separated it into the grades, then re-tied it. This pile had been simply gathered up in handfuls and tied up without any regard to grades whatever. Of course it is impossible for the limited force at the cooperative warehouses to tear up and retie all of the many crops that are coming in. This could not be expected. On the auction floors nothing of the sort is ever done. One of the ways of making money out of tobacco, without having anything to do with the raising of it is to buy the piles on the warehouse floor with all of the grades flung together into one heap, then re-handle and re-grade this along with other piles bought the same day and when it is again sold, by the buyer, it brings a better price because the higher grades have been separated from the lower, and by that means it can bring all it is worth.

If I were a tobacco grower I would read and study the entire subject of the planting, cultivation, gathering, and grading into proper grades. The better ways of handling each situation that arises in the course of the growth of my crop, would be employed by me. I would experiment every year. This is the plan being followed now by many of the growers who are making good in tobacco growing.—*Conway (S. C.) Herald.*

Italy's Tobacco Trade

WASHINGTON, D. C., Sept. 10.—Italy is a large consumer of American dark leaf tobacco, and the Government Monopoly maintains a special purchasing organization in the United States; it being provided by law that all purchases be made at the source of production by authorized agents of the government, according to a report to the Department of Commerce from Commercial Attache McLean at Rome. Both the consumption and the production of tobacco in Italy have increased, but the rate of increase has been greater in the case of consumption, and imports have consequently risen. In 1922, 22,377 tons of tobacco were imported as compared with 18,790 tons in 1914, and of this total the United States supplied 18,272 tons. Whereas, in 1913 the local production was only about 10,000 tons, for the current year it is now estimated by Italian authorities at about 33,000 tons. The increase is most marked in the case of light tobacco for cigarettes, the production of which has risen from 1,730 tons to 11,700 tons, while the production of tobacco of the Kentucky and similar types has increased from 5,330 tons to 17,300 tons, and the production of other types of tobacco from 2,861 tons to 4,000 tons. The production of cigarette tobacco has probably already reached its maximum, while that of Kentucky may, according to a well-known authority, reach a total of 24,000 tons. The increase in the consumption is confined to cigarette tobacco; and, that of the strong cigar tobacco is tending to decline in proportion. It is probable that imports of American tobacco have reached their maximum, and if the local production of dark tobacco continues to increase imports will tend to decrease. Italy's imports of manufactured tobacco are decidedly small and owing to the abundance of cigarette tobacco the possibility of building up an export trade in cigarettes is being considered. The United States normally supplies only an insignificant quantity of manufactured tobacco to Italy.—LAMM.

Owensboro Outlook

OWENSBORO, Ky., Sept. 8.—Rains and cloudy weather during the week have checked tobacco cutting and there has been little put in the houses. The same weather conditions have been somewhat hurtful on much that had been housed, by causing it to houseburn. However, should next week prove a dry, favorable one the greater part of the tobacco now standing will probably be cut.—J. S. PHELON.

Off to Florida

John L. Fielding, of Cullman Bros., Inc., is scheduled to depart for Florida and other southern points this week to further the interests of his organization in that section.

A Gentleman's and Sportsman's Smoke



MATOAKA

BLUE RIBBON TOBACCO

in 15c tins and pound tins

AND

MATOAKA CIGARETTES

Now Sold at 20 for 20c.

Nationally Approved by Discriminating Smokers

PATTERSON BROS. TOBACCO CORP., RICHMOND, VA.

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HIGHEST QUALITY **SPECIAL PROCESS**

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The National Importing Co., Inc.

2-6 ELM STREET
NEW YORK, N. Y.

GENUINE AMBER BRIAR WOOD
FACTORY SUPPLIES

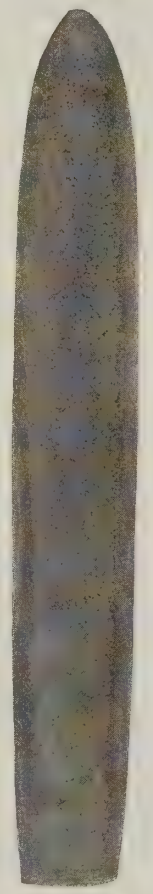
After all nothing satisfies like a good cigar

GERMINAL CIGARS

"The Pick of the Crop"



CAPTAINS
7 for 25c



LONDRES
3 for 10c

ANNOUNCEMENT

In furtherance of our fixed policy to protect our Jobbing friends and having exclusive Territorial Rights on the GERMINAL & FLOR DE LEGARDA Brands manufactured by The Germinal Cigar & Cigarette Factory Co., Ltd., of Manila, we announce the acquisition of the ENTIRE UNSOLD STOCK of the LAKS CIGAR CO. (99 JOHN STREET, NEW YORK) of these Brands.

The stock acquired amounting to One Million One Hundred Thousand Cigars (all of which are recent arrivals), consists of:

PERFECTOS, 1/20th Banded, GERMINAL and FLOR DE LEGARDA Brands

VENCEDORES, 1/20th Banded, GERMINAL and FLOR DE LEGARDA Brands

CAPTAINS, 1/10th (in bundles of 6), GERMINAL Brand

LONDRES, 1/10th (1 Bundle), GERMINAL and FLOR DE LEGARDA Brands

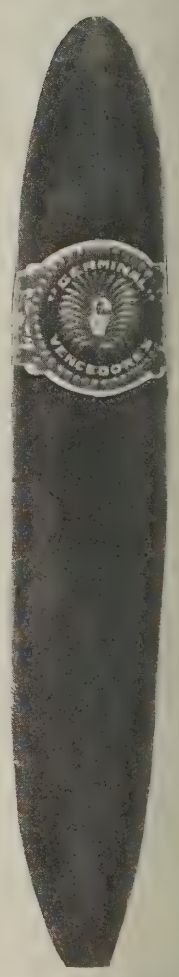
and augments our stock and shipments in transit and expected to arrive shortly, enabling us to fill orders promptly.

We have also on hand available for immediate delivery and arriving

GERMINAL Brand Champions 1/20th Banded
" " Grandes 1/10th (10 in Bundle)
" " Captains 1/10th (7 in Bundle)



PERFECTOS
5c Each



VENCEDORES
and
CHAMPIONS
5c Each

Your Interests Are Ours

FRANK E. CHILDS & BRO. Inc.

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ERNEST J. MOSS, Manager Cigar Department



CHRISTMAS BOXES

Will

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We will originate a design that will retain the characteristics of your cedar cigar boxes—assure recognition and fill your patron's preference for this more convenient style of package.

PRACTICAL AND MODERATELY PRICED

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After all nothing satisfies like a good cigar

BRANCH OFFICES: Syracuse Philadelphia

Getting Customers to Make Frequent Visits

By WILLIAM H. FRANKLIN

suppose it is in the nature of things ıen to do more or less visiting among favorite tobacco stores rather than ıing all their visiting and all their to one particular store," said a ssful middle western tobacco re- "But that doesn't stop me from g to get as much of the trade of all y customers as I possibly can.

etting the utmost possible amount of rade of all of my customers re- s itself in the last analysis into a ɔsition of getting these customers to my store almost exclusively. The times I can get a man into my the more of his trade I will get he less time he will have for visit- ther stores and giving them part of rade.

o this thing of getting as much trade ɔssible from all of my customers is r a matter of getting the customers isit my store constantly and fre- tly. And I flatter myself that I am successful in doing this.

low do I do it? How do I get my ɔmers to make frequent repeat visits y store?

ll tell just how I do it and the tell- will undoubtedly prove to be of in- t and profit to other tobacco retailers are seeking to get just as big a of the total tobacco trade of all of patrons as they can possibly get.

fy first step is to make all the men come into the store feel that they mighty welcome and that we are ty glad to see them. This is a com- ively easy sort of an atmosphere to e in any tobacco store. All that is ed is genial salespeople who make ds readily and who are good mixers.

he second step is to so arrange the that there will be so many things terest in the store to all the patrons they cannot keep away.

is along this particular line that people tell me our store is especially interesting. Certain it is that we have gone out of our way to provide as many things of interest as possible about our store.

"For instance, consider our baseball scores. We not only have a board on which the daily games are chalked up but we also have another board on which the total scores of each team from day to day through the week are chalked up. There are quite a large number of men in most cities nowadays who are greatly interested in these day-to-day scores of the teams in the main leagues and so we find that this feature is successful in drawing back numbers of men to our store day after day during the baseball season. All of which, of course, means that we get the major portion of the tobacco trade of these men because they have comparatively little time for visiting other tobacco stores when they are coming to our establishment every day.

"Also we have our baseball score boards so arranged in our store that the men who want to look at the scores and, perhaps, study them, can do so without being jostled around or feel that they are getting in the way of patrons. This means that quite a large amount of space is devoted to our score boards and to the open space in front of them, but we feel that this space is put to the best cause to which we could put it.

"We also have posted up on a board in a prominent position in our store all the time cards of the local steam, interurban and bus lines. This feature is always productive of a great amount of attention and we know for a fact that many of our customers come into our store just to refer to these time tables. This means that these customers are making repeat visits to the store and that they have just that much less opportunity for visiting the stores of our competitors, which means that our competitors are getting just that much less business from these customers of ours.

"Another plan that we work to a frazzle in our store is in saving magazines and newspapers for our patrons.

"Every tobacco store that handles newspapers and magazines has some patrons who buy certain publications regularly. We always watch for these individuals and when we find that a man is in the habit of buying some certain weekly publication from us, for instance, each week we say something like this to him:

" 'There's quite a run on these magazines now. They may get sold out before you come in here next week. Suppose we save you a copy each week, then you will be sure of it even if you can't get in the store at the night time to get it.'

"This sort of a suggestion nearly always makes a hit with the customer and he tells us to go ahead and save the magazine for him. This then means that this customer has a regular weekly connection with this store which is in his mind every week and which brings him to our store without fail every week. In other words, we are making sure of frequent repeat visits from this customer and are, therefore, assuring ourselves of more regular business from him.

"At our store, too, we make a point of not handling subscriptions. Of course it is only semi-occasionally that a man asks us to send in a subscription to a magazine for him. But when he does so we give this sort of an answer to him:

" 'Sorry, but we don't handle subscriptions. But if you want us to save the magazine for you each time that it comes out we'll be glad to do so. We're saving this publication for quite a number of our regular customers now.'

"In most cases we can talk the man out of his idea of sending in a subscription for the publication and can get him to let us save the magazine for him each publication date.

"We figure that if we handled subscriptions we would be hurting ourselves, for we would be cutting down the number of reasons why the man who wanted to subscribe for the publication should visit our store. And we don't want to do that—what we want to do is to increase the number of reasons why he should visit our establishment.

"Our third step in increasing the frequency of our regular customers' visits is by impressing customers with the fact that they are missed when they don't show up for a few days.

"Whenever a regular customer doesn't appear for a few days or for a week and then does show up, we always greet him about like this:

" 'Hello, Bill, where have you been? There was a fellow in here looking for you the other night.'

"This kind of a greeting accomplishes two things—in the first place, it makes the customer realize that he is quite a factor in our store and that his absence has been realized by us and that he has been missed. Also, by telling him that someone has been inquiring for him it makes him feel that he has missed something by not showing up as per his usual custom. All of which has the effect of bringing this customer back again pretty steadily for quite a long time before, for some reason or other, he once more disappears for a short time.

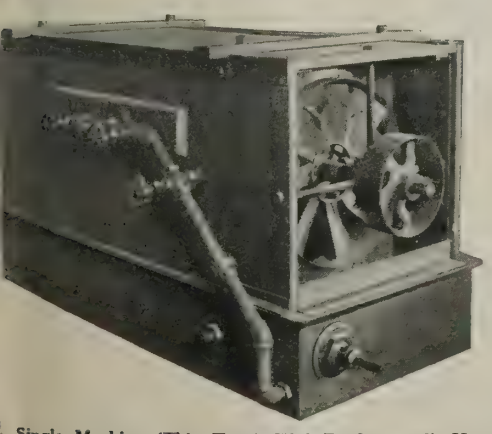
"We are constantly on the lookout for new methods of bringing regular customers back frequently to our store. We handle dance tickets, basket ball tickets, football tickets, etc., for regular customers just for this reason. We gladly allow regular customers to place advertising cards in our show windows when they want to do so. And we encourage men and young men to stand in our store and gossip and use our store as a meeting place when they have engagements with other young men.

"The bulk of the average tobacco store's business comes from its regular customers. And the more frequently the store can bring these regular customers back to the establishment the more business the store will do and the more money it will make.

"And here's hoping that the suggestions contained in all this help other retail tobacco dealers in increasing the frequency of their regular customers' visits."

THE "EBULATOR SYSTEM" of AIR CONDITIONING HAS NO EQUAL

LET ME PROVE IT ON YOUR PREMISES



Single Machine (This Type) Will Produce 80% Humidity in a Room of 100,000 Cubic Feet. Perfect Diffusion of Moisture Secured.

Individual Machines for Separate Rooms, or One Large Machine Serving Several Rooms Using Distributing Air Ducts.

A. N. SHEPARD & SON
Growers and Packers of Connecticut Shade Primed and Broadleaf
HARTFORD, CONN.

Mr. D. P. Gosline, July 14th, 1923.
6 Northampton St., Boston, Mass.

Dear Sir:

We have your favor of the 8th inst. and in reply to same would advise that we have used your large humidifier with the Duct System during our last packing season. It has proved satisfactory in every sense of the word. Our tobacco was kept in proper shape during the process of assorting and packing.

We were also very well pleased with the temperature feature, as we were able to regulate the temprature of our rooms from this humidifier except on extra cold days when coils were naturally used in addition.

The smaller humidifier, which we used in our bulk room, gave also pleasing results, and we are sincere when we state that of all the humidifier systems we have investigated, we believe yours gives the best results.

Yours very truly,
(Signed) A. N. SHEPARD & SON,
By G. W. Stewart.

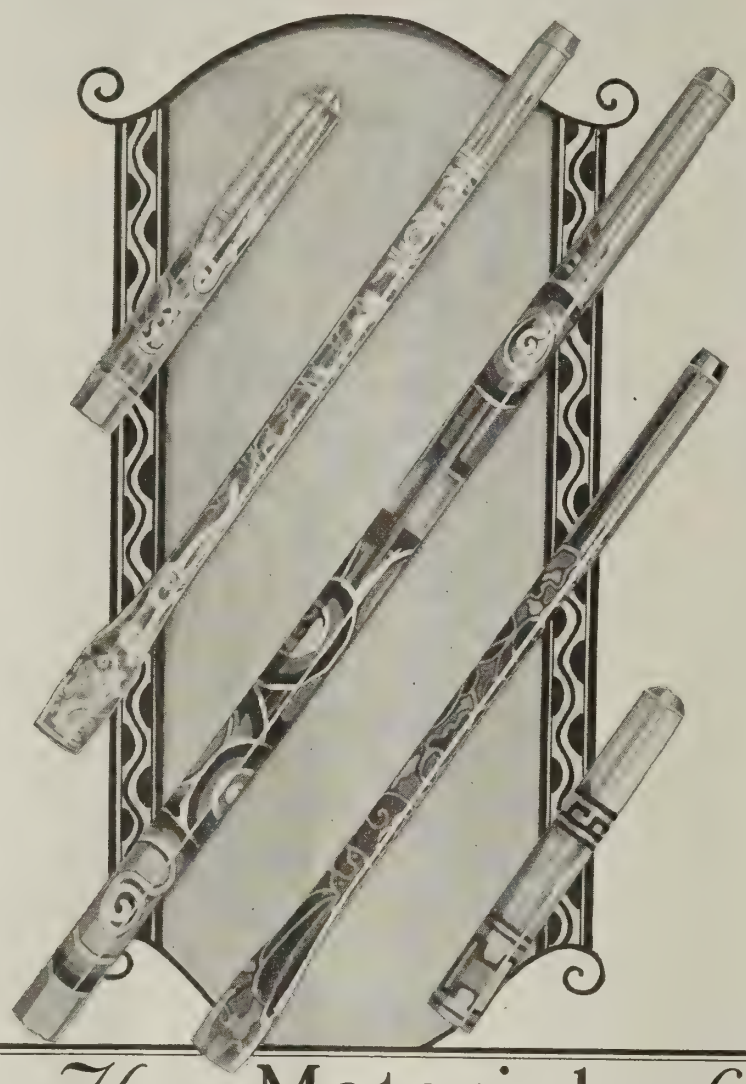
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Made in the several beautiful new colors of clear Bakelite and Redmanol, as well as the amber shades, these holders are strikingly handsome and are quick sellers.

Bakelite and Redmanol Pipe and Holder advertising appearing every month in National Magazines, with circulations of o four million copies, will build a larger fall and winter demand

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8 West 40th St. New York

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Condensite Co. of America
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Chicago, Ill.

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GUARANTEED MANILA CIGARS



Packed 100 in a Box (Large Size)
Retails 6 for 25c.



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INTERESTED ONLY IN JOBBERS WHO ARE DESIROUS OF BUILDING BRANDS

Unconditionally Guarantee Our Cigars to be Absolutely Perfect in Every Way.

LEAF TOBACCO

We also import Cuttings, Scraps and Tucks, the By-Products of our own factories, as all our cigar importations are strictly long filler, hand made.

Our Mr. P. S. Frieder is constantly in Manila personally supervising the purchase of Leaf Tobacco, the manufacturing of our Cigars and giving each shipment his personal attention.

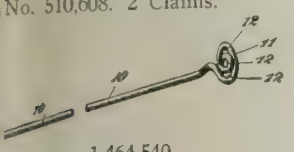
Address all communications to main office, Cincinnati, Ohio

S. FRIEDER & SONS, 214-218 West Fourth St., Cincinnati, O.

tents Recently Granted

By U. S. Patent Office

1,464,540. SMOKING DEVICE. Wil- L. Rose, Jersey City, N. J., as- of one-half to Howard S. Neiman, ork, N. Y. Filed Oct. 26, 1921. No. 510,608. 2 Claims.

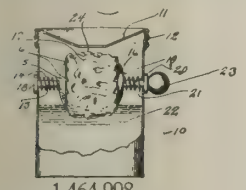


1,464,540

smoking device, a wire capable of n within the smoke passage of a m, one end of the wire being bent a plurality of passages for smoke from a pipe stem in which the is inserted.

* * *

1,464,998. CIGARETTE EXTINGUISH- harles F. Pratt, Plymouth, Wis. Feb. 4, 1922. Serial No. 534,082. n.

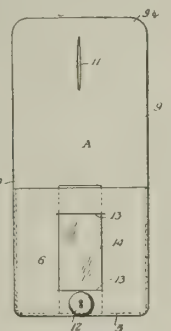


1,464,998

combination of a cylindrical con- a cap therefor having a trun- conical, central portion with an g at the apex and a downwardly d circumferential flange detach- ecured to said container, a pair of teeth on said plates, a rod rigid ach of said plates, a spring en- g each of said rods for moving ds inwardly, a sponge gripped by lates, and means for limiting the movement of said rods.

* * *

1,465,187. POCKET MATCH CAR- Charles F. Snyder, Pittsburgh, Pa. Filed June 3, 1921. Serial No. 474,653. 1 Claim.

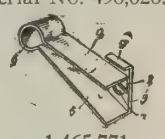


1,465,187

As an article of manufacture, a match carrier formed of flexible material having a pocket therein, which pocket has an open and a closed end, a cover adapted to fold over one side of the pocket and close the open end thereof, co-operating fastening means on the cover and the said side, the side of the pocket over which said cover extends having slots therein for the reception of strips of material on which matches may be struck, and a match striking strip removably secured in the slots.

* * *

No. 1,465,771. CIGAR CUTTER. SAMUEL J. SIMMONS, Boston, Mass. Filed Aug. 27, 1921. Serial No. 496,026. 1 claim.

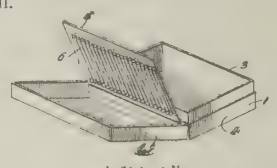


1,465,771

A cigar cutter comprising a pair of arms yieldingly pressed apart and composed of sheet metal, one of said arms having a portion bent up at right angles thereto at a lateral edge, the terminal section of said portion being bent over at right angles thereto to lie parallel with and to provide a stop for the other arm, the latter having a portion bent down at right angles thereto to lie flush with the surface of the first-named portion and having its edge sharpened and disposed to be oblique to the arm of which it is a part, the first-named portion having a hole through it disposed to coact with said sharpened edge.

* * *

No. 1,466,225. CIGARETTE CARTON. CHARLES S. HEFFNER, Pittsburgh, Pa. Filed June 30, 1922. Serial No. 571,855. 1 claim.

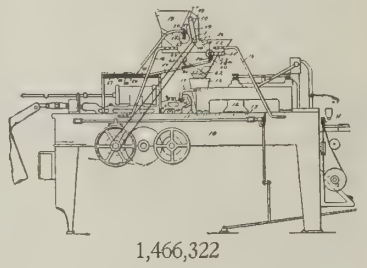


1,466,225

In combination, a carton including a box and a cover therefor, said box including a box-like structure and a strip arranged thereabout on its interior adjacent its bottom end, said cover being of a box-like structure and adapted to rest on said strip when in closed position, a leaf hingedly mounted in the cover forming a closure therefor and positioned so as to rest on the edge of the box when the cover is in a closed position, and matches detachably secured to the leaf so as to be entirely encased within the box-like structure of the cover and the leaf when said leaf is closed in relation to the cover.

* * *

No. 1,466,322. FEEDER FOR CIGAR MACHINES.. FRANK MORGAN WHITE, Huntington, W. Va., assignor, by direct and mesne assignments, to P. Lorillard Company, a corporation of New Jersey. Filed May 24, 1919. Serial No. 299,493. 14 claims.

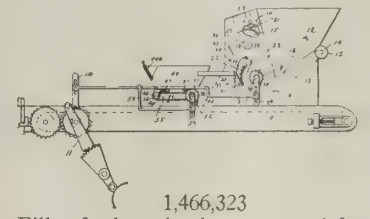


1,466,322

A cigar or cigarette machine comprising a filler feed belt, means for advancing the belt intermittently step by step, a long-filler hopper and a short-filler hopper arranged substantially above the belt, filler discharge mechanism for each hopper arranged to deliver a definite amount of filler material at each action, and means connected with the feed belt operating means for actuating said delivery mechanisms intermittently in accordance with the belt movements.

* * *

No. 1,466,323. CIGAR MACHINE. FRANK MORGAN WHITE, Huntington, W. Va., assignor, by direct and mesne assignments to P. Lorillard Company, a corporation of New Jersey. Filed March 16, 1920. Serial No. 366,299. 7 claims.



1,466,323

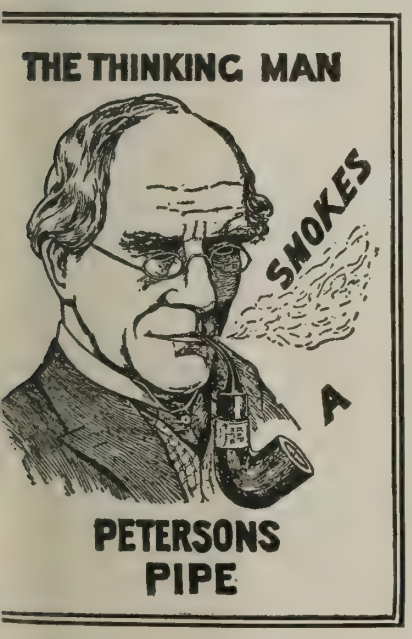
Filler feed mechanism arranged for co-operation with a small cigar machine in which a rolling apron is connected to and operated by a reciprocating carriage, said mechanism comprising a long-filler hopper and a short-filler hopper arranged substantially above said apron, delivery mechanism for each hopper operatively connected with said carriage, means for collecting and temporarily retaining filler materials delivered from the hoppers, and means for discharging and directing the combined filler materials to the feed apron prior to its rolling action.

Buys Java Wrappers

Samuel Gilbert, of the Webster Cigar Co., of Detroit, Mich., purchased a quantity of Java wrappers in the local market last week.

Back From Western Trip

William P. Miller, of the American Sumatra Tobacco Co., Inc., has returned from a highly successful western trip.



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BELOW ARE A FEW SHAPES POPULAR IN THE U. S. A.

THERE ARE 500 OTHER PATTERNS TO SELECT FROM

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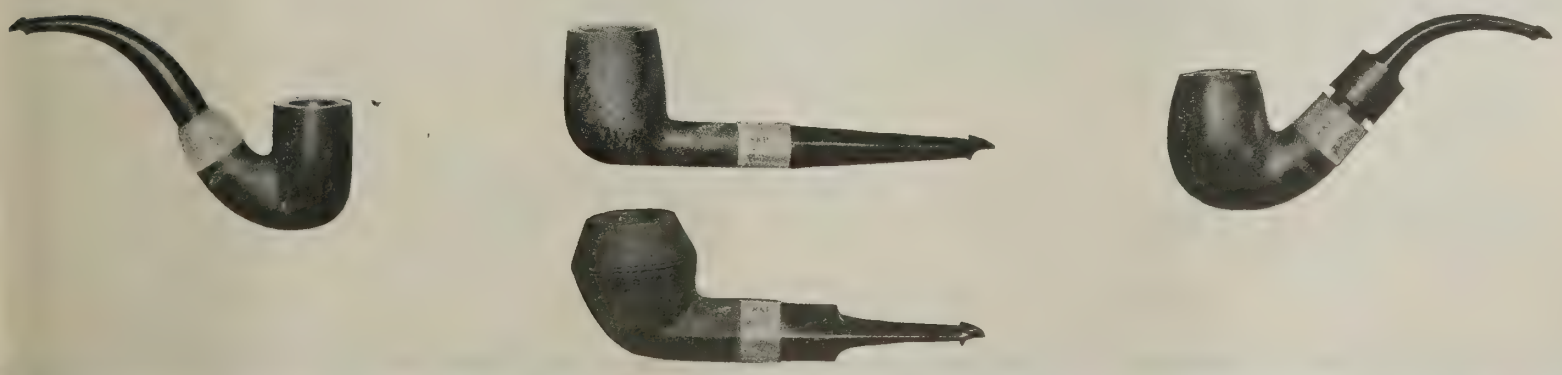
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Cigar Manufacturers Hold Interesting Meeting

York, Pa., Sept. 11.—The York County Cigar Manufacturers Association at its meeting yesterday announced that C. S. LaMotte had been awarded the prize of $10 for the best written statement of the merits of the short filler five-cent cigar. Mr. LaMotte is the president of the First National Bank of Red Lion. The committee which picked the winning essay was composed of C. M. Ehehalt, Arthur S. Zeigler and Robert E. Glenn. Mr. LaMotte generously turned the prize money back into the treasury of the county cigar manufacturers' association.

The article prepared by Mr. LaMotte is as follows:

"More than 100 years ago York County, Pennsylvania, began to farm, cure and manufacture tobacco into cigars, developing the industry to a point that has become a science and to such a successful standard that today one-sixth of all the cigars made and smoked in the United States are made in this county.

"Many minor reasons could be advanced as to why this wonderful development, but it is the principal one to which we wish to call your attention.

"Seven-eighths of the millions of cigars made in York County are of cut filler and retailed for five cents. Experience has proven that in the manufacture of cut filler cigars more value is given the purchaser for the reason that the tobacco is shredded and fluffed up, the dirt fanned out of it and cleaned to a polish. Furthermore, three to four different kinds of tobacco are blended together making a high-class smoke equal to and above the average higher-priced cigar in long filler. In other words, it is impossible to manufacture a long filler cigar with the blends to anywhere equal the cut filler for the price.

"This letter is addressed to you for the reason that it is the general opinion that the long filler is the better cigar and to correct this mistaken idea we make the above explanation. You need not stretch your imagination to be convinced of the merits herein set forth and if inquired into of practical manufacturers you will find they will substantiate all we have said. A cut filler will repeat itself for the price every time in competition with the long filler cigar."

The association continued the committee on the essay award for the purpose of formulating a letter, which will be placed in the packages of cigars, advertising the short filler five-cent cigar.

It was agreed to call the attention of Congressman S. F. Gladfelter, of the York-Adams county district, at an early date to the fact that the importation of Manila cigars had exceeded the quota by twenty-eight million. The matter was brought up by J. Frank Strayer.

On motion of J. C. Witmer notices will be posted in the factories prohibiting canvassing and soliciting. W. H. Toomey, York, spoke on the credit system.

Vice-president Perry A. Tschopp presided. These members were present: Charles C. Meads, Perry A. Tschopp, Daniel Spangler, Clayton O. Meads, Horace A. Rost, Paul Reichard, Herbert M. Smith, Stewart S. Shindler, William H. Toomey, T. E. Brooks, M. S. Downs, William C. Frutiger, T. E. Miller, Earl Rost, Frank Snyder, Sterling Knisely, Quay Minnich, J. C. Winters, Charles F. Roseman, C. S. LaMotte, John Keller, Allen C. Frey, Stewart F. LaMotte, David E. Wolf, J. Frank Strayer, Harry Wolf, E. B. Strickler, Charles F. Laucks, Charles Tieman, Latimer Sechrist, L. M. Sentz, Roger Snyder, Roy Snyder, and William H. Myers.

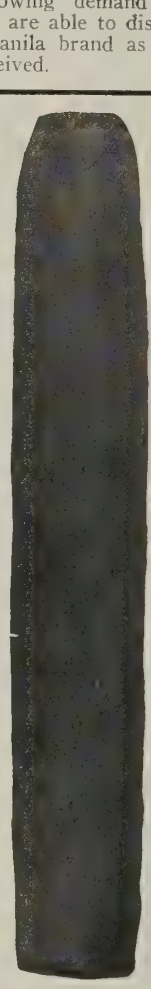
Alhambras Gain in Favor

The B. Wasserman Co., 77 Chambers street, reports a growing demand for Alhambra cigars, and are able to dispose of this high-grade Manila brand as fast as shipments are received.

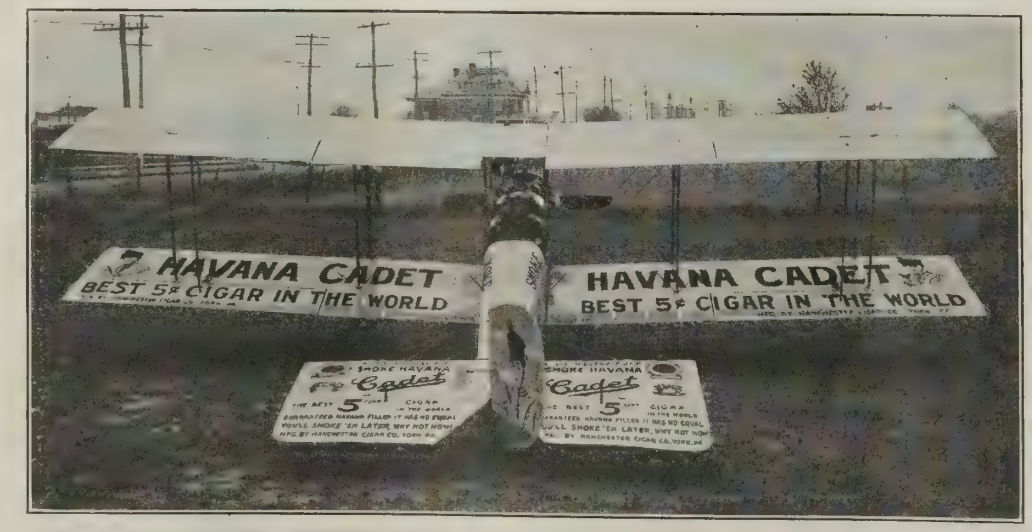
"A Joy in Every Puff"

HAVANA Cadet CORONA 5 CENTS





Havana Cadet as seen in the Sky and on Earth



GUARANTEED HAVANA FILLED. IT HAS NO EQUAL

Manufactured by

MANCHESTER CIGAR CO.

YORK, PA.

R N. PARIS
Sales Manager

Legal Lore

When You Get a Letter or With a Rubber Stamp Signa

I would have said that I had about every legal subject that co sibly touch the business life of a man, no matter what his line, b comes a New York trade paper w inquiry, on which I have never before:—

Have you in your files an a covering the subject of the "L ity of the Use of the Rubber St —that is, when a rubber stamp nature of a firm or person is sta on the back of a check or any legal document? Perhaps if have not an article exactly this line, you may have one v touches on rubber or steel st from some angle.

To the best of my recollection never written anything on the though it is a live one and of mu portance. The main thing ab signature, or a special form of si not written by the maker's hand, intent. Anything is a signature writer means it to be. I can ma mark, as many persons do, and i is evidence that I intended it to signature and to bind me, it v considered a signature. The wors about taking any paper bearing a stamp signature is that if the q arises you will have to prove that affixed by the man whose signa purports to be, or by somebody w knowledge or consent, and with the that it should constitute his sig This is not always easy.

Many business men use rubber to endorse checks. Usually in such it is easy to prove the existence custom, but in some cases it may so easy. A written signature pro self in a way, because it is individu two persons have the same sig But a rubber stamp, whether it is simile signature or just the printed proves nothing at all. One ma stamp it on paper just as easily other, and you may at any time b fronted with the necessity of provin it was affixed by the right man w right intent.

If you can prove that, the sig will be as good and as binding as a ten one. As a matter of fact, the l upheld printed names, which are ev personal than a name stamped w rubber stamp; also lithographe natures, it being evident in all cases that the signature was use the intent that it should be binding.

I remember one case in whic holder was trying to collect a note was more than six years old, an sequently outlawed. He got arou outlawry by pleading that the ma it had made a new promise, with six years, to pay the note, which so much longer to run. It seems th alleged new promise was in writin was not signed personally by the of the note. It bore a rubber signature, affixed by a stenographe it was shown that the maker ke stamp to save himself work and th stenographer used it regularly. court held that the maker of the no legally signed the new promise. case establishes the legality of a stamp signature pretty thorough think.

But in another case the rubber signature was thrown out. In tha a man had bought some goods. was sent with them, and the stamped it with his name and the d purchase. Later he repudiated the chase and among other grounds sai he hadn't signed any complete men dum of the transaction, as requir the Sales Act. The seller pointed rubber stamped name, but the cour that was not sufficient, as there w evidence that the name was used *signature*. You see, it all centers question of intent. I can use a r stamp of my name for many other poses than as a signature. If I sta on my handkerchief, I don't use it

(*Continued on page* 44)

Odds and Ends Determine the Profits

By MAX MARX

odds and ends to be found in amounts and kinds in almost all stores, determine the profits of ness, and in too many cases de- the losses. The tobacconist must of each lot of merchandise before realize his full profits.

handise should not be kept in stock han six months or nine to twelve at the most. When kept in stock han that it is bordering on a loss store, when the space in the store interest on the money invested sidered. It is necessary for the nist to know exactly how long icle of merchandise has been on lves or in the showcases. One uist did this by having a large ok, in which he recorded the date ch shipment or box of merchan- s received or put on the shelves. shipment would be received be- of the old lot would be sold. As the new shipment arrived, its s entered on the book. Then the nist marked the date of the for- pment on those articles of mer- that were still left from the ot. This was marked with the The month was near enough, so reviated the months as follows: nh, ap, my, je, jy, ag, s, o, n, d." s the last figure in the year to e the year. For instance if the had been placed in stock in June and was priced at 35c., it would ked as follows: "je35c.3." The were instructed to sell the special merchandise before the others. way no odds and ends were cre- carelessness and the tobacconist ell in a glance how old the mer- e was.

sult from Various Causes

and ends are created in many t ways. It may be that the to- st ordered too much of a certain and necessarily had extra on hand. ing careful to protect it from the t wear that comes from ordinary e the tobacconist finds that the rs are dirty and show shelf-wear Rather than have dissatisfied cus- the tobacconist merely sets them nd it is not long before they are as odds and ends. He has set s profits on that merchandise. ay be that one or two defective of this merchandise, not reported tobacconist but yet creating dis- l customers for that article, have ed the sale of the rest of the lot acconist has. The rest of the lot ds and ends.

It may be that in being placed on the shelves a certain article of merchandise, ordinarily rather slow in selling, has been misplaced or set in an out-of-the-way place. It is not long before these become odds and ends for the tobacconist.

Found When House-Cleaning

Many times when the tobacconist cleans house in his store, several articles of merchandise are unearthed. "Where did they come from?" is the first question. "Don't know" or "They were here when I bought the place ten or fifteen years ago," is the common reply. These enter the class of odds and ends.

Possibly the tobacconist has made an unwise purchase, and rather than sell the merchandise at a slight loss to get it off the shelves for better merchandise, he will let it stay on the shelves unsold, making a complete and a larger loss This enters the class of odds and ends.

In some instances the tobacconist purchases a better brand of that certain article of merchandise, thus destroying the sale on the remains of the previous lot of goods. These enter the class of odds and ends.

There are many ways by which the tobacconist acquires his odds and ends, but the biggest question is, "How can he turn them into profits or at least into money?"

One tobacconist will meet this problem by having an "Oddment Sale" or an "Odds and Ends Sale" once each year, in which he will offer the odds and ends at reduced prices. To advertise the sale well, he will throw in some merchandise (that is good and fresh) at a slightly reduced price. He may actually lose on the sale when it comes to figuring the cost of the merchandise sold and the actual selling price, but in reality it is a gain for him. Had he not had the sale, the merchandise would still be on his shelves occupying valuable room and not realizing any money at all for the tobacconist. He expresses it well when he says, "It's just like picking up that much money out of the gutter."

Displaying Odds and Ends

One tobacconist will place a neat table near the front door where everybody will have to pass it. He will not call it such before the public, but it is his odds and ends table. The minute any article of merchandise is in the odds and ends class, he will place it on this table, priced either at its regular price or at a slightly lower figure, and it is not long before the article will be sold for actual money.

One tobacconist will place the odds and ends merchandise in a prominent place in the showcases or on the shelves and place emphasis upon it while talking to the different customers. This usually will move the odds and ends to his cash register.

One tobacconist will move his odds and ends by doing them up into grab-bag packages and selling them in that way.

If the tobacconist will only keep a close and careful watch over his merchandise, there is no reason for many odds and ends to accumulate or at least for them to last very long as odds and ends. Odds and ends, turned to the cash register, will wipe out many a loss and will create a profit or make a larger one.

Bakelite and Radio Exhibit at Chemical Exposition

How the radio is finding a use for many of the rare metals will be shown at the composite radio exhibit at the Chemical Exposition which opens at the Grand Central Palace, New York, on September 17. A number of well-known firms have contributed products of their manufacture which deal directly or indirectly with the construction or operation of the radio. Thorium, tellurium, selenium, tantalum, molybdenum—all metals rarely getting into commerce on a broad scale—will be demonstrated. Thorium of the Lindsay Light Co., used in radio tubes; tellurium and selenium of the Raritan Copper Works; tantalum and molybdenum of the Fansteel Products Co., among others, are to be exhibited.

In addition to the metals, carborundum crystals of the Carborundum Co., synthetic resins of the Bakelite Co., hard rubber radio parts of the Luzerne Rubber Co. and the American Hard Rubber Co., extremely fine precision instruments for electrical work of the Cambridge & Paul Instrument Co., and a number of other important features of the radio constructions will be demonstrated. Alundum tubes for use in measuring high temperatures, particularly in furnaces for drawing tungsten tube wire, will also form part of the exhibit.

Better Boxing and Crating

More than a 50 per cent reduction in the amount of freight claims for loss and damage was made in 1922 compared to 1921. Instead of the $96,700,000 paid out in 1921, only $48,050,000 was paid during 1922. The Forest Products Laboratory of the United States Department of Agriculture gets credit for a share of these savings due to their work in improving methods of boxing and crating. The educational work in introducing the better practices was stimulated by the American Railway Association, which conducts a bulletin service giving causes of losses and how they may be corrected or minimized.

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

Mill-Factory and Main Office
NEW HAVEN, CONN.

-Salesrooms -

NEW YORK
25 W. 43rd St.

PHILADELPHIA
1215 Filbert St.

BOSTON
99 Chauncy St.

LA CONFESION CIGAR

Imported Sumatra Wrapper

A Favorite

for forty years. Because they are good cigars and

DRAW TRADE



Sizes and Prices

Invincible	3 for 50c
Waldorf	15c Straight
Club House	15c Straight
Perfecto Extra	2 for 25c
Epicure	2 for 25c
Regalia	10c Straight
Panetella	10c Straight
Blunts (wood)	10c Straight
Blunts (cans)	10c Straight

Benito Rovira Co., Inc.

311-321 E. 62nd St.
New York

THE WORLD'S BEST

MACHINERY

FOR THE

Cigarette and Tobacco Industry

Over 5000 Machines sold

Cigarette Making Machines

"Excelsior Record"
capacity up to 36,000 cigarettes per hour

"Excelsior"
capacity up to 20,000 cigarettes per hour

Cigarette Tube Making Machines
of every description

Tobacco Cutting Machines
finest workmanship, highest capacity

Automatic Knife Grinding Machines
of clocklike precision

Cigarette Stripping Machines
of high capacity

Stalk Crushing Machines
solid construction

Tobacco Roasters
Ingenious design

Mixing, Sifting and Cooling Machines
indispensable for every factory

Supplies for Cigarette Manufacturers
cork bobbins, cigarette paper, endless tapes, circular knives, etc.

N. V. Export Maatschappy v/h

J. C. MULLER
Rotterdam 1

Telegrams: Tobaco *Stationsweg 85/87*

Newspaper Ads That Get the Busines

By Frank H. Williams

A middle western tobacco merchant decided that a little newspaper advertising would be a good thing for his business, provided he could get enough novelty and punch into his advertisements to make the readers sit up and take notice and feel like patronizing his store as the result of reading the ads. So the merchant spent a considerable length of time thinking over various things that he might put into his ads, but without being satisfied with any of the ideas thus evolved. Finally, however, he hit on a good plan and, as the result, ran an advertisement reading like this:

$10 for You If You Write an Ad for the Smith Tobacco Store

"We don't know just what to say about our store that will bring more business to the store. We are tobacco merchants, rather than ad writers. So, we have decided to offer a prize of $10 to the person who writes the best ad for this establishment—not over 200 words in length—and who sends the ad to us by Tuesday of next week.

"Get busy and win this $10.

"Smith Tobacco Store, Main and Martin streets."

How It Worked Out

On the face of it this looked as though it would be a good stunt for the store, as it would be sure to create a lot of comment and thus give the store a lot of word-of-mouth advertising.

But the outcome of the stunt was considerably different from what the proprietor of the store had figured.

As the result of putting in this advertisement about fifteen different ads were submitted, most of these being submitted by regular customers of the store. The proprietor, upon getting this many ads, was delighted and he spent a lot of time and thought in picking out the best ad and in awarding the prize. Then, when the prize was finally awarded and the prize-winning ad was published, the proprietor thought that his business would be helped and his enterprise would be widely commended.

But something entirely different happened. The fourteen ad writers who had submitted ideas in the contest and who had not won the prize, became sore. They charged favoritism. They said the proprietor of the store didn't know a good advertisement when he saw it, and several of the number, after telling the proprietor just what they thought of him, left the store and never returned.

In other words, this method of newspaper advertising proved to be more of a liability for the store than an asset, and it was all due to the fact that the proprietor had failed entirely to discover some method of pacifying the non-prize winners.

The Better Way

How much better was the plan evolved by another middle western tobacco store which also went in for some ne advertising. This store advertis it would pay $1 for each advert written for it by a patron. The to be between 150 and 200 wo length, and in the opening pa was to use words which were n only of the letters appearing in th of the store.

Of course, the preparation of vertisement conforming to these tions called for considerable effo ingenuity on the part of the write cut down the number of people ting ads, and made it possible proprietor of the store to carry announced intention of purchasing each ad that was submitted and p it in the advertising space he ha tracted for in the local papers.

As each ad was printed, it carr name and address of the person w written it. And the result of the thing was that about ten differe were printed by the store each w the regular advertising space, and person whose ad was used was n firm friend of the store, and there no sore spots anywhere as the re the stunt. Also, the proposition w from being too expensive for the st stand.

This stunt created a lot of attent the territory where the store was lo and was, unquestionably, very effec building up business for the est ment.

Method Adaptable to Other Stores

Surely this same sort of a stunt be used with equally good resul other tobacco stores which are lo for new and rather unique ideas t into their newspaper advertising.

And, it is the uniqueness and ne of the copy used by the tobacco st its newspaper advertising which, i last analysis, determines the effecti of the advertising. No one cares to advertisements that are deadly dul uninteresting. No matter how impo the tobacco merchant may think it let the public know that his tobacco of superior quality, the public wil pay much attention to a merely ord dissertation on the quality of the s goods. It takes more punch and snap to get the folks to sit up and notice and immediately act on the a tisement's suggestion that they go t store and purchase the advertised g

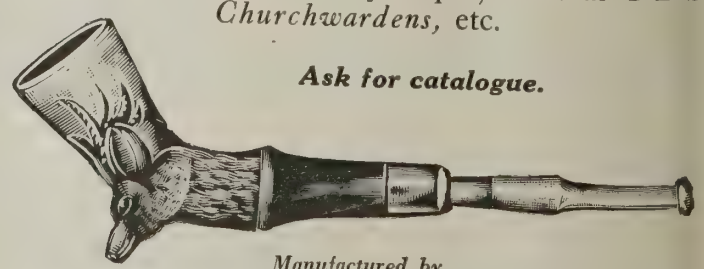
Generally, too, the average folks can be expected to patronize the store, dislike hifaluting language a too great insistence on grammatical rectness. What they want is somet that sounds more like the way that themselves and other people talk.

For instance, a high-brow adver ment couched in some such languag the following will hardly make muc an impression or build up much busi for the store:

CLAY PIPES

of every description with Hardrubber and Celluloid Stems, also *Common* Clay Pipes, such as *T D'S, Churchwardens,* etc.

Ask for catalogue.



Manufactured by

American Clay Pipe Works, Inc.

239 4th Ave., New York Factory, Brooklyn, N. Y.

Where Quality Predominates

periority in blend, in manufacture in fragrance are the outstanding cteristics of the cigars and tobaccos by this establishment.

e cater to a discriminating clientele. in and purchase some of our goods scertain for yourself the correctness se assertions."

, if the store puts over an adver- ent reading as follows, it will be sure to get some results from it:

ay, Step Up a Little Closer—

e want to whisper something in alabaster ear, whatever that is. is is just between us and the town —understand? The Smith Tobacco at the corner of This and That is having a heavy run on Oo La igarettes. Yea, the boys sure are g 'em fast. Seems as if all the wise are hep to the fact that these es are the best ever. And, oh, what r price the store's selling 'em at! in the world can they do it? ip around to the store and grab of these smokes before they're gone. s all. A word to the wise is plenty, know."

is sort of an advertisement would l much more to the average man in treet than any high-brow collection rammatical perfection, because the ge man in the street isn't as much rned with grammar in the things he as he is in getting a "punch" out

Sign of Good Fellowship

e fact of the matter is that there is ably no line of retailing where a free easy style in newspaper advertising over so well as with retail tobac- ts. People rather expect dignity in n when advertisements deal with bonds, diamonds, Oriental rugs and hat sort of thing. But the sign of obacco store is the sign of good fel- hip, absence of high-browism and all sort of thing. So the tobacco store h puts up its newspaper advertise- in a language that its present pa- and its prospective patrons can un- tand, is the store that will get the out of such advertising.

fact, to get right down to brass on the proposition of newspaper ad- sing for the tobacco store, the man- in which the ads are put up is much important in getting business in the run than the things that are said in ads, unless there is something really aordinary to say in the way of an- ncing special sales, the opening of a store, the opening of an addition to establishment or something of that

ake *your* newspaper advertising bring lot of new business by following out suggestions contained in this article.

Before and After

certain man who was a tramp sat in shelter of a little cliff that shielded from the chill of autumn winds and in his pockets for a few grains of acco wherewith to fill the bowl of his eputable pipe. Two small stones near hand supported tin cans whose outer faces were black with smoke from the beneath, and in one of the cans there coffee and in the other a savory stew t perfumed all the air. With his pipe ght, the man leaned back against the l of the cliff and smiled in complete tentment.

Tobacco, food, an appetite and liberty," murmured. "What more can mortal ?"

One year later the man passed that way ain, but he was no longer a tramp. had come up in the world and was a spector. A patient burro carried his of tools and his supplies of food. The n made camp in the ice of the cliff and about the business of preparing supper. ere was food in abundance, and the was sweet and warm. Having eaten nerous pouch, folded a blanket and sat on it with his back against the wall of cliff. After a little he moved uneasily his improvised seat.

"What a life!" said he. "I wish to aven I had a decently comfortable air out here."

Another year passed, and now the man od before a nickeled basin in a Pullman r and studied his reflection in the mirror above. With countless thousands of dollars in bank and other thousands daily adding to the total of his wealth, he was traveling in quest of entertainment. For the first time in his life, to employ his own phrase, he was riding the cushions. At present he was shaving, and in a little while would make his way back to the dining car and consume a generous breakfast.

"It's a darned strange thing to me," said the man, as he lathered his chin for the second time, "that these infernal dressing rooms can't be made a little more convenient."—*Baltimore Sun.*

Salient Features of the Chemical Exposition

Name:—Ninth National Exposition of Chemical Industries.

Time:—September 17 to 22, inclusive. Open 12:00 Noon and closes 10:00 P. M. each day.

Place:—Grand Central Palace, New York. Entrance on Lexington Ave. between 46th and 47th Sts.

Products Shown.—Chemicals, chemical equipment, instruments, containers, General industrial machinery, furnaces, tanks, ceramics, technical and industrial books, dyestuffs, metals, valves, evaporators, filter presses, fertilizers, mills, laboratory equipment and supplies, perfume materials, chemical stoneware, lacquers, medicinal products, belting, porcelain ware, industrial opportunities and raw materials for the chemical industry, asbestos, fire prevention devices, educational materials showing progress of American chemical industry, and a thousand others.

Under Conduct of International Exposition Co., Managed by Charles F. Roth and Fred W. Payne. Advisory committee composed of representatives of chemical societies, chemical and equipment manufacturers.

Number of Exhibits—About 400.

Times Previously Held.—Eight. Seven in New York. Once in Chicago. All under present management.

Products Permitted to be Shown.—Of American manufacture only unless by special permission of Advisory Committee in certain cases. Canadian products generally expected and admitted as American.

Admission.—By ticket. Tickets distributed through exhibitors without charge. Admission fee at door fifty cents plus tax.

Attendance.—Average about 100,000 for eight years. Highest 127,000 in 1921. Lowest 63,000 in 1915. In 1922, 125,000.

Moving Pictures.—Progress of chemical and general industrial films shown in special auditorium in Grand Central Palace without charge.

Society Meetings in Conjunction.—American Ceramic Society, September 19, at 2:30 P. M.. in Grand Central Palace; Technical Association of the Pulp and Paper Industry, September 20, at 2:30 P. M. in Grand Central Palace; Salesmen's Association of American Chemical Industry, annual meeting and banquet, 12:30 and 7:00 P. M. September 20, at Hotel Commodore; Technical Photographic and Microscopical Society, September 21, at 2:30 P. M. (members only), at Grand Central Palace.

Students' Course in Chemical Engineering (new feature 1923).—Series of lectures on practical phases of chemical engineering practice and materials in conjunction with demonstrations by equipment and machinery in exhibits. Lectures daily during Exposition in Grand Central Palace by leading authorities in various fields from 10:00 A. M. to 12:00 Noon. Estimated daily attendance of 250. Prof. W. T. Read, Yale University in charge.

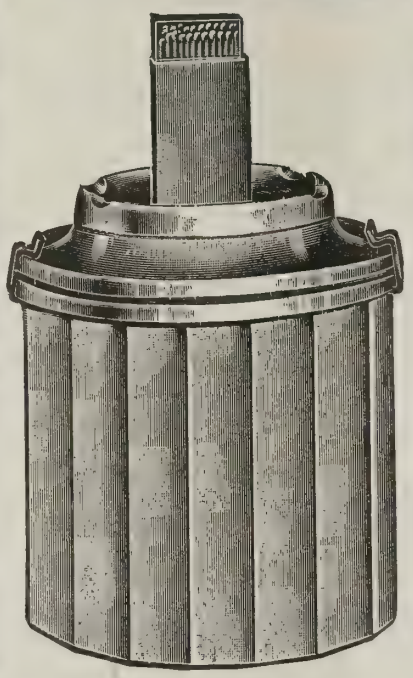
Certificates of Merit.—Given by Exposition Management to firms showing products in noteworthy manner. (New features 1923).

Object.—To unite under a single roof the new chemical, chemical equipment and allied products of industrial development of the past year, where they may be seen by the prospective buyer, and where they will be of educational value to the laity and technical minds of other industries.

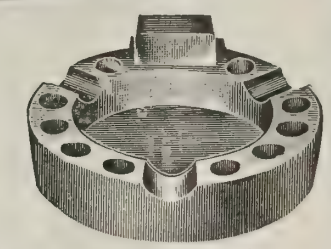
Next Exposition—To be held in 1925.

UNITED STATES GLASS CO.

General Office and Salesrooms
So. Ninth & Bingham Sts.
Pittsburgh Pa.



No. 6 Jar with New Cover.
Also furnished with Regular Cover.
No. 7 Jar same as No. 6 except 1 inch deeper.



Cigarette Snuffer Ash Tray

Humidors, Cigar Cigarette and Tobacco Jars

Made of the finest Quality Glass

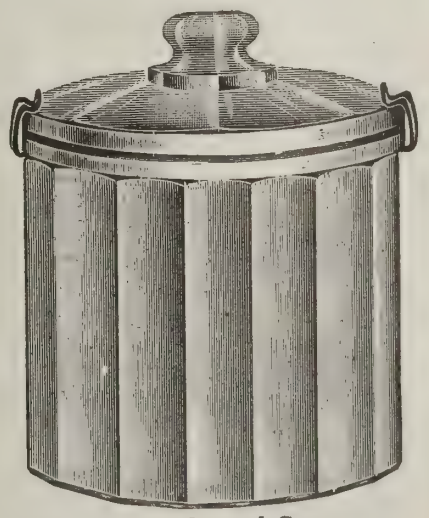
We Specialize on Private Moulds.
Special Feature is having Name, Factory Number, District, Etc., Pressed in Bottom of Jar.

TOBACCO AND CIGAR JARS FURNISHED

Complete with Rubber Ring and Clips, Packed in Individual Cartons and then Packed 2 dozen in a Crate or 50 Jars in a Box. Also Packed 1 dozen in Re-shipping Carton.

Branch Offices and Showrooms in

NEW YORK
CHICAGO
PHILADELPHIA
BOSTON
LOS ANGELES
BALTIMORE
SAN FRANCISCO
SYDNEY, AUSTRALIA
DENVER
DALLAS
LONDON, ENGLAND
MEXICO CITY, MEXICO
HAVANA, CUBA
PONCE, PORTO RICO
CARACAS, VENEZUELA



No. 5½ Jar and Cover
Can be furnished with New Cover
Holds 50 Cigars

LARGEST MANUFACTURERS OF TABLE GLASSWARE IN THE WORLD



Trade Mark Registered

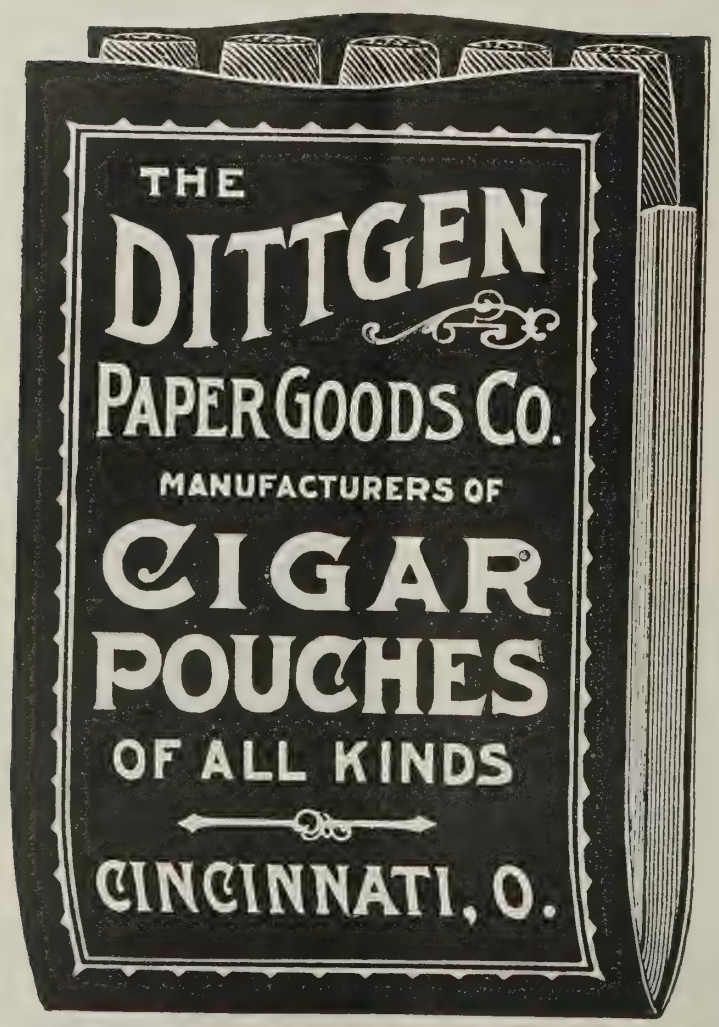
BARKING DOG NEVER BITES
"Smoking Mixture"
and
Cigarettes

NOW IN POPULAR DEMAND EVERYWHERE

THERE IS NO SUBSTITUTE

The Barkmahn Co. Inc.,
1169 Broadway **New York**

ESTABLISHED 1881



Send for Samples and Prices

Chicago Trade Notes

CHICAGO, Sept. 8.—Tennyson is a new brand of cigars just introduced to the Windy City smokers by the Sanders & Watson Cigar Co., the wholesale house at 158 West Lake street. The Tennyson is packed in tins. It is a Mazer product from the Mazer Cigar Co., of Detroit. Large display ads. are now running in the daily newspapers. A ten-cent size of Tennyson, packed in glass jars, is also being put on the market here by Sanders & Watson.

Joseph Moos, a former north side retailer, is now behind the counter at the Fort Dearborn Hotel stand of H. M. Schermerhorn, Inc.

Jack Rosenberg, of Eduardo Gonzales & Co., Tampa, has left for a tour of the Middle West. His first stop is St. Louis, where he sells all the best dealers.

Jazie's Smoke Shop has opened at 3859 Cottage Grove avenue. A full line of popular brands is carried here.

New Fatima cigarette signs appear on the billboards. The signs show a very attractive picture of a garden scene, showing the diners enjoying the Fatima blend.

Manuel Garcia, of Perfecto Garcia & Bro., Tampa, paid the Chicago office a visit a few days ago.

Pleased with Optimo Sales

Lyman Baum, who spent two weeks here, has returned to the New York office of the Optimo factory. Mr. Baum called on the Chicago trade during his stay, and enjoyed seeing how well Optimo cigars sell here.

Gordon Nussbaum, who covers the middle west for Berriman Bros., is out on a trip booking orders for holiday trade.

Get Good Share of Trade

Kraus & Co., of Baltimore, get some good business out of Chicago. Their In-B-Tween, Say So, La Teresa and Flor de Moss cigars are sold in many stores.

New paper window signs of El Verso cigars are now shown on the windows. Steele-Wedeles Co. reports a heavy demand on the El Verso cigar.

To Ensure Uniformity

"Mother Earth is not dependable," says Sam Paley, of the Congress Cigar Co., to the smoker, in his newspaper ads. He tells them that to produce La Palina cigars always uniform, he keeps on hand three and a half million dollars' worth of tobacco to insure its quality.

A Leading Brand

Robert Burns cigars in all sizes are moving very fast these days. Robert Burns has for years been one of the leading brands here.

Right Up in Front

Johnnie Walker cigarettes are right up in the front. The Falk Tobacco Co.'s sales force have secured a 100 per cent distribution on Johnnie Walker cigarettes.

In Forward Movement

Walter Woolfson, sales manager of Ryan & Raphael Cigar Co., keeps very busy these days. The opening campaign on Personality cigars is now in full swing. Mr. Wolfson is assisting the sales force in the introduction. Other big sellers with this firm are the Lucius from Coral-Wodiska, and Cressida from the Gato Cigar Co.

Keeping Up the Good Work

Sam Meyer, chief aide to Herb Mesick, of Cuesta, Rey & Co., has returned fro Detroit, where he placed Cuesta-R cigars all over the Motor City. He w remain here for some time working t local trade through Ruhstrat-Christi Co., who distribute Cuesta-Rey Chicago.

Extra for Small Packings

It appears that the general increase boxes of 25 cigars for holiday use th years will be $5. Factory men who ha been here the last few days are all char ing $5 extra this year.

Visible Signs

Over the entrance of many of th Schulte doors are neat glass signs fe turing Camel cigarettes, while over th United doors are signs of Wrigley's gun

The local factory of Wenglar & Mar dell is very busy these days, turning ou the well-known Tom Palmer cigar. It i one of the leading clear Havana seller on this market.

Eddie Kirsch has a well-equipped stan at 64 W. Randolph St. He features onl the very best of cigars and has a larg box business, both in Chicago and out of-town cities.

Discontinuing Favorita Size

The General Cigar Co. is discontinu ing the 2-for-25-cent size of Van Dyck now known as Favoritas. The presen stock on hand is being offered to th trade to sell at 10 cents. All future ef forts on Van Dyck will be put on the 2 for-25-cent Banker size.

To Aid Personality Campaign

Doc Rosobro came in after a three months' tour of the east and middle west for the New York Tampa Cigar Co. He will remain here for a time to help the Ryan & Raphael Cigar Co. put over the introductory campaign on Personality cigars.

The Schermerhorn stores display Rey de Rey in the 10-cent triangular shape. made in Tampa by the New York Tampa Cigar Co.

Seidenberg Activities

Wm. J. Seidenberg, head of the Wm. J. Seidenberg Corp., of New York and Tampa, is to spend two weeks here at the Chicago branch, outlining and getting under way a comprehensive Fall campaign on Pancho Arango, Virginia Lee and other Seidenberg cigars, with his general sales manager, Harry L. Harris. The outlook is quite promising. The sales force is being increased and new accounts are being opened. Mrs Charles D. Altschul, for two years with the Hotel Sherman box trade department, has joined Seidenberg forces. Harry Marx, who has a classy cigar store at 302 South Clark street, has added six sizes of Pancho Arango. E. C. Keyes, the well-known Cleveland (O.) dealer, now features Pancho Arango; a recent shipment from the Tampa bonded factory, contained eight sizes. Joannes Bros., large wholesale grocers of Green Bay, Wis., have closed to distribute the S. P. V. Havana wrapped seconds, made by the bonded Tampa Seidenberg factory.—H. L. H.

Better See Chemical Show This Month

The next Chemical Exposition following the one which will be held this year at the Grand Central Palace, New York, during the week of September 17 to 22, inclusive, will be in 1925. This year's exposition offers the last opportunity to see the chemical, equipment and machinery exhibits for a period of two years.

AMERICAN BRIAR PIPE CO.



180-182 W. Lake St.
Chicago, Ill.
Manufacturers of
Pipes & Smokers' Articles
Ask for Two in One Holders
Patent applied for.
Pipe Repairing Done in Our Own Shop

Typical Tobacco Habit "Cure" Exposed

Fake cures for the tobacco habit have filled the pockets of swindlers. Recently a concern was engaged in selling through the mails a cure which, it was claimed, would prove successful whether administered to a person with or without his or her knowledge. Business was solicited through this advertisement:

"Tobacco habit easily cured.

"A New Yorker of wide experience has written a book telling how the tobacco habit may be easily and completely banished in three days with delightful benefit. The author will mail his book free on request.

"The health improves wonderfully after the nicotine poison is out of the system. Calmness, tranquil sleep, clear eyes, normal appetite, good digestion, vigor, strong memory and gain in efficiency are among the many benefits reported. Get rid of that nervous feeling; no more need of pipe, cigar, cigarette, snuff or chewing tobacco to pacify that irritating desire. A genuine opportunity; write for free book; show others this genuine advertisement."

To those who answered this advertisement was mailed a pamphlet entitled "How to speedily and perfectly conquer the tobacco smoking and chewing habits; also the snuff habit," and a mass of other circular matter. This reading material was calculated to induce the reader to believe that he should not rely upon his own will power to stop the habit, but should purchase the treatments. A good deal of space was devoted to the dire results, some of which would frighten the most hardened skeptic. Here are some examples:

"The reason why tobacco will be shut off by law is that it is a race poison. It does untold injury to millions who get into its clutches.

Alarming Pictures Sent

"Tobacco kills off many lads. It kills middle aged men and it kills off many elderly men. So beware!" Pictures were sent, one of which was of a man in the midst of his family suddenly gone insane. This picture was headed. "He was an inveterate cigarette smoker." Another picture showed a deathbed scene under which was imprinted "Why he died forty years too soon."

Post Office inspectors looked into the case. The cure was ordered and turned over to Government chemists for analysis. These experts testified that the representations about the harmful effects directly attributable to the immoderate use of tobacco were false. The experts declared that the claim that "if a comparatively small quantity of tobacco were swallowed by a person there would probably be terrible agony followed by death," was entirely false. The experts pointed out that tobacco is an antiseptic and therefore cannot aid in the spread of germs.

Five dollars was charged for the tobacco cure. In return the purchaser received a package containing several boxes of different colored pills along with a leaflet of directions. These directions emphasize that he "must use no tobacco after he has taken the first tablet." Government chemists testified that the treatment did not stop the craving or desire for tobacco, and unless the patient himself stops the use of tobacco the cure was worthless. Therefore the patient practically "paid $5 to be told to stop using tobacco." The scheme was stopped by a fraud order.—*New York Herald.*

Tobacco Production in South Africa

WASHINGTON, D. C., Sept. 8.—The steady growth of tobacco production in South Africa during the past ten years has directed attention to the possibilities of the Union becoming a factor in the world's markets. The full amount of tobacco which can be consumed within South Africa is now being produced, reports Consul C. J. Pisar, Cape Town.

The area under cultivation in South Africa at the present time is 26,000 acres and a variety of types is grown in the different provinces. In the Transvaal a light and medium tobacco of the Virginia type is produced; in the south-central part of the Cape province a medium to heavy type of Virginia is grown and in Natal a medium dark variety is produced and used in the manufacture of cigars and a cheap grade of pipe tobacco. In the western part of the Cape province Turkish tobacco, such as Dubeck and Soulouk, is grown, although the production of 750,000 pounds does not meet the demand.

The total production of all tobacco grown in South Africa has been as follows: 11,644,000 pounds in 1920; 16,620,000 pounds in 1921 and 13,000,000 pounds in 1922. Frost and fire have done considerable damage to the 1923 crop, which is estimated at 20 per cent below that of last year. The Nyasaland export production amounted to 6,320,808 pounds.

South African manufacturers have been using an increasing quantity of the production in that section and also in Rhodesia and a decreasing amount of American tobacco. In 1916 the raw tobacco consumed consisted of 8,000,000 pounds of South African and 466,020 pounds of imported tobacco. In 1920 there was used 12,500,000 pounds of South African, 1,500,000 pounds of Rhodesian and only 211,307 pounds of imported tobacco. In 1921 there was a slight gain in the raw imported tobacco, the quantity being 217,638 pounds, of which only 91,161 came from the United States. During the same year 2,378,603 pounds of Rhodesian tobacco were brought into South Africa.

In 1920 there were sixty-six tobacco manufacturing plants in the South African Union, employing 2,662 persons. Probably the largest tobacco and cigarette manufacturers are the United Tobacco Co., Ltd., and the Westminster Tobacco Co., which are subsidiaries of the British-American Tobacco Co., of England. There are three co-operative tobacco-growing societies in the Union. The largest is the Rustenberg Farmers' Co-operative Society, which handles between 3,000,000 and 4,000,000 pounds of tobacco annually.



Balmy Moist Atmosphere
to prevent the leaf from drying out
to keep cigars fresh—

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For Eight Years
used by the leading Cigar MANUFACTURERS in all departments where humidity helps production.
CIGAR JOBBERS AND RETAILERS find it THE humidifier best suited for use in humidors and stock rooms, large or small.
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FACTORY
TO
YOU

ALWAYS FRESH

ABSOLUTE
GUARANTEE

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All 2 for 15 Cents



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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, SEPTEMBER 13, 1923

THINK WHILE YOU SMOKE

As oil is to machinery, tobacco may be to the human brain. Apparently, if he smokes, a man has less friction in his mental processes. Giving solace, a cigar, pipe or cigarette often serves to cool the temper. Preventing irritation and assisting clarity of thought, smoking causes a man's mind to be calm and more capable. Functioning smoothly, it can be operated at a higher rate of speed. Effort is facilitated. Concentration isn't so difficult and tiresome. The helpfulness of tobacco to men who have lots of thinking to do surely has been, is and will be demonstrated in thousands of ways. In practically every profession, trade, occupation or calling today the most dependable and successful men are smokers.

Smoking aids the thinker to plan special achievements or solve problems of every day life. Since the time of Milton, smoking has been associated with profound thinking. The men who thought out and developed many useful inventions, in the past two centuries, were smokers.

If men who smoked had not thought to bring into existence and use a multiplicity of new methods, devices and improvements, possibly the swiftest if not the only forms of transportation and distant communication at present would be represented by oars, sails, animals and human heels.

How much would our boasted civilization amount to now, if what was discovered, originated, brought out, bettered, applied and achieved by smokers should be subtracted in entirety?

The Franklin press, the lightning rod, the submarine, the postage stamp, the cotton gin, the steamboat, the developed locomotive, photography, the telegraph, the sewing machine, the monkey wrench, anaesthetics, the reaper, stenography, the speculum, vulcanized rubber, sugar refining, the alarm clock, the revolver, the cylinder printing press, the threshing machine, nitro-glycerine, drilling for oil, iron hulls for vessels, multiple looms, the screw propeller, kerosene, the breech loading rifle, the typewriter, gasoline, the machine gun, the oceanic cable, the Pullman coach, the Bessemer steel process, the air brake, the telephone, oil pipe lines, the steel rail, electric lights, dynamos, structural steel, the elevator, half-tone engraving, application of electrical power, the trolley car, wire fencing, the bicycle, ball bearings, the linotype, pneumatic tires, shoe-making machinery, the adding machine, the cash register, the turbine engine, the open hearth steel process, time locks, the Ferris wheel, the Eiffel tower, the dictaphone, the phonograph, the range finder, the motor boat, the automobile, aluminum ware, utilization of electric heat, reinforced concrete, automatic firearms, the block system, X-rays, wireless telegraphy, the aeroplane, vacuum cleaners, tungsten filaments, caterpillar tractors, vanadium steel, T N T, gas masks and radio telephony are a few of the outstanding discoveries, inventions, originations and developments of men who smoked and thought of what they wanted to produce or do.

Edison, Steinmetz and Marconi, the three wizards in the utilization of electricity, are tireless consumers of cigars. They smoked, almost incessantly, when they sought the answer to perplexing questions. Formed amid clouds of tobacco smoke, their intense thoughts went forth to enlighten and electrify the world.

One physicist may be engaged in dissecting an infinitesimal peculiarity of an atom, another may concentrate his attention on a distant star so stupendous that its approximate diameter in miles must be given in figures incomprehensible to the average person, yet neither the minuteness nor the immensity of what they are studying determinedly will prevent these scientists from being devotees of tobacco. Absorbed in labor or deep in speculation, they may forget to eat at meal times. But each will fill a faithful old pipe or light a fresh cigar rather frequently. Though they are racking their brains in making intricate calculations, though they are deaf to outside suggestions, they are urged, subconsciously perhaps, to smoke continually. One effect of tobacco is to counteract weariness. So a thinker may smoke and remain at work longer and more satisfactorily.

Pasteur, Lister, Koch, Finlay, Gorgas, Agramonte, Reed and Heiser are cognomens of famous smokers, names of gallant soldiers in wars against disease, doctors who made wider the gates of medical knowledge, benefactors who obtained for humanity many pounds of prevention where formerly there wasn't an ounce of cure. These men, conspicuous for achievements in the domain of medicine, confronted death again and again while they thought to discover the causes, sources and processes of infection. They established new truths. They investigated and isolated dangerous germs. They identified and labeled destructive microbes. They showed how plagues are spread. They indicated how a pestilence could be prevented. Because of the studious endeavors of devoted doctors who were addicted to tobacco, millions of people are more healthy and safe today. Yellow fever, the erstwhile scourge of the tropics, has ceased to threaten countries and regions that have been taught how to obtain protection.

Most doctors smoke but not entirely because smoking is just a habit. How tobacco can confer aid and benefit is well known to those who are best informed concerning the body and mind of man.

To achieve success and remain successful, financiers have to think quickly and clearly. As a matter of fact, hundreds of our prominent monied men are smokers. Usually, when a banker is called upon to make a weighty decision, his first act will be to light a cigar.

The captains of industry, the prime movers of vast enterprises, generally are cognizant of assistance obtainable from tobacco in hours of stress and strain. The big railroad builders and operators such as Vanderbilt, Drew, "Tom" Scott, G. M. Dodge, Stanford, Huntington, Gould, Adams, Garrett, Jim Hill, Van Horne, Shaughnessy, Cassatt, Fish, Ripley, Flagler, Plant, Spencer, Villard, Harriman, Rogers, Brown, Shonts, Underwood, Willard and Earling could have given testimony relative to the value and virtue of tobacco. "Cigars good enough for a railroad president to smoke," was high praise for any brand in the old days.

Philosophers warmly recommended tobacco. Spenser, Darwin, Huxley, Wallace, Emerson, Carlyle, Schopenhauer, Walt Whitman and Thoreau beyond question were profound thinkers. And each made an oft filled pipe his constant companion. Einstein, whose theory is so deep that only twelve men in the world can get to the bottom of it, like other philosophers, must confess that he is fondly attached to a pipe. developed his theory while smoking.

Whether one quotes Conan Doyle or Kipl it can be inferred that tobacco is a necessity men who write the great books.

While he was at work on his "incompar statue" of The Thinker, Rodin, the sculptor, a pipe in his mouth.

By a supposed authority it has been intima that no man ever committed a crime while sm ing a pipe.

And there is monumental evidence to pr that men, by taking thought while smoking, h laid a foundation for great and enduring g not only for themselves but for their fellow as well.

Searching history for two centuries back, tractors of tobacco will have a hard time in tempting to prove that smoking diminishes impedes thinking.

"CLEAN UP" TIMELY STEP IN FIGHTING TOBACCO FLEA

The tobacco "flea," or flea beetle, which fests the cigar-wrapper district of north Florida and southern Georgia, feeds upon tobacco plants and makes small punctures in leaves which detract greatly from the value wrapper tobacco. The damage caused by pest varies in different seasons, but in 19 when the flea beetle infestation in certain tions was unusually severe, the average dam sustained by the tobacco crop in one county estimated by the United States Department Agriculture at $250 per acre, or approxima 15 per cent of its value.

Owing to the small size and the activity this insect, the large number of individuals, its resistance to poisons and parasites, it i difficult pest to control. However, as the beetle goes through the Winter in its adult fo Wintering in protected places in and aro tobacco fields, a general clean-up during the Fall and Winter will destroy many of them materially lessen the danger from the pest r year. Workers in the Department of Agri ture who have studied the habits of the have taken beetles in piles of dead leaves, we pine needles, and practically everything wh would afford protection in cold weather. Wh a tobacco shade is bordered by ditch banks, fe rows, and the like, the department advises bu ing as wide a strip as possible around the fi Care should be taken to select a cold day w the beetles are inactive, and when there is eno wind to cause a good, sweeping fire.

The most important control measure at present time is the clean-up work, but ot measures will be found effective as the sea comes around. Locate plant beds at some tance from tobacco fields and protect them fr the beetles; practice frequent and thoro cultivation of the tobacco crop; destroy weed and around the fields; and destroy tobacco st immediately after harvesting the crop. In Spring, if tobacco is attacked in the fields over-wintered beetles, control as quickly as p sible by frequent applications of poison. Li applications of Paris green give best results, department has found, and may also be usec check the heavier infestations by later broods

A COME-ON

The head of a large tobacco company i skilful advertiser and evidently believes in value of first impressions. A newspaper m who occasionally has to call on him relates t he is always offered a cigar. He says. bears the brand of a well-known ten-cent br sold by the company, but it is always a mig fine smoke. I liked the cigars so much that o I bought a box. But the contents turned out be just plain ten centers."

The gift cigars, apparently, were "come-or —*Wall Street Journal.*

orld's Tobacco Comes From (Pinar del Rio Prov.) Western Cuba

The "Weed Divine" Soothes the Nerves of Men of Affairs the World Over — All Kinds of Growers Produce the Widely Sought Leaf — Profits in Growing Tobacco Are Proportionate to the Care Expended in Its Cultivation—Facts Tersely Told.

By ALVIN FOX, B. Sc.Phd.
Agricultural Botanist, in The Cuba Review

INAR DEL RIO tobacco soothes the nerves of men of affairs the world over. There are all kinds of tobacco-growers, from the rich "veguero" with scores of acres of the finest Vuelta Abajo wrapper, grown under cheese-, to the poor thatched-hut dweller, with his patch that produces nothing but cheap

ofits in growing tobacco are proportionate e care expended in its cultivation. The denizen of the low country may get $50 f his acre, while the rich "Vega" of the g upland region may bring its owner 0 an acre.

e finest tobacco lands in Pinar del Rio are e south side of the range of mountains that d through the province from east to west, ay between the Gulf of Mexico and the bean Sea, in a well-watered, rolling coun- full of natural beauty and possessed of a te as mild and sweet as the fragrance of the whose raw material grows there. The soil ocolate-colored, from two to ten feet, and ts peculiar qualities from the volcanoes that were active there.

growing Vuelta Abajo tobacco, seed is from the first growth of strong and sturdy s and placed in pots of virgin soil near the . When the seedlings reach a proper state evelopment, they are transplanted in the . Fertilizer is selected by chemical analysis th the soil and the tobacco whose flavor it sired to reproduce. A mulch of from two ree inches of partly decomposed hay is put the ground to keep down the weeds and to de vegetable matter as plant food.

cutting the tobacco great care is taken that ll have reached the proper degree of ripe- Green tobacco produces harsh, acrid e; that which is over-ripe does not work up in making the cigars; that which the sun " has cooked to a turn" produces a mild, smooth, cool and fragrant smoke.

In curing, the leaves are suspended on poles which are put in racks, first in the sun and then in the curing barns. In the latter they hang for several weeks, their color changing from the green of the growing plant to the brown of the finished cigar.

When this stage of the curing process is completed, the leaves are put into heaps and left to "sweat" for several days. After that they are placed in bales of about 100 pounds each and shipped to the storage warehouse. There they ferment and undergo a further curing. This process continues from one to two years, according to the grade of the leaves, before they are regarded as fit to be rolled into cigars.

From storage the tobacco goes to the cigar factory. Here the bales are opened up and sprayed with clear water and allowed to stand until each leaf becomes moist and pliable. After



Stringing Choice Wrapper Leaves on Pole to Go into Curing Shed



Growing Tobacco Under Cheesecloth



Examining Choice Tobacco Leaves

this the leaves intended for fillers are placed in hogsheads for further curing, which requires from two to six weeks, depending on the grade of the tobacco.

The wrapper leaves are selected with great care. The cheese-cloth under which they were grown kept out insect enemies and protected them from heavy rains. Any leaf that has a hole through it is retired to the humbler rank of filler material.

The cigar-makers are employed on piece-work basis, getting an agreed sum for every hundred cigars made. Each man is given an allotment of tobacco sufficient to make a given number of finished "smokes." Hundreds of these workmen occupy a single room.

* * *

Money in Circulation in Cuba

A recent report from the United States Commercial Commissioner at Habana deals with this subject as follows:

Cuban Treasury Department officials estimate United States gold coin in Cuba at $2,000,000 to $2,500,000, and United States paper money at more than $100,000,000. The amount of American silver in the form of dollars in the island is considered negligible, while American fractional silver is reported to be in circulation to the extent of approximately $100,000.

Recently there has been some discussion as to whether nickel coins in circulation in Cuba are in excess of the requirements of business. These coins are in great part Cuban. In 1919, $300,000 in 10-cent pieces and $200,000 in 5-cent pieces were imported from the United States, and in the latter part of 1920 another importation of 5-cent pieces amounting to $150,0 made. At the present time it is conside Treasury officials that $300,000 is a hig mate for the amount of United States nicl bronze coins in Cuba.

At the date of the latest coinage of money (1921) the total amount of Cuban pieces, including 5-cent, 2-cent, and 1-cent which had been coined was $1,449,560. reports show that of this amount $570, held in the Treasury and in the banks. leaves a remainder of $879,369 as the amo Cuban nickel coins in circulation. If to added the estimated amount of American and bronze pieces in Cuban circulation, of $1,179,396 is arrived at, which is cons by Treasury officials to be a satisfactory es of the quantity of this class of coins r actual circulation in Cuba. It is maintain this sum, which is at the rate of $0.41 per is not in excess of Cuban needs.

Over-Supply of Small Coins in Hat

However, owing to difficulty in se proper distribution of small coins, report been made of a surplus of this class of r especially in the city of Habana. The Ur Tobacco Manufacturers has appealed t Treasury Department for permission t change the nickel small coins, which are re in large quantities by the cigar stands, f Government stamps required in the sale of and cigarettes. The Treasury Departm



Cuban Tobacco Vega in Pinar del Rio



Picking Tobacco Leaves

reply maintains that there is no surplus of coins requiring special action.

From the interior of the island request come for increased supplies of fractional to meet the demand of the laborers in the harvesting. As the Government has no a priation for transporting coins to the inte meet local demands, it has not been able to ply with requests to make monthly shipme small coins to sugar mills. Until recent supply of fractional coins in the interio tended to flow steadily to Habana becau administrative methods whereby remittan sums received by the Government for taxes toms, etc., were made by shipping to Haba actual money received by local collectors. flow of small coins to Habana has been ch by a decree dated February 16, 1923, by of which Governmental collections may b posited in local branches of the Habana and remittances made by means of drafts.

The Cuban Treasurer-General has issu statement suggesting that American frac money be segregated with a view to arra for its exchange for other money with the U States Treasury. He favors the prohibiti the importation of American silver, nick bronze coins by persons entering Cuba in e of $5 for each person. In order to force th of Cuban silver, he advocates prohibiting th portation of American $1 bills.

The Cigarette Barometer

ıong the many barometers of good and bad not the least important is the consumption garettes. And in regard to present pros- the verdict of that barometer is very em- . During July taxes were paid on 5,839,- 47 cigarettes, an increase over July of last of almost 600,000,000.

eph S. McCoy, Government actuary, whose to figure out the probable yield of taxes year to year, has asserted that the monthly tte consumption is one of his principal s. As a check on this he uses the sale of tte papers. When people are flush, he they buy and smoke more cigarettes; when hard times they cut down the purchase of made cigarettes. An increase in the sale arette papers combined with a falling off sale of cigarettes, therefore, would be a ıger of the arrival of tightening times. s are not so good an indicator. Smokers ise them presumably do their economizing ın the grander luxuries.

arette consumption as a business barom- ıowever, has the disadvantage of increasing lume year by year, almost regardless of ss conditions. The only important excep- ɔ this steady increase in recent years was when cigarette sales fell below those in 1919 or 1918. But though 1921 by al- any other measurement was a worse busi- ear than 1920, in it cigarette sales in- d substantially compared with 1920.

rate of increase in consumption has been shing. In 1913 the monthly average sales arettes sales was 1,296,308,000. In 1914 915 there were slight increases; in 1916 the ly average sales jumped to 2,107,525,000, 7 to 2,944,272,000, in 1918 to 3,888,075,- n 1919 to 4,426,649,000, and in 1922 to 752,000. So far in the present year month- sumption has run well over 5.000,000,000. letermining from cigarette sales, therefore, er times are better or worse than "normal" it is first necessary to discount the usual increase in cigarette consumption from year to year. In the language of the economists, it is necessary first to determine the "secular trend" of cigarette sales and then find how the sales in each year or month vary from that trend.

While cigarette sales have been increasing enormously in the last twenty years, and more particularly in the last ten years, the consumption of cigars, pipe tobacco and chewing tobacco has been relatively stationary. Persons who have imagined that the cigarette has merely displaced other forms of tobacco will be astonished to learn that even in the consumption of chewing tobacco there has been no sharp falling off in the last twenty years.

A number of factors account for the tremendous growth in cigarette smoking: the distribution of cigarettes to the soldiers during the war, the vast increase in cigarette advertising, the rapid increase of the habit among women and the ability of the cigarette to fit itself into odd and hurried moments, as compared with the more leisurely cigar. At the present rate of consumption two cigarettes are smoked every day for every man, woman and child in the United States, or six cigarettes a day for every man of voting age.—*New York Herald.*

Enthusiasm

Professor Martin Hartman of Leipsic, Germany, took too ludicrous a view of tobacco smoking to give his argument much weight when the anti-alcoholic congress, meeting recently in Copenhagen, transmitted its findings to anti-tobacco organizations in this country. The professor blandly states that Lord Carnavon, who died of an illness contracted in the Valley of the Kings, would have lived had he not been a tobacco smoker.

No one has yet come out and contended that tobacco smoking is a general tonic for the system, yet the professor's statement is so far reaching that it occasions nothing but mirth. Had he said Carnavon's life might have been extended had he abstained from the use of nicotine his statement might have carried weight. But as it was reported, it was just as far fetched as if some tobacco advocate were to assert that nicotine is an instrument of longevity. Enthusiasm is a great thing but when carried to excess it becomes foolish.—*Michigan City (Ind.) News.*

On Making Mistakes

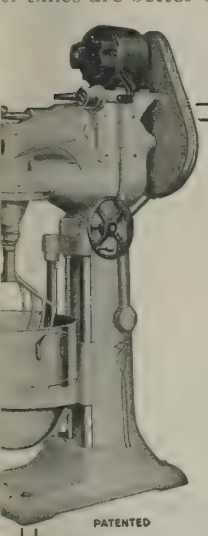
We made a mistake in last week's issue of the *Sentinel.* A good subscriber told us about it. The same day there was a letter in our post-office box that didn't belong to us. We called for 8 over the telephone and got 198. We asked for a spool of No. 50 thread and when we got home it was No. 60. The train was reported thirty minutes late. We arrived at the depot twenty minutes after the train was gone. We got our milk bill and there was a mistake of 10 cents in our favor. We felt sick and the doctor said we were eating too much meat. We hadn't tasted meat for two months. The garage man said the jitney was missing because it needed a new timer. We cleaned a spark plug and it runs fine ever since. Yes, we made a mistake in last week's issue of the paper.—*Glen Elder (Kans.) Sentinel.*

Times Do Change

President Coolidge's fourteen-year-old son is working on a tobacco farm for $3.50 a day, which is probably more than his father ever received for a week's work as a farm hand.—*Urbana (O.) Democrat.*

Something for Your Old Dudeen

Tobacco crop is good in some sections, so you can put that in your pipe and smoke it.—*Mattoon (Ill.) Courier-Gazette.*



IF YOU MIX "Gum Trag" IN YOUR SHOP YOU SHOULD INVESTIGATE THE QUALITIES OF THE READ 3-SPEED PASTE MIXER.

Further information upon request.

READ MACHINERY CO.
YORK, PA.

WAITT & BOND

Blackstone

CIGAR

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Filler

Absolutely!

Tobacco Stocks

American Cigar
Amer. Machine & Foundry
Amer. Tob. Div. Scrip
Geo. W. Helme
MacAndrews & Forbes
Mengel Company
Porto Rican Am. Tob.
R. J. Reynolds "A"
Schulte Retail Stores
United Cigar Stores
U. S. Tobacco
Universal Leaf Tob.
J. S. Young

We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

Stone, Prosser & Doty

Specialists in Tobacco Stocks

52 William Street, N. Y.

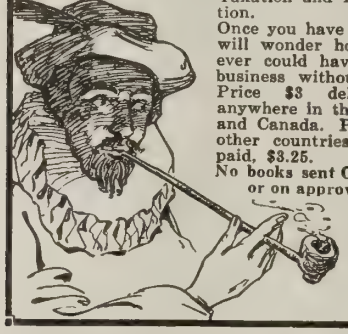
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TOBACCOLAND

By

CARL AVERY WERNER

EVERYTHING you need to know about tobacco and the tobacco business, is in this remarkable book. It covers the entire subject—History, Literature, Cultivation, Manufacturing, Merchandising, Taxation and Regulation.



Once you have it, you will wonder how you ever could have done business without it. Price $3 delivered, anywhere in the U. S. and Canada. Price to other countries, postpaid, $3.25.

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THE TOBACCO LEAF PUB. CO., 140 Front St., New York

EDGEWORTH



Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice

TWO STANDARDS
for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. CO.
Richmond, Va.

Some Tobacco Industry Developments

Recent activity in the tobacco group which resulted in the last few days in a sharp jump in P. Lorillard and advance of Philip Morris to a new high on the movement is construed to mean that plans affecting the tobacco industry, which have been under discussion for some months, are taking more definite shape. It is not likely that any announcement of importance will be made in the immediate future, but it seems certain the stage has been reached where the formation of new concerns through the consolidation of old ones is much more of a probability than a mere possibility. These changes possibly will involve not only domestic companies, but some of the more important ones abroad.—*Wall Street Journal.*

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.	76	79
American Cigar Co. Pfd.	82	86
American Mach. & Fdy.	135	..
Bayuk Bros. Com.	52½	54½
Bayuk Bros. 2nd Pfd.	111	113½
Bayuk Bros. 1st Pfd.	96	99
British-Amer. Tob. Co.	22¼	23½
Eisenlohr & Bros. Com.	65	70
Eisenlohr & Bros. Pfd.	95	99
Geo. W. Helme Com., new.	49	52
Geo. W. Helme Pfd.	112	115
Imperial Tobacco Co.	16	17
International Cigar Mach.	54	60
J. S. Young Com.	104	110
J. S. Young Pfd.	104	110
Johnson Foil	80	90
MacAndrews & Forbes Com.	130	134
MacAndrews & Forbes Pfd.	95	100
Mengel Co. Com.	25	28
Metropolitan Tobacco	70	95
Patterson Bros.	7½	..
Philip Morris	13	14⅛
Porto Rican A. T. Co.	70	74
Porto Rican A. T. Script.	75	85
R. J. Reynolds "A"	125	offered
Schulte Retail Stores	95	96
Schulte Retail Stores Pfd.	113	116
Tobacco Prod. Export.	3⅛	3¼
United Cigar Stores	185	220
Universal Leaf Com.	..	92
Universal Leaf Pfd.	..	91
United Profit-Sharing	5½	5⅞
U. S. Tobacco Com.	50	54
U. S. Tobacco Pfd.	105	108

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

..	Bid	Asked
American Snuff	135	140
American Snuff Pfd.	90	96½
American Sumatra	23½	24
American Sumatra Pfd.	46	57½
American Tobacco	150	150½
American Tobacco "B"	147½	149
American Tobacco Pfd.	102	102⅞
Consolidated Cigar	21½	22⅜
Consolidated Cigar Pfd.	66	72
General Cigar	82¾	83
General Cigar Deb. Pfd.	103¼	107
General Cigar Pfd.	106	108¼
Liggett & Myers	200	204
Liggett & Myers "B"	195	204
Liggett & Myers Pfd.	113	117
Lorillard, P.	163	165
Lorillard, P., Pfd.	112	115
Tobacco Products	55½	55⅝
Tobacco Products Pfd.	109½	111
Tobacco Products "A"	83	83⅝
United Cigar Pfd.	110	111⅜
United Retail Stores	74	77

United's Increased Dividend

Decision of United Cigar Stores Co. of America directors to increase dividend rate on junior shares to $3 quarterly, compared with previous distribution of $2 quarterly, was prompted by improved earning outlook.

It is expected in the current year net will exceed by $1,000,000 that of 1922 when balance after taxes was $4,359,000, equivalent after preferred dividends to $12.30 a share on the 328,653 common shares. This would mean that in the neighborhood of $15 will be earned on the common shares in 1923.

Though prices on many articles are 25 per cent below peak of 1920 unit, volume of turnover shows substantial increases. On one of its leading brands of cigarettes sales in units are running 50 per cent ahead of a year ago.

United Cigar Stores is developing its business in the so-called by-products. Candy sales are running 20 per cent ahead of 1922, while toilet articles sales tripled within a year.

Expansion plans are going steadily forward. Fifteen important locations for stores have been obtained recently in the west and on the coast.—*Wall Street Journal.*

REAL WEICHSEL

AROMATIC WILD-CHERRY WOOD

CIGAR and CIGARETTE HOLDERS and PIPES

Imported Smokers' Articles of all Kinds

A. B. NEWMAN CO.

290 E. HOUSTON ST. NEW YORK CITY

Oldest and Largest Direct Importers of Tobaccos and Smokers' Articles in U. S.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign.
Demand... 4.55⅛ Cables.... 4.55⅜

FRANCE—Par 19.3 cents per franc.
Demand... 5.77 Cables.... 5.77½

ITALY—Par 19.3 cents per lira.
Demand... 4.46½ Cables.... 4.47

BELGIUM—Par 19.3 cents per franc.
Demand... 4.78 Cables.... 4.78½

GERMANY—Par 23.8 cents per mark.
Demand..000001½ Cables..000001½

AUSTRIA—Par 20.3 cents per crown.
Demand.. .0014⅛ Cables... .0014⅛

DENMARK—Par 26.8 cents per kro
Demand...18.20 Cables....1

GREECE—Par 19.3 cents per drac
Demand... 2.00 Cables....

HOLLAND—Par 40.2 cents per flori
Demand...39.24 Cables....3

HUNGARY—Par 20.3 cents per cro
Demand.. .0057 Cables... .

NORWAY—Par 26.8 cents per krone
Demand...16.15 Cables....1

SPAIN—Par 19.3 cents per peseta.
Demand...13.47 Cables....1

SWEDEN—Par 26.8 cents per krona
Demand...26.62 Cables....2

SWITZERLAND—Par 19.3 cents per f
Demand...17.93 Cables....1

CHINA—Cents per silver dolla
Hongkong; per tael for Sha
and Peking.

Hongkong—
Demand...52.46 Cables....5

Peking—
Demand...74.25

Shanghai—
Demand...70.75 Cables....7

PHILIPPINE ISLANDS—Manila: P
cents per silver peso.
Demand...49.25 Cables....4

JAVA—Par 40.2 cents per florin.
Demand...38.75

JAPAN—Par 49.8 cents per yen.
Demand...48.38 Cables....4

ARGENTINA—Par 42.44 cents per A
tine paper dollar.
Demand...32.90 Cables....3

BRAZIL—Par 32.45 cents per paper m
Demand...10.00 Cables....1

A Distinguished Guest

R. S. Chamberlain, Jr., of the C
berlain Leaf Tobacco Co., of Rich
Va., was a business visitor to G
last week.

CIGARETTE PAPERS

IN BOBBINS, REAMS AND BOOKLETS

ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS

MAX SPIEGEL & SONS CO., Inc., 54 Lispenard St., New Yor

Cable "Boasel," Buffalo

KEISER & BOASBERG

Packers of Leaf Tobacco

and

Importers of Havana

Offices: 173-175 Elm St., Buffalo, N. Y.

MANUS, MULLER & CO., Inc.

152 WATER ST. (cor. Maiden Lane) NEW YORK

Importers of SUMATRA and JAVA TOBACCO

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY
111 FIFTH AVENUE, NEW YORK

ncient Dutch House Issues Annual Report

Blaauwhoedenveem-Vriesseveem, Ltd., warding agents, wharfingers, general kers, shipping and customhouse nts, established in 1616, issue the fol- ing abstract of the 36th annual re- t, submitted by the managing direc- s to the shareholders at the ordinary neral meeting held at Amsterdam, ril 20, 1922:

'Although the less favourable condi- n of trade has not been without influ- e on our concern, we may yet de- re ourselves satisfied with the results ained in this fiscal year.

'The net profits for the year 1921, in- ding the balance, brought forward m the preceding year, of *D. C. fl.* 682.74 amount to D. C. Fl. 1,354,444.47 rom which is to be deducted:

erest ..... D. C. Fl.	159,090.87
ss of exchange. D. C. Fl.	14,699.78
ritings-off and reserves "	313,186.11
D. C. Fl.	486,976.76
eaving a balance of . "	867,467.71

'The Managing Directors suggest to propriate this amount to be divided follows:

vidend of 6% on preference shares... *D. C. fl.*	127,500.00
vidend of 8% on ordinary shares .... *D. C. fl.*	540,000.00
cording to Art. 19 of the Statutes ..... *D. C. fl.*	46,730.70
serve-Fund ..... *D. C. fl.*	67,820.25
xes ..... *D. C. fl.*	63,190.60
be carried forward o New-Account ... *D. C. fl.*	22,226.16
D. C. fl	867,467.71

'In accordance with the stipulations the regulations of our Company, our anaging Directors, D. Chabot of the tterdam office and W. J. van Haren man of the Amsterdam office, retired the 31st December, 1921. We shall ways remember thankfully the services ndered by these gentlemen and their ny years' devotion to our interests.

'In Amsterdam the rebuilding of our rehouse 'Amerika' into a modern Cold ore was completed, as well as the ilding of an office-building at the Han- lskade and the shed of reinforced con- ete for the storage of merchandise on our site at the Distelweg, of which buildings mention was already made in our previous annual report.

"In Rotterdam our warehouse 'Liverpool' at the Leuvehaven was extended considerably, whereas 2 sheds for the storage of merchandise were built at the Keilehaven, as well as a Repair-Workshop and an office-building at the St. Jobshaven."

The foregoing statement was signed by these managing directors: D. Chabot, H. H. Van Dam, A.Czn., D. P. D. Fabius J.Czn., A. Foekens Szn., W. J. Van Haren Noman, Hugo C. Mulder, J. M. Staab, C. G. Vattier Kraane.

The corporation is shown to have:

Share Capital ..... *D. C. fl.*	20,000,000.00
Reserve ..... *D. C. fl.*	1,526,339.45
Special Reserve ... *D. C. fl.*	2,490,000.00

The representatives in various countries are given as follows:

ANTWERP, 7 Marché aux Grains—Blaauwvriesveem Belge, Soc. An.

LONDON, 122 Minories—British Bluefries Wharfage and Transport Limited.

NEW YORK, 44 Whitehall Street—The American Bluefriesveem, Inc.

BASLE, 104 Voltastrasse — Blaufriesveem Limited, late Hediger & Co., Basle.

Manila Exports

Philippine cigar exports for the second quarter of this year were little over 50 per cent of those for the first quarter. Large stocks on hand depressed prices, but an improvement is expected as stocks are gradually exhausted. Leaf tobacco has been firm in price, the bulk of exports going to Europe, says a Manila letter to the *Wall Street Journal.* The larger cigar factories are pleading with the unions to raise the wage scale in the smaller establishments to the level of those prevailing in the larger shops, and this may lead to walkouts in the near future.

Willing in Keystone State

James Willing, of the American Malaya Trading Co., who makes his headquarters at Montreal, spent the early part of the week at his New York office, 136 Water street, and thence proceeded to Pennsylvania to look up his clients in that territory.

ENGLISH OVALS
CIGARETTES
Blended in the Good Old English Way



Keep a carton on the counter

ENGLISH OVALS are rolling up a record in sales, satisfaction and profit for the retail merchant.

A carton on your counter is like an extra salesman in the store. They literally sell themselves.

Ask your jobber for more ENGLISH OVALS *today.*

Made by the makers of

Philip Morris
BOND STREET CIGARETTES
In the Little Brown Box
"The Ultimate in Cigarette Luxury"



The Latest Smoker's Novelty

Novelty Smoker's Outfits

Serviceable and Artistic

The Monkey's tail clips the end of your cigar.
A Lamppost holds the match box.
Two additional ash trays on the large tray.
Entire outfit made of solid spun brass, nickel plated or polished. Highest grade workmanship thruout. Also the same in mounted tray stands.

G. M. FIEDLER MFG. COMPANY
332 EAST 47th STREET NEW YORK CITY

Cigarette Paper "EL PINO"
In Reels, Reams or Books
MIQUEL y COSTAS & MIQUEL
BARCELONA, SPAIN
United States Branch, 59 Pearl Street, New York City

GUM TRAGACANTH
Special Grades for Cigar Manufacturers
PERFECT CIGAR GUM (Powder)
RICHO POWDERED GUM (3 Grades)
GENUINE SPANISH LICORICE (Powder & Extract)
RICHO LABEL PASTE (Powdered)
E. RICHARDSON & CO., 114 JOHN ST., NEW YORK, N.Y.

THE JURY SAYS THIS CASE IS "TRIED"



Simplicity and variety at popular prices makes Gilco Tobacco pouches and Cigarette cases big sellers too. Ask about them

The Gilco Pipe Case

The one case for all pipes both straight and curved stem.

The jury of men who use this inexpensive, but handy and durable pipe case find it guilty of doing everything that a worthy pipe case should.

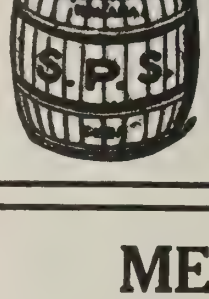
Made of colored leather, imitation leather, black kid or cloth.

It's Profitable Ask for Prices

THE E. T. GILBERT MFG. COMPANY
Rochester, New York

gilco

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HAVANA LEAF DEALERS
Industria 152-158
Habana, Cuba
P. O. Box 495 Cable ANTERO



Pablo L. Perez
Frank B. Strater
Cable: Palupe
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Bentley's
PABLO L. PEREZ & COMPANY
Successors to
HAVANA TOBACCO STRIPPING CO.
LEAF TOBACCO
Telephone A-7914
Lealtad 110, HAVANA, CUBA

MENENDEZ & CO.
Leaf Dealers, Packers and Exporters
OF
TOBACCO
Cable Parra 87 Amistad St., HABANA, CUBA

ERNEST ELLINGER & CO.
IMPORTERS OF
HAVANA LEAF
Lealtad 110, Havana, Cuba 166 Front St., New York

LESLIE PANTIN & SON
Commission Merchant
LEAF TOBACCO and CIGARS
Virtudes 74, HAVANA, Cuba

MANUEL A. SUAREZ & COMPANY
(S. en C.) ESTABLISHED 1873
GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 28-30-32 Havana, Cuba

Cable "Quinto" P. O. Box 502
WALTER SUTTER COMPANY
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
VIRTUDES 129 HAVANA, CUBA

Compañia de Abraham Haas
ESCOGIDAS SANCTI
SPIRITUS LA VUELTA
Escogedor de Tabaco En Rama
SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana
CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Havana Tobacco Market Continues Quite Acti

Remedios and Vuelta Abajo Arriving in Large Quantitie Partly Sold Already and Partly To Be Sold—So America Reported Buying for Future Shipment.

HAVANA, Cuba, Sept. 6.—During the past week our market was quite active. The tobaccos from Remedios and Vuelta Abajo continue arriving in large quantities, partly sold already and partly to be sold. Also the quantities shipped increased a good deal. There are rumors that large quantities of Remedios upper grades were sold to South America for future shipment—that is, as soon as the tobacco is well cured and ready to be shipped. Some houses have already sewed up large quantities, and are just waiting for shipping instructions.

Packing Still Going On

In the country buying in bales continues and prices are rather firm. There are many packings still going on in the Remedios section. Also in Vuelta Abajo very large sales were made, in the country as well as in the City of Havana. The "trust" and Mark A. Pollack have bought some of the finest packings in the country, and also in Havana large quantities of *low* grades were sold to cigarette factories, especially to Trinidad Hermanos, who bought seven thousand bales for their factory. The main sellers were Ml. A. Suarez, Manuel Abella, Cano y Hermano, Antonio Gonzalez, et als.

Gerald Smith has secured for stripping purposes large lots of good 3rd Capaduras and unassorted Remedios tobaccos. Kaffenburgh & Son also added large quantities to their stock for the same purpose.

American Buyers in Market

Of foreign buyers new arrivals respectively can be mentioned, Corral, Wodiska & Co., Tampa, and R. Sic of B. Rosenbluth, New York.

Leslie Pantin & Son are receiving c large quantities of tobacco, being pl in their several "depositos," especiall the large storage rooms of the Upn factory, which this firm rented for season.

Stripping Plants Busy

Most of the stripping plants are w ing with full force, having enough bacco to keep them busy for sev months to come.

The well-known Caibarien firm Lopez & Ca. has sold practically ev thing except a few lots. Don Ern Mier, the head of the firm, liked quality of the tobacco all right, but not agree entirely with the high cos the tobacco, and for this reason was sa fied to sell right at the beginning wit small profit, in this way pleasing numerous clients.

Increased Trucking Rates

Owing to the shorter crop of toba the truckmen in Havana, who have t far charged 12 cents per bale, and cents per barrel for cartage, have as for a raise; that is, 16 and 18 cents, spectively. After a meeting held by Association of Tobacco Dealers, b parties came to an understanding, m ing the new rate 14 and 17 cents. T shows again, that our tobacco deal more than any other trade in Cuba, p tects the laborers, who really deserve Without exaggeration, our tobacco tr can be proud of the good and quick se ice of our truckmen and of the good ganization hardly to be found in any ot tropical country.—GALLO.

Uniform Cost Accounting Methods

WASHINGTON, D. C., Sept. 10.—A pamphlet dealing with the acceptance and installation of uniform methods of cost accounting by the members of a trade association has just been issued by the Fabricated Production Department of the Chamber of Commerce of the United States. The pamphlet is designed to "be of assistance to the officers and members of those trade associations which have undertaken to secure the numerous and important advantages of such uniform methods."

Most Effective Means

The discussion starts with the premise that the technical methods or systems have been devised and that having gone thus far a new problem presents itself, namely, the problem of finding the most effective means of securing the installation of the uniform cost methods.

The pamphlet is divided into two distinct but co-ordinate parts, as follows: "The Association's Problems"; "The Member's Problems."

The first part is devoted to the ways and means by which the trade association's service to its members may be made the most effective. It deals with such matters as the organization of an association cost bureau and cost councils, and provisions for keeping the memb informed of developments generally.

The second part is designed to be direct and substantial value to the pr dent, the general manager, the audi and other executive heads of the vari member companies. It suggests some the preliminary steps that may well taken in order to make sure that association's uniform cost account methods are put into use most effective

Tobacco Survey Making Goo Progress

WASHINGTON, D. C., Sept. 12.—T survey which the Tobacco Section of Department of Commerce is making connection with the tobacco situat both at home and abroad, is progressi satisfactorily, according to T. L. Hugh chief of the section.

It is understood that very few sugg tions were received from the trade Mr. Hughes to the questionnaire wh he is sending to foreign agents. So weeks ago Mr. Hughes sent the pr posed questionnaire to the trade a asked if they had any particular sugg tions to make. A few were received b it was generally believed that the qu tionnaire was so comprehensive that th was no need for additional informati —LAMM.

SELGAS & COMPANY
IMPORTERS & PACKERS
Havana & Porto Rico Tobacco
Warehouses:
Havana—Consulado 138-140
Porto Rico—Manati
128 Water St.
NEW YORK

WILLIAM H. WHITNER
Importer and Packer of
LEAF TOBACCO
24-25 and 26 Wall Street BINGHAMTON, N. Y.

New Orleans News

EW ORLEANS, La., Sept. 8.—The busi- of the New South Cigar & Tobacco has grown to such dimensions that have found themselves compelled to up their present quarters in Girod et, where further expansion of a factory character could not be made ccount of prior leases. They have n over the large establishment to be quished in a few days by the C. C. er people, and will move into their quarters about October 1. This is ur-story brick structure, at 605-607 nne street, where they will have am- space to accommodate their business les being a more centrally located The company has taken hold of the ibution of the Lawrence Barrett, by D. Emil Klein Co., Inc., New , and Charles Denby, a product of Fendrich factory at Evansville, Ind. S. DeBen, vice-president of the cent Cigar & Tobacco Co., the dean gar and tobacco jobbers in this ter- y, has left for New York and the for two weeks' recreation and rest. Joseph Newman and George Walsh, he P. Lorillard Co., representing iel and New Currency brands in favor with the cigar consuming pub- f New Orleans, were callers on the cent Cigar & Tobacco Co. the newly distributors.

Back from Europe

an M. Gonzales, Camp street manu- rer of La Coya and El Mismo, pure na fillers, has returned to New Or- with his family from a European undertaken last May. Spain, his e state, was covered by auto, for purpose he took along his car, after Mr. Gonzales and wife, with their daughters, journeyed through Eng- France and Switzerland, reaching York September 3 from Havre on *avoie*.

orge Mayer, of Phil D. Mayer & who was stricken with illness while tendance at the T. M. A. conven- in Washington, D. C., is to return October 15, having sufficiently re- ed from his illness to undergo the ie of the journey. Mr. Mayer is ted to be very much better and is recuperating at a New Jersey sea- esort.

J. Kurzweg, secretary and treasurer Consolidated Co., Inc., of Plaque- La., left during the week on an ded business trip to St. Louis, Phila- ia and New York.

Holiday Packages

eral of the New Orleans cigar fac- are now putting up Christmas ges for which they have already ed orders. As a rule, cigars of that eing intended for gifts, in most in- s, are of the better kind in work- ip and quality and packed away in ome containers. Among those en- in this work for Yuletide at present e mentioned Manuel Trelles & Co., & Babin, A. Falk & Son, Gonzalez es special packages *de luxe* for distributors, the Crescent Cigar & co Co., Havanola Cigar Co., Inc., acturers of Hav-A-Real Havana Phil D. Mayer & Son, who were in former times to put up Christmas ges, have abandoned the practice. are so busily engaged on El Cubo, nain seller, that, for the time being, absorbing all their attention.

Leo Taussig, representing Taussig Bros., leaf tobacco dealers of Chicago, is in the city now.

Slogan on Trucks

Trelles & Co. have had the Tobacco Merchants' Association slogan, "After all nothing satisfies like a good cigar," painted on all of their delivery trucks, city and suburban.

N. B. Tuero is opening a lot of satisfactory accounts in the Louisiana parishes and along the Gulf Coast for the products of his factory.

Ferd. Falk, of A. Falk & Son, now on a business tour of Georgia, Florida and Alabama, is turning in very satisfactory reports to the factory. The firm contemplates moving into their new building at Bienville and Decatur streets, about the middle of the month. They have practically made a new building of their recent purchase, but extensive alterations and innovations of the interior of the structure have yet to be made, which, when finished, will provide them with the most modern factory in this city. They will have 25,000 square feet of floor space, two of the four floors of the buildings to be devoted to the storage of leaf tobacco, and two to the manufacture of cigars.

The sympathy of a host of friends is being extended Manasse Karger, secretary and treasurer of the Peoples' Tobacco Co., who has just lost his father, Samuel Karger, aged 75 years. Mr. Karger was a member of the Elks, the Knights of Khorassan and the Knights of Pythias, delegations from which associations followed the remains to the grave.

"Keep Moving"

A cigar bearing the catchy title of "Keep Moving" is a new brand being handled by Max L. Block, the energetic Houston, Tex., representative of M. Trelles & Co. It is a five-cent seller and reports credit it with being some cigar. Mr. Block has just returned from a business trip to San Antonio, in the interest of the New Orleans factory. He opened a number of new accounts. The J. H. Williams Tobacco Co., a prominent distributor at 314 North Flores street, was included among the number. The products of the Trelles factory are meeting with a ready sale in the Lone Stare State, Mr. Block reports.

At the entrance to the Prince Theatre, in Houston, Texas, a much frequented place of amusement, Miss S. E. Dozie holds sway over a very attractive cigar and tobacco stand, which she has just established.

The Court House Pharmacy, large retailers of cigars and tobacco in Houston, Texas, have added another store at Comfort and McKinney avenues to their chain of stores in the Bayou City. This is their third unit. Charles Fontana, an experienced man in the business, is manager of the cigar departments of all three of the Court House drug stores.

C. T. Smith has opened a cigar stand in the Prince Building, Houston, Texas, and reports a satisfactory measure of the trade. He is an experienced cigar salesman.

Jesse Falk, wholesale leaf tobacco merchant of Chicago, who has relatives in New Orleans prominently identified with the cigar industry, was a recent visitor here. He called upon A. Falk & Son during his stay. Mr. Falk visited his local distributors, Falk & Babin, in Caromdelet Walk, which was the prime motive for coming here. He returned to Chicago upon completion of his mission. Falk & Babin, finding their present quarters inadequate for their business, have

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Havana Leaf Tobacco of all kinds
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Special attention given to American and Foreign Accounts

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MENENDEZ, MENDEZ & CO.
Dealers in All Kinds of Havana Tobacco
Specialty—Remedios & Vuelta Abajo Tobaccos
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Cable "Fegrau." Antonio R. Fernandez Grau.
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ESTABLISHED 1844
Bankers and Cigar Manufacturers
HAVANA, CUBA
HAS. LANDAU, Agent, 35 Wall St. New York

HAVANA LEAF DEALERS
SUAREZ HERMANOS S en C
110 Rayo Street, Havana, Cuba
Cable "Ansuar"

CIGAR FACTORY UTILITIES
GEORGE P. BRUCK
(Successor to J. J. SANDERS)
Sprayers — Cigar Gauges — Cuban Blades — Molds, etc.
118 Maiden Lane, New York

Read Tobacco and Keep Up-to-Date

"Sooner or Later—Why Not Now?"

JOSE HERMANOS

"The Cigar that speaks for itself."

We invite correspondence with good jobbers who are interested in a live wire proposition.

TERRITORY STILL OPEN

Josephson Bros., Makers

65 W. Houston St. New York

D. J. Keith, General Representative

BRANDS THAT BUILD UP BUSINESS



VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
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S. H. FURGATCH Y CA., 75th St. & Ave. A., New York

B. WASSERMAN CO., Inc.

Established 1870—Incorporated 1902

77 Chambers St., New York

IMPORTERS OF HAVANA CIGARS

and

JOBBERS OF DOMESTIC CIGARS

Distributors of OPTIMO Cigars in Metropolitan Territory and the State of New Jersey

HAVANA CIGARS

The Leader in All the World's Markets

ROMEO y JULIETA

U. S. REPRESENTATIVE

WM. T. TAYLOR, 50 E. 42nd St.

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO GUTIERREZ, *Representative*

351 West 121st Street New York

Cable Toranoco

TORAÑO & CO.

HAVANA LEAF TOBACCO PACKERS AND DEALERS

SPECIALISTS IN PARTIDO

Cable: Toranoco 53 Estrella Street Habana

ROCHE & GALVAN

Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

practically concluded negotiations which will put their establishment in a more central part of the city, beginning October 1. They are now making arrangements to move. They report very satisfactory increase in business.

Charles A. Dreux, of Valloft & Dreux, returning from a trip to western Lousiana and eastern Texas, announces that he has taken on additional territory at Beaumont, Port Arthur and Orange, Texas, for Ruy Lopez. Ralph Faulkner, representing the factory, accompanied him.

Peter Guth, a city salesman of the C. C. Snider Cigar & Tobacco Co., which has gone into liquidation, so far as affects this territory, has aligned himself with the corps of salesmen of Valloft & Dreux, and is said to be doing very creditable work.

The Pasbach-Voice Lithographing Co., Inc., of Brooklyn, has opened offices at 2125 Calliope street, this city, with W. J. Geary in charge.

A representative of the Lloyd Leaf Tobacco Co., of Ocala, Fla., was in the city recently looking up a location for a future branch headquarters here where the firm contemplates opening offices. He made a survey of the trade and appeared satisfied with what he discovered in the way of prospective business.

Miller & Kern, of Shreveport, have been made distributors of the Muriel and New Current brands of cigars, heretofore handled by the C. C. Snider people.

The Harrison Bros. Cigar Co., of Shreveport, has been appointed distributor for the Hava-Tampa brand of cigars, and the Modlin Cook Co., Inc., jobber for the Bayuk brands.

Imports and Exports at New Orleans

The following are the imports and exports through the Port of New Orleans for the week ending Sept. 6:

Unstemmed Filler from Cuba

By S. S. Chalmette
To N. Elson & Co.....20 bales

Scrap from Cuba

By S. S. Chalmette
To M. Trelles & Co.....23 bales

Stemmed Filler from Cuba

By S. S. Momus
To N. Elson & Co.....18 barrels

Cigars from the Philippines

Via San Francisco and Southern Pac. R. R.
To U. Koen & Co.....4 cases

Exports

By S. S. Mercian
For Liverpool .....461 hhds. and 207 tierces tobacco

By S. S. Mont Pelvoux
For Algiers .....736 hhds. tobacco

By S. S. Mont Pelvoux
For Tunis .....295 hhds. tobacco

By S. S. Deutschfeld
For Hamburg .....118 hhds. tobac and 1 barrel tobac

By S. S. Lieutenant Jean Lourent
For Antwerp .....166 hhds. tobac

By S. S. Sori
Catania, Italy.....1,000 hhds. tobac

By S. S. Sori
Genoa, Italy..... 100 hhds. tobac

By S. S. West Erral
For Antwerp .....782 hhds. tobac

By S. S. American Press
For Avonmouth .....222 hhds. tobac

By S. S. American Press
For Glasgow .....79 tierces tobac

By S. S. American Press
For Dublin .....259 hhds. tobac

By S. S. Kygnern
For Christiania ..... 28 hhds. tobac

By S. S. Lygnern
For Gothenberg .....291 hhds. tobac

By S. S. West Caddao
For Liverpool .....127 hhds. tobac

By S. S. West Caddao
For Manchester ..... 49 hhds. tobac

By S. S. West Erral
For Antwerp .....719 hhds. tobac

U. S. Court Rules Agains Cash Register Co.

A decision in favor of Remingt Arms Co., Inc., has just been handed do by Judge Hugh M. Morris of the Uni States District Court at Wilmingt Del., in the patent infringement suit the National Cash Register Co. of D ton, Ohio, against the Remington Co.

This suit was filed by the National C immediately after the Remington ca register was placed on the market ab two years ago, and alleged infringem by the sale of that machine of three p ents owned by the National Co. In t present decision the Court found two the patents invalid and the third not fringed.

This is the third decision which h been handed down in this case. The fi decision was by Judge Morris, deny the plaintiff's motion for a prelimina injunction, on July 29, 1922. The seco was the decision of the United Sta Circuit Court of Appeals at Philadelph confirming the first decision of Jud Morris.

The suit came on for trial as a wh in Wilmington, Del., during May of t year—the trial consuming an entire we Final arguments were heard by Jud Morris, July 9, 1923.

This decision is of considerable int est in that it clears up any possible m understanding of the relative merit of t claims of the two respective compani

New Ownership

ST. CLOUD, Minn., Aug. 31.—Leona Dominick has disposed of his cigar a pool hall business, here, to John Span and Frank Macho.

Joseph F. Cullman, Jr., President Milton Samuels, Joseph Mendelsohn, Vice-Pres.
Chas. W. Duignan, Treas. Harry S. Rothschild, Sec'y

STERN-MENDELSOHN CO., Inc.

HAVANA & PORTO RICO TOBACCO

165 Front Street, New York

PACKING HOUSES: HAVANA, CUBA; CATANO, PORTO RICO

Tampa Tidings

TAMPA, Fla., Sept. 8.—Harry Rinaldo has connected with the Tampa Cigar Co.'s sales force and will cover the Pacific Coast.

G. W. Shaw, United States bonded warehouse store keeper, at the V. Guerra, Diaz & Co. factory, has been promoted to the "Booze" squad of the customs service. He is succeeded at V. Guerra, Diaz & Co. by C. B. Holly.

Louis Canton is visiting Tampa en route to New York from Havana.

Ed. Berriman has returned from the tobacco fields of Cuba.

Celestino Lopez of Arguelles, Lopez & Bros., arrived today from New York. He is optimistic regarding the coming season's business.

The cigarmakers have made a demand on the manufacturers for restoration of the 1918 "Cartabon," which means an increase of about 20 per cent on cost of labor.

Isidoro Randazzo Dies

Isidoro Randazzo, aged 48 years, died Sunday night at his residence, No. 1034 Ninth avenue. Funeral services will be conducted at the Sacred Heart Church Monday afternoon at 4 o'clock. Interment will take place at the St. Louis Catholic Cemetery under the direction of Primo Lord, mortician. The deceased has been a resident of Tampa for 30 years, and for a number of years had been foreman of the Salvador Rodriguez cigar factory. Besides his wife he is survived by three sons, Pablo, Adolfo and Alfonso Randazzo; two daughters, Mrs. Prudencio Caval and Miss Carmola Randazzo, and one brother, Filipo Randazzo.

Key West Key Notes

Mi Favorita Factory Closed

KEY WEST, Fla., Sept. 8.—Interest this week centers about the closing of Mi Favorita cigar factory. It came as a surprise that this factory would be closed, as when the factory was taken over by purchase from Park & Tilford by the Shulte Cigar Stores Co. it was thought that the production of this factory would increase, in view of the number of cigar stores operated by the Shulte interests over the country. The report that the factory would close was verified at the office of the factory, where it was said that the business would be liquidated and the factory closed. From others it was learned that the same brands as are at present manufactured here will in future be manufactured in New York. A. W. Arnold, who has been manager of Mi Favorita factory, returned Tuesday from New York where he went to confer with the new owners of the factory. When en route home, Mr. Arnold visited his daughter, Mrs. Carl Witzig, who, with Mr. Witzig are now making their home in Miami.

Cigar Production Shows Increase

There was a slight increase in the number of cigars made here during August, compared with the July output. July's report from the office of the stamp deputy collector here shows that in July 3,715,999 cigars were made, and the report for August shows a production of 4,024,834. The revenue paid for stamps during last month amounted to $32,543.76. Of the several classes of cigars made during August, class C led. Of this grade there were 2,653,933 made. Class A numbered 827,400, class B 272,951, class D 263,750 and class E 6,800.

Greater Activity Predicted

All the factories are working well, and as one manufacturer said this week, "Within the next couple of weeks business will be brisker than it has been in many years."

Cigar makers are needed in several of the factories, and signs to this effect are yet appearing on the doors of some of the factories, although Monday saw a number of new cigar makers seated. With the receipt of holiday orders, which are coming in early this year, indications point to a successful season for the trade.

Several of the large factories maintain that the demand for cigars cannot be supplied unless the cigar makers are to be had. There is work here for several hundred good cigar makers, and by the middle of October this number will be increased.

The E. H. Gato Cigar Co. increased the force, and this was also done at Thompson & Co.'s factory. The Cortez factory is working a full house. Reports from the Havana American are to the effect that this factory also increased the force this week.

There was a rumor current on the streets this week that two large factories would locate here within a short time. One was said to have selected the building where the Ruy Lopez factory was formerly located. Nothing definite could be learned of this intended increase in the ranks of the cigar manufacturing industry here.

Tobacco Culture in Georgia

The tobacco market at Blackshear just a short distance from Waycross on the Coast Line Railroad, paid to growers of the product in the first week over four hundred thousand dollars. This is an enormous sum to spend in any community but it was made by the farmer and went direct to his hands.

We can well imagine the conditions created by such an outlay at this time among the men that most need it, and most entitled to it, the farmers themselves. This is one of the many cash crops that this country can well afford to look into.

The people of the northern part of the county closest to the established tobacco markets of South Georgia have been studying the proposition and have visited the markets at Hahira and Tifton for the purpose of getting the first hand information. They are enthused over the prospect, for it is well known that Thomas County has an abundance of tobacco lands and the sort that is grown now, for use in cigarettes, is always in demand and generally brings a very fine price.

The result of this cash crop has knocked cotton sky-high in some sections and there is more profit than there ever was from cotton. Imagine paying out two hundred and fifty thousand dollars into the hands of the farmers of Thomas County in one week for one crop. It would be a big incentive to make his crop a success and at the same time would prove advantageous in the development of the diversified problem that is projected for Thomas County, dairy cows, hogs, poultry, peanuts, truck and tobacco.

Working to this end in a gradual but sane way will prove most beneficial and will bring untold thousands of dollars directly into the hands of the producers. —*Thomasville (Ga.) Times-Enterprise.*

New Bern Sales

NEW BERN, N. C.—Aug. 29.—Between 30,000 and 40,000 pounds of tobacco were sold on the floors of the Planters warehouse, the city's only independent house, on the opening break today, bringing an average of approximately 23 cents. Observers said it was a better break than had been expected. The quality of the weed was only fair, as is generally the case at the opening.

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.

Established 1873 Manufacturers New York

F. LOZANO, SON & CO.

U. S. BONDED MANUFACTURERS

HAVANA CIGARS

F. LOZANO
FLOR DE NARVEZ
VICLO

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WALLS COURT
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OFFICE & FACTORY TAMPA, FLA.

N. Y. OFFICE, 437 FIFTH AVE., N. Y.

PERFECTO GARCIA

& BROS.

Manufacturers of

World's Finest Havana Cigars

Office
208 N. Wells St.
Chicago, Ill.

Factory
TAMPA, FLA.

R. LOPEZ TRUJILLO

Manufacturers of Clear Havana Cigars Exclusively

KEY WEST, FLORIDA

La Mas Fermosa—Comal—Magnetica

A. E. HARDEE

HARDEE TOBACCO COMPANY
Growers and Packers
FLORIDA SHADE TOBACCO
MADISON, FLA.



A. E. FRALEIGH TOBACCO CO.

GROWERS—PACKERS—DEALERS

Florida Shade Grown Tobacco

MADISON, FLORIDA

PLANTATION & WAREHOUSES
MADISON CO. FLA.

Supplying the trade for eighty-three years

LICORICE

EXTRACT POWDER ROOT

Laurel leaves, Deer Tongue, Lavender Flowers, Slippery Elm Bark, Star Anise, Orange Peel, Angelica Root, etc.

PEEK & VELSOR, INC.

76 William St. New York, N. Y.

HEYWOOD, STRASSER & VOIGT LITHO. CO.

Manufacturers of High Grade

CIGAR BOX LABELS, BANDS and TRIMMINGS

Selling Representatives

ADOLPH FRANKAU & CO., INC.
129 Fifth Avenue, New York

B. B. B. CO. (CANADA), LTD.
Montreal, Canada

Western Representatives

PAUL PIERSON
139 North Clark St., Chicago

ALBERT ABENHEIMER
Windsor Hotel, Denver, Colo.

Eduardo H. Gato's

1871 GATO 1871

Mild Clear Havana Cigars

For

Fifty Years

Our line has been the standard by which all **Clear Havana** cigars have been judged.

Write for open Territory

E. H. GATO CIGAR COMPANY

FACTORY: KEY WEST, FLORIDA

OFFICES: 16-22 HUDSON STREET, NEW YORK

E. P. Oakes — *Western Representative*

153 North Clark St. Chicago, Ill.

For Gentlemen of Good Taste

SAN FELICE

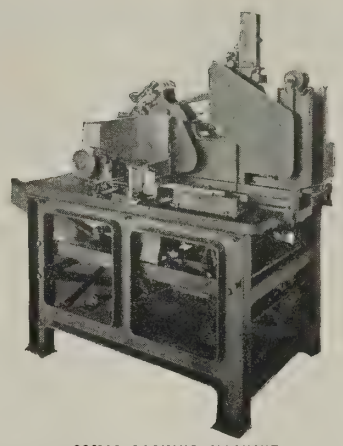
2 for 15c

Two Good CIGARS

EL VERSO

10c — 2 for 25c — 15c

The Deisel-Wemmer Co., Mfrs. :: :: Lima, O.



COMAS PACKING MACHINE,
Three Models, 25,000 Packages of Cigarettes in Ten Hours. American Form Pouch Package.

MACHINES

FOR

The Cigarette Industry

The Comas Cigarette Machine Company

manufactures cigarette machinery of unsurpassed design and construction, including the following:

COMAS STANDARD CIGARETTE MACHINE, for Spanish form of cigarettes; capacity 90,000 a day.

COMAS JUNIOR CIGARETTE MACHINE, for Spanish form of cigarettes; capacity 30,000 a day.

COMAS AMERICAN CIGARETTE MACHINE, for American form of cigarettes; capacity 250,000 a day.

COMAS IMPROVED AUTOMATIC FEEDERS, adapted to any standard style of cigarette machine.

COMAS IMPROVED CIRCULAR KNIFE GRINDER.

The company furnishes also Tobacco Cutters, Tobacco Granulators, Tobacco Stem Flatteners, and other machines for the cigarette industry.

Machines in use in all parts of the world. Write for illustrated catalogue.

COMAS CIGARETTE MACHINE COMPANY, SALEM VIRGINIA, U.S.A.

Detroit Dealers Preparing for Holiday Trade

Anticipate an Unusually Good Season—Old Stocks Being Pushed to the Front to Make Room for Fresh Supplies of Merchandise—Manufacturers Ready to Meet Demands.

DETROIT, Mich., Sept. 9.—There is every evidence that dealers are beginning to make ready for one of the best holiday seasons enjoyed in many years. Old stocks of off brands are being pushed to the front to close out. Dealers in general are house-cleaning and getting humidors all cleaned out to receive holiday merchandise.

The old, so called, "war baby" stuff will be less in evidence this year than at any time during the past five years. Dealers' stocks are in better shape now than ever before. Manufacturers, likewise, are all set to meet the demand. Many orders for holiday packing have already been received by local plants.

Featuring Bayuk Brands

Howard Peel, advertising manager of Bayuk Cigars, Inc., Michigan branch, returned from a trip up-state this week, where he has been conducting an advertising campaign on Map-o-Cuba and Havana Ribbon cigars. Both of these brands are going well in all sections of the state, Mr. Peel reports; here in Detroit they are well established.

M. Goebel, Bayuk Cigars, Inc., is back on the job again, after a week's fishing vacation at the lakes.

D. M. Frame, of Stephano Bros., Chicago, spent a few days in the motor city recently.

Fast Movers

William Burke, formerly with Bayuk Bros., is now covering Wayne and Oakland Counties for Charles F. Becker, succeeding Robert Emmet Moriarity, who is now with the Fields Cigar Corp. Mr. Burke is doing well in his new connection and says Webster, Robert Emmet, Blackstone, Cuesta-Ray, R. B. and Havana Sticks Cigars, are fast moving brands.

Mr. Slader, Western Representative for Perfecto Garcia & Bros., Tampa, Fla., spent a few days in our city last week.

Isaiah Rosenthal, manufacturer of R. B. cigars, was a recent visitor to Detroit, accompanied by his general representative, Henry Lichtig, calling on his distributor, Charles J. Becker. This house has opened over four thousand accounts in Detroit in the short time it has had the agency and reports a seventy-five per cent repeat business coming in.

Mike Meyers, R.B. ace, spent the week end at Niagara Falls. He was back on the job Monday, but he didn't look the same.

Are Well Placed

Bert Johnson, of the Bert Johnson Cigar Co., spent a week in New York recently. Tilford cigars, jobbed in Detroit by the Bert Johnson Cigar Co., are going in a fine way. This popular brand enjoys a wide distribution among drug stores and the better cigar stands and clubs throughout the city.

E. P. (Fred) Oakes, western representative for the E. H. Gato Cigar Co., Key West, Fla., was a visitor this week.

William Lakin, sales-manager for Waitt & Bond, Newark, N. J., was a visitor this week, calling on his distributor, Charles F. Becker. Blackstone cigars are going stronger in this market now than at any time in the history of the brand. A heavy billboard advertising campaign, backed up by the aggressive sales force of Charles F. Becker, have put this brand well in the lead in its class.—JIM.

Meets Old Friends

Joseph Cullman, Sr., has returned from his Canadian trip, after meeting many old friends and making more new ones.



Charles Denby 2 for 15c.

They satisfy the smoker because they are good, and the merchant because they sell.



LA FENDRICH

10c. to 3 for 50c.

H. FENDRICH, INC.
EVANSVILLE, IND.—ESTABLISHED 1850

Manufacturer and Jobber You Need

GENUINE AMBER

Our stock of ROCK and PRESSED AMBER CIGAR and CIGARETTE HOLDERS and PIPE BITS, in natural colors and black, is the largest and most complete in the U. S. A.

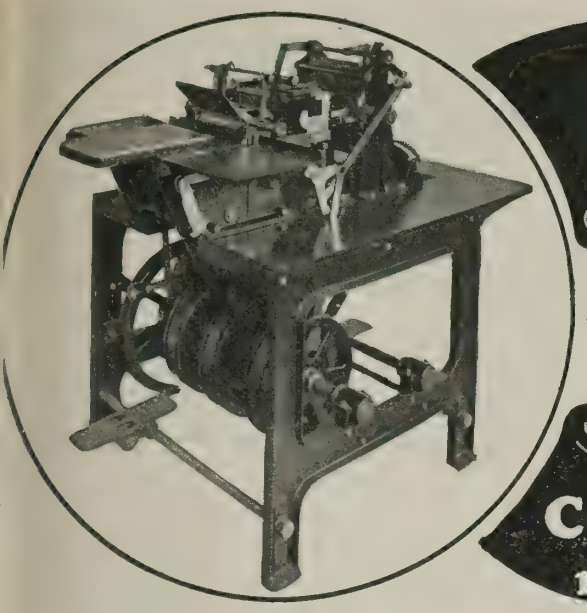
Highest Quality — Lowest Prices

Also all grades of NECKLACES and NOVELTIES.

Exclusive territory allotted jobbers of standing. Correspondence solicited

NOVELTY IMPORT & EXPORT CO.

157-161 W. 29th STREET, NEW YORK CITY



AUTOMATIC LONG FILLER
BUNCH MACHINE

Two inexperienced girls can soon learn to operate this machine. One feeds the filler, the other the binders and the machine does the rest.

Gives you uniform work with unskilled labor.
Greater production and attractive savings in cost.
Easily adjusted to make light or full bunches.
Substantial construction gives long life.
Easy and inexpensive to operate.

Catalogue and any particulars upon request.

COLWELL CIGAR MACHINE CO.
INCORPORATED
131 WASHINGTON ST. PROVIDENCE, R.I.

GREATER PRODUCTION AT LESS COST

San Francisco News

San Francisco, Cal., Sept. 5.—Just as the factories were beginning to operate more freely, even the little ones beginning to place new orders for leaf supplies, the demand for higher wages and the consequent walk-out looks like a discouraging occurrence. However, the strike has not spread. The Petri Cigar Co., the largest plant affected, report that they now have 25 men again at work, and as their trade is well stocked, they figure that they will be able for some time to fill all pressing orders. With their new machinery and fine equipment they will be able under present conditions to turn out a half million Van Camps per month to fill in short sizes. As for the Toscani situation, they say they are not at all worried, for they have a stock of twelve million with which to supply the trade for some time to come.

Cimino, Cortini & Co. are likewise in no cramped position, as they were accumulating stock in anticipation of a holiday rush. Mr. Cimino has shown how little they are concerned over the situation by the fact that he has gone on his annual leaf-buying trip to Havana.

It would look as if people were settling down early for a heavy fall business, as the first day of September saw about as big a jam of automobiles on Market street, from end to end, as has ever occurred on ordinary business days; and the sidewalk crowds were more than could well be accounted for.

E. Goss, of E. Goss & Co., is one of those who believe there is a sure thing ahead. He says it cannot go wrong with the busy season coming on, for the whole summer has been a period of gain.

And when there is business in the air, it can be seen by the way the tobacco jobbers begin to move; for business is as exciting to them as forbidden Old Scotch.

Sol. Eisenberg, representing the interests of Leo Hirsch, New York leaf merchant, has been making the rounds of the city.

Joe Hanly, the cigar broker of Kansas City, Mo., has been visiting his distributors, E. Goss & Co., in the interest of the American Export Tampa nickel brand.

A. Dallman, the Wm. Demuth & Co. pipe representative, has stocked up the trade and departed for a visit to the eastern factory, expecting to return in October.

R. W. Hickey has been up from Los Angeles putting over the Comoy pipe on the willing dealers of San Francisco.

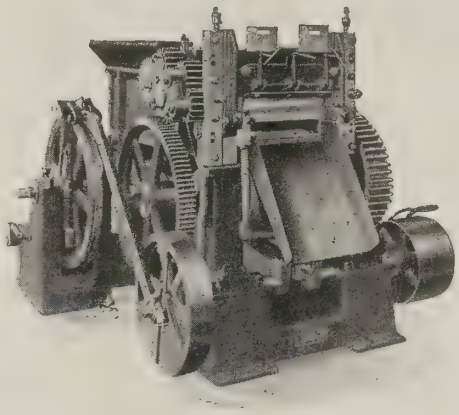
The H. Sutliff Pipe Shop has definitely announced that it will move November 1 to 580 Market street, a block below its present location. The concern will have there a smaller store room, but larger factory space above.

The local factories are already preparing holiday packages. The Petri Co. has some beautiful put-ups in cans of 25, with truly splendid decorative effect. E. Goss & Co. are also beginning work on holiday sizes. The general tone of business pick-up is really felt.

Sells Tampa Cigars

L. E. Craddock makes a living selling Tampa made cigars. He has built up a good business representing certain factories there and takes the entire output of one and distributes them over several states. His company is called the L. E. Craddock Sales Co., and the home office is in Pensacola. He likes to live here and throughout his travels never loses an opportunity to boost Pensacola, as all good Pensacolans do.—*Pensacola (Fla.) Journal.*

"ADT" Tobacco Machinery



The "ADT" Tobacco Cutter

Class B—Model No. 1 for cutting all kinds of Tobacco

Large Capacity Precision Cutting

The Machine with the Crankshaft below the Knife

Our Catalog No. 50 contains full details and illustrations of 88 Tobacco Machines. We will be pleased to send you a copy.

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Connecticut Notes

HARTFORD, Sept. 10.—The tobacco fields rough the Valley are now about all eared of the crop grown the past sea- n, with the exceptions of a few scatter- g patches which are still growing and ing left to cut at a later date.

The crop has been harvested under od weather conditions, not only for the ork of cutting but for the tobacco when the sheds, being mild and warm, favor- g a quick cure, and the air sufficiently y to absorb the moisture in the sheds, d it is not thought that there is any ole sweat" thus far. Several of the owers in the Broadleaf section fortified emselves with a supply of charcoal, in se of bad weather, but have not used y as yet. All through the season from e time that the seed beds were sown, nditions have been more or less favor- le to the crop, and the growers have ken every known means to carry the op through, from the very first, by raying seedbeds, and it would now ap- ar that "wildfire" was checked at the ginning of the season, as it did not de- lop in the fields to any marked extent.

The most serious setback that the crop d was during the latter part of June ring the transplanting season, when it as very hot; many fields were badly rned which required them to be reset; is set the growers back a few days, but persistent work they finally got the lds started; rains came at needed pe- ds during the summer and these reset lds made wonderful progress. They e now ready to be harvested as a full own crop.

No serious storms or hail hurt the crop any great extent, and today fully 90 r cent of the entire crop of the Valley safely housed. The earlier cut is well ng with the curing.

The leaf is now where it can be judged to the colors and quality, and both are e best that have been seen in the Valley r many years. The cured leaf shows much better bodied product, more elas- ity and more weight; and it is safe say that the crop of the Valley is ab- lutely the best one that has been pro- ced here for at least 10 years.

Growers found in harvesting that it ok more shed room to hang the present op than in former years, and all of the ailable shed room that could be se- red was snapped up quickly. In fact, me had to build additions to their eds.

Expensive to Grow

Growers have also found that this crop s been an expensive one to grow all e way through. The fertilizers used re high, and the labor needed com- anded big wages, and during the cut- g period wages were the highest own in the Valley, and it is stated by reliable source that some growers paid high as $7 per day and included board ring the harvesting period. But the erage wage was $5 to $6 per day with- t board.

School children had no trouble in find- g a job at wages from $2 to $4 per day d all the tobacco growing towns in this inity postponed the opening of the hools from one to two weeks so that e children could continue to work in the fields. The work for the smaller boys are on plantations where shade is grown. There they pick the leaves, while the girls sew them on the lath. In the stalk cut tobacco, boys are employed to hand the tobacco to the stringer and drive the teams to and from the sheds. Nearly 400 children were thus employed on tobacco farms in the vicinity of Rockville and Ellington, Conn., and have been a big factor in the harvesting of the crop.

Many a business man in this section can recall his boyhood days when they were spent "down on the farm" during the tobacco harvesting season.

Many of the growers are now taking a vacation and with some a trip to Canada seems to be popular, while others go to the shore, where only the water is wet.

About the Profits To Be Made in Meerschaums

Before the war all good tobacconists knew the profit in meerschaums, but when the World War and the Turko-Greek war cut off the supplies, meerschaums were gradually pushed back, till finally they are hidden at the back of the store where no customer ever suspected their presence, so that this excellent source of profit became neglected.

Now, with the return of the Anglo-Austrian Bank into the meerschaum mines, adequate supplies are again coming into market, and at prices not higher than the normal advance in all other articles.

Some may not realize that one sale of a meerschaum pipe at $12 brings as much profit as 200 customers buying each a package of cigarettes; or 170 customers buying each a 10-cent cigar.

Considered from the point of money invested, meerschaums also are a good proposition. For $200 a very fine assortment of pipes can be purchased, which, properly displayed, are sure to win the customer and get the profits. A dealer can have a stock mounted with genuine amber that will not even change color, but remain bright and very attractive in every way.

Once a dealer has a satisfied meerschaum customer, he can count on his business for tobacco and other wants indefinitely. The National Importing Co., Inc., 2-6 Elm street, New York, can supply on request a list of manufacturers who carry the new Anglo-Bank meerschaum.

Jugo-Slavia Tobacco Harvest

WASHINGTON, D. C., Sept. 4—Tobacco harvest in Jugo-Slavia this year is expected to show considerable improvement over the comparatively poor showing of last year, according to a statement released by the Government Tobacco Monopoly Administration. The 1922 crop amounted to 21,520,000 lbs., which was below the requirements of the country and necessitated the importation from Holland of commoner tobacco in addition to the finer qualities usually imported. The crop this year is estimated at 45,000,000 lbs. and, it is said, the Government Monopoly will pay 200, and in some cases 300%, in increased prices. The acreage planted this year is almost double the acreage planted last year and beneficial rainfall gives hope of a very satisfactory crop.

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Tobacco Is the Leading Industry in Virginia

RICHMOND, Va., Sept. 8.—The tobacco industry, in all its forms and branches, has long been regarded as the leading factor in the business of Richmond.

And Richmond, in the heart of a splendid tobacco section, is looked upon as one of the great and influential tobacco centers in this country.

Practically every phase of the tobacco business is represented in Richmond, where, in capital invested, the number of sales and the great stream of money which it causes to flow through the banks of this and other cities, the industry probably means more than any other one to the great prosperity and rapid growth of the city.

Tobacco plays the leading part in Richmond's industrial life for, according to the latest census figures, the industry, ranks second in Virginia as its products form nearly 12 per cent of the aggregate value of all production in the State.

Largely Grown in Virginia

Tobacco is largely grown in Virginia and much of it is of fine quality. The 1922 crop was approximately 170,000,000 pounds and brought the growers some $42,000,000. Only three times in the history of tobacco growing in Virginia has this vast sum been surpassed, and these years came during and immediately following the recent war when prices were highest.

The fact that the Indians were found smoking tobacco in their long pipes has given rise to the suggestion that the plant may first have grown as a weed, but it is claimed that it has never been found growing anywhere except where it was planted and cultivated.

There are several grades or kinds of tobacco and practically all of them are grown in Virginia. The sun-cure tobacco is used for chewing, smoking and scrap and some of it is exported. The flue-cured is used for cigarettes, for chewing, largely for smoking and a quantity of it is exported, especially to Great Britain. Nearly all of the dark hard-fired tobacco is exported, except a certain perce which is used for snuff.

The famous sun-cured tobacco con Richmond from Caroline, Louisa and tiguous counties. In earlier days thi practically the only tobacco chewe many of Virginia's leading men.

Home of the Cigarette

Richmond is the home of the ciga Virginia stands second among the S in the manufacture of cigarettes, an great bulk of her output is made in city. It is estimated that there 60,000,000,000 cigarettes made in country each year and perhaps a of these, or 20,000,000,000, are ma Richmond. The increase in populari the cigarette is shown by the fact th 1905—just eighteen years ago—there only 4,000,000,000 made each year.

Virginia stands fourth in the man ture of cigars, and the P. Whi Branch of the P. Lorillard Co., he said to be the largest in the world.

Chewing and smoking tobacco man tured in Richmond amounts to from 000,000 to 15,000,000 pounds each yea

Much Leaf Handled Here

There is a great volume of leaf tob handled in Richmond. The Bri American Tobacco Company has headquarters and extensive wareh in Richmond, and the Export Com handles all the leaf tobacco for British-American. The resident aging director of the Imperial, Lesli Reed, is a resident of Richmond, and concern has large interests here.

There are a number of tobacco mission firms here to serve dealers growers, and Richmond's storage ities are extensive. Public and pr warehouses here carry from 40,000,0 50,000,000 pounds. There is mainta on this market a public inspector, an services are an important factor in sale and handling of tobacco.

Senator Smith in Danvil

DANVILLE, Va., Sept. 10.—Senator D. Smith, of South Carolina, organ of the "farm bloc" in Congress, will n

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address here Thursday in the city ernacle. He is coming to discuss co- rative marketing, and the amount of olicity which is being given to his en- gement indicates that this is the pre- son rally of members of the Co- rative Marketing Association, and a ngthening of ranks on the eve of the season. Senator Smith has been king addresses throughout the tobacco s and has been drawing large audi- es. He is not noted for his conserva- remarks.

The Japanese Situation

DANVILLE, Va., Sept. 11.—The possible ct of the Japanese earthquake on the and for cigarette tobacco by that na- has been discussed here with interest. Sidney W. Minor, of Dibrell Bros., was in Tokio last May, says that ar no news has come from Tokio rela- to the large stocks of tobacco held e by the government, which holds a opoly on the tobacco in Japan. Col. or says that the tobacco stocks are in large, one-story brick and steel ehouses, similar in type to eastern dings. He believes that if these build- were shaken down by the earth- ce most of the leaf can be salvaged, if fire has swept the warehouses, then likely that there will be a keen de- d for native types of tobacco most in the manufacture of cigarettes. n is increasing its consumption of rettes, the upward trend being noted e the government banned the use of m.

Danville Man Safe

nquiries among tobacco men reveal no men of this section are in the stated area. There was considerable anxiety for a few days for J. Pinckney Harrison, who landed in Yokohama 24 hours before the earth quake en route to Shanghai to represent the Universal Leaf Tobacco Co. Mr. Harrison did not break his journey at the Japanese port and he has cabled from Shanghai to his parents here saying that he was safe and beyond the danger zone.—TETLEY.

Danville Market to Have Quadruple Sales

DANVILLE, Va., Sept. 10.—The Danville tobacco market will open on September 25, with four sales running. There is some belief that the crop has been injured during the past few days by copious rains accompanying a succession of thunderstorms, though this damage is not general. Farmers are busy cutting and curing and it is reported that good color is being secured. The market here will open with six warehouses running.

The Co-operative Marketing Association has not announced the date on which it will begin to receive deliveries here. This will not be until the South Carolina season has been completed.—TETLEY.

New Bern Sales

NEW BERN, N. C., Sept. 8.—Tobacco sold on the auction market here last week, 55,054 pounds; average, $17.65 per hundred pounds; total value, $9,717.22. Amount sold this week, 73,610 pounds; average, $16.41 per hundred; total value, $12,082.16. Total sales for the season, 128,664 pounds; average, $17.09 per hundred pounds; aggregate value, $21,799.38. —NEW BERN TOBACCO CO.

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Leaf tobacco, strips, scraps, stems, siftings
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We operate in North Carolina, South Carolina, Virginia and Georgia
Head Office: WILSON, NORTH CAROLINA, U. S. A.
Packing guaranteed. Samples submitted on application.

Big Sales at Greenville

GREENVILLE, N. C., Sept. 8.—Quite unexpectedly to the warehousemen and buyers, there was a big increase in the offerings of tobacco on the market this week. Monday, Tuesday and Wednesday showed no unusual movement, the sales gradually increasing in volume. But Thursday there was much more on the floors, and Friday came within a few pounds of 650,000, making the sales for the week over 1,500,000 pounds, and to date for the market, near 2,250,000 pounds, averaging about $22. To finish Friday, the sales ran a few minutes over time, double sales being run on the last floor.

The principal offerings have been tips and lugs. These have varied in quality from practically worthless, bringing as low as $3 and some of better quality bringing as high as $30. There has been some increase in the offerings of better grades, but they continue light. These have ranged as high as $60, but the average has been below that figure. Some few farmers appear to be selling their entire crops. There seems to be now a "market-early" sentiment growing. Big sales are expected within the next few weeks.

Curing is finally over and attention is now given to grading, rain having something to do with hindering other work. With good weather, sales would become lighter, as fodder harvesting and cotton picking would claim the time of the farmers.

No Deliveries at Co-operative House

The co-op house is not yet ready for receiving tobacco, and none has come in here. Some deliveries have been made to the Ayden warehouse, ten miles sou of here. While there is some feeling b tween the Co-ops and non-Co-ops some sections, there has been little fr tion or clashes. On the opening day that following of the Washington m ket, twenty-five miles east of here, t farmers had a "Co-op scrap," and the was a lively time for a while, with pro pects of several others participati However, it passed off with hon about even and things have since be quiet on the "frontiers."

Landlord Kills Tenant

But yesterday, in this county, ne Shelmerdine, twelve miles southeast here, a Co-op dispute had a fatal endi It seems a landlord was a strong Co-H He had a negro tenant who was n The landlord, of course, put his share the tobacco into the Co-op. The neg tenant was not a Co-op and preferr selling his share on the open mark This did not meet the approval of t landlord, who persisted in his Co-op a vocacy until trouble followed, resulti in the landlord shooting the negro tena who died shortly.

There is much feeling in some secti and trouble may result when least e pected. At Pine Tops, Edgecom County, the Co-ops are not in high fav That is the town in which a warehou man, last season, bought a lot of Co tobacco and resold it on the open marke realizing *ten cents per pound profit*, o what the poor, dear farmer got. Char Manning, of this place, who is with Co-ops, was sent there, but the atm phere was so decidedly anti-Co-op th he has gone to the Ayden house wh he hopes to find it more congenia Co-op.—KING.

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OXFORD, NORTH CAROLINA, U. S. A.

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THEYSKENS & SHAW, Inc., LEAF TOBACCO
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European Branch Office
103 Place de Meir
Antwerp, Belgium
Cable Address
"Theysco," New York
All Codes Used

Cable Address "Venable"

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The Venable Tobacco Co., Inc.

LEAF TOBACCO BROKERS

Durham, N. C., U. S. A.

ALL GRADES OF LEAF TOBACCO AND STRIPS

SAMPLES UPON APPLICATION

To Investigate Foreign Market for Burley

LEXINGTON, Ky., Sept. 8.—Possibilities the development of a foreign market r Burley tobacco will be investigated the Burley Tobacco Growers' Co-erative Association, and if conditions arrant it a sales force will be sent into rtain countries of Europe to present e merits of Burley tobacco to those vernments which have a state monop-y of the tobacco business, according the decision of the board of directors the Burley association, in session here is week.

President and General Manager James Stone reported to the board that on a cent visit to New York he found the nufacturers friendly and that he then oked into the situation as regards a ssible foreign market for Burley to-cco. He said that some of the new untries of Europe, such as Poland and echo-Slovakia, and others which had vernment tobacco monopolies, might come Burley customers if the matter re properly presented to them by com-ent salesmen.

Director Elliott Northcott, of West rginia, moved that the executive com-ttee be instructed to investigate the uation and given power to act, which s unanimously done by the board.

Chief of the Field Service Division illiam Collins reported the addition of 00 growers to the membership the past nth, and a total membership of more n 90,000 in the states of Kentucky, Indiana, Ohio, West Virginia, Tennessee and Missouri.

Heavy Auction Sales at Wilson

WILSON, N. C., Sept. 7.—All roads and by-paths now lead to good old Wilson, the Big Tobacco Town. Today the zenith of the season's sale thus far was reached, when, according to the supervisor of sales, 8,821 *piles* of tobacco was on the floors of the six mammoth warehouses; and, when the sales closed for the day at five o'clock, prices were just as stiff as they were when they opened at 9 A. M. Everybody was happy—not a single "tag" turned. Some grades sold as high as $60 per hundred. Everything moved, as it always does on Wilson's tobacco sales, like clock work. Calculating these 8,821 piles of tobacco at an average weight of 110 pounds each, they total 970,000 pounds, which, when added to the aggregate reported last night by Mr. Johnson, the efficient supervisor, who always issues his reports on Thursday, makes a grand total of 4,037,000 pounds sold on the Wilson market since the opening August 28. The average of $22.57 aggregates nearly a million dollars paid out here to tobacco farmers during the nine sales days.

Similar reports of heavy sales and good prices come to us from all over the tobacco auction towns of eastern North Carolina. The man who invented that cash over the counter system is deserving of the highest praise.—MCFARLAND.

Tobacco Growers Cooperative Association

of

VIRGINIA, NORTH CAROLINA and SOUTH CAROLINA

Composed of 85,000 Members

All types of bright flue cured, sun cured and dark fired Virginia Tobaccos.

We sell to the trade either in green warehouse order, or redried.

PRICES SUBMITTED ON APPLICATION

LEAF DEPARTMENT AND SAMPLE ROOMS
PRESBYTERIAN PUBLISHING COMPANY BUILDING
SIXTH STREET
RICHMOND, VA.

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Cable Address: "VIRGIN," OWENSBORO, KY.

KENTUCKY & VIRGINIA LEAF TOBACCO CO.
(INCORPORATED)
BUYERS, REHANDLERS AND REDRYERS ON
Leaf, Strips, Stems and Scraps
FOR DOMESTIC AND EXPORT TRADE
Green Rivers, Burleys, Darks, Virginia and Carolina Tobaccos
Improved Stick and Apron Drying Machines.
With Capacity of 200,000 Pounds Per Day.
Samples Submitted.
Orders and Contracts Solicited.
OWENSBORO, KY.
LOUISVILLE OFFICE: 1120 West Main St., LOUISVILLE, KY.

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BURLEYS, DARKS AND GREEN RIVERS

FINE
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CIGARS
A HAND MADE PRODUCT
MADE ONLY BY
THE JOHN C. GUY CO., INC., LEXINGTON, KY., U.S.A.

SEAL OF LEXINGTON CIGAR

A Genuine 10c Hand Made Product. Blended Havana Filler and Broad Leaf Binder.

Open Territory Assigned to Jobbers Only.

THE JOHN C. GUY CO., Inc., Lexington, Kentucky

CABLE ADDRESSES { U. S .A.—Command, Owensboro, Ky. / ENGLAND—Invade, Liverpool.

ROSS TOBACCO COMPANY, (Incorporated)
(Formerly called ROSS-VAUGHAN TOBACCO CO.)
BUYERS, REHANDLERS AND REDRYERS OF
LEAF TOBACCO and STRIPS ON ORDER
FOR HOME TRADE AND EXPORT
Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.
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FACTORIES—OWENSBORO, KY., LOU SVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.
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LEAF, STRIPS, STEMS AND SCRAPS
FOR HOME AND EXPORT TRADE
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Hodge Tobacco Co.
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Packers of
Leaf, Strips, Scraps and Stems
Natural or Artificial Seasons
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Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky. Louisville, Ky.
Paducah, Ky. Madisonville, Ky. Clarksville, Tenn.
Lexington, Ky. Slaughtersville, Ky. Sebree, Ky.
BUYERS ON ALL WESTERN MARKETS

Cable: "Barker," Carrollton Codes: "Arnolds, No. 15"
R. M. Barker Tobacco Co.
INC.
CARROLLTON, KENTUCKY, U. S. A.
Buyers and Dealers in Burley Leaf Tobacco
We have our own factory located in the heart of the Kentucky Burley Districts and *buy* on all the *loose leaf markets.*
We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*
We solicit your orders and will give same prompt and efficient attention
SEND FOR OUR WEEKLY REPORTS

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REHANDLERS, DEALERS AND BROKERS IN
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Main Office and Sample Rooms
CLARKSVILLE, TENNESSEE
OPERATING IN
Clarksville, Tennessee, and Springfield, Tennessee, Districts
Western Kentucky Districts,
Upper Cumberland and Air-Cured Districts
Reliable Packing, Correct Inspection, Efficient Shipping Arrangements for Exports. Storage at Low Rates.
Correspondence Solicited.

Cable address: "Phelon"
J. S. PHELON
Leaf Tobacco Broker
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to green Rivers and Burleys.
Stemmery and Air Drying Factory
Fifth & Triplett Streets
Warehouse and Steam- Drying Plant
Ninth & Wing Avenues
OWENSBORO, KY.

ORDERS AND CONTRACTS SOLICITED, SAMPLES ON APPLICATION
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LEAF, STRIPS, SCRAP AND STEMS
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P. O. BOX 357 TELEPHONE 3146
670-680 SOUTH BROADWAY
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Leaf Tobacco Dealers and Brokers
All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf. We respectfully request your inquiries and Orders.
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LEAF TOBACCO
THE AUSTIN CO., Inc.
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Latest Proctor System

W. O. SMITH & CO., INC. Cable Address: 'Lowbell' Established 1865
Freight Brokers and Forwarding Agents
For over 50 years we have handled the shipping of the *largest tobacco accounts* in the world
Warehousing Inspecting Coopering Sampling
Main Office: 32 Water St., New York City
Branch Office: 203 McKevitt Bldg., Norfolk, Va.

Louisville Tobacco Market Reports

LOUISVILLE, Ky., Sept. 8.—The Louisville Tobacco Board of Trade, makes report on the hogshead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to September 7

Warehouses	Week: Auction sales	Week: Private sales	Week: Total for week	Year. Jan. 1, to date
Turner	..	..	...	792
Kentucky	32	16	48	6,983
Main Street	..	..	...	2,686
Planters-Farmers	..	23	23	8,775
New Tenth Street	22	..	22	3,439
Louisville	..	..	...	4,102
	54	39	93	26,777
Year 1922			935	52,717
Year 1921			1,271	50,393
Year 1920			1,309	38,901

Classifications of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	42	.....	42
Dark	51	.....	51
	93	.....	93

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	9,100	14,705	23,805
Dark	2,399	573	2,972
	11,499	15,278	26,777

Classification of Sales to Same Date in

	1922	1921	192
Burley	49,210	46,654	36,65
Dark	3,507	3,744	2,24
	52,717	50,398	38,90

Comparisons with Previous Years

	1923	1922	1921
Sales—			
Total sales of new crop to date	19,800	14,878	41,59
Sales of new crop to date. Original inspection	16,058	12,363	34,11
Rejections—			
Rejections this Week:			
Burley	7	.....	.....
Dark	10	.....	.....
Total	17	168	24
Percentage of Rejections to Auction Sales—			
Burley	37	.....	.....
Dark	29	.....	.....
Total	31	20	2
Rejections, Jan. 1 to Date:			
Burley	5,278	.....	.....
Dark	530	.....	.....
Total	5,808	10,872	11,21
Receipts—			
Receipts this week	115	337	88
Receipts, Jan. 1 to date	19,803	31,520	41,40

Official Quotations at Louisville Sept. 7, 1923

	Burley: Dark Red	Burley: Bright Red	Burley: Colory	Dark: Manufacturing
Trash (green or mixed)	7 to 8	8 to 9	9 to 11	to 4½
Trash (sound)	10 to 12	12 to 14	15 to 17	4½ to 5½
Common Lugs	12 to 14	14 to 16	18 to 20	5½ to 6½
Medium Lugs	15 to 16	16 to 18	20 to 22	6 to 7
Good Lugs	18 to 20	20 to 22	22 to 25	7 to 8
Common Leaf (short)	12 to 14	14 to 16	18 to 20	8 to 10
Common Leaf	15 to 17	18 to 20	22 to 25	10 to 12
Medium Leaf	22 to 24	24 to 26	27 to 30	14 to 16
Good Leaf	26 to 30	30 to 32	32 to 35	18 to 20
Fine and Selections	35 to 40	40 to 42	42 to 49½	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

CABLE ADDRESS: "OBRIENCO." } LOUISVILLE BALTIMORE

We Use Arnold's Codes No. 5 and 15, Also Improved A. B. C. Fifth Edition.

EDWARD J. O'BRIEN & CO.

LEAF TOBACCO BROKERS

815-817 West Main St., LOUISVILLE, KY. 18-20 E. Pratt St., BALTIMORE, MD.

— WE ARE BUYERS OF —

Burley, Aircured, Green River, Fired Dark, Maryland, Virginia and Seed Leaf Tobaccos.

On all markets. We air dry and steam dry on most of the loose markets, and have the latest improved Philadelphia Textile Steam Dryer in our Louisville Factory for handling Leaf and Strips. Orders and correspondence respectfully solicited.

Paducah Prospects

PADUCAH, Ky., Sept. 8.—There has been very little activity in the loose tobacco market during the past week. There continues much inquiry for lugs and common and medium leaf, and the association has made some sales of both, but the number of hogsheads sold has not been made public. There is very little stock of any sort left in the independent dealers' hands. What little business we have is through the association. They have sold practically all of their common lugs, but still have considerable stock of medium and good lugs, also low, common and medium leaf. Their prices for medium to good lugs run from 7 to 12 cents, and for common to medium leaf 12 to 25 cents.

The weather during the past week has been unfavorable on the growing crop. Too much rain and damp weather, which has interfered with cutting, is also causing further damage from black fire. This disease seems to be worse in some localities than others. In some cases it has spread very rapidly during the past week and a large part of the crop will be cut and housed before it is ripe, which means to make a commoner grade and also means less weight, but there are sections where there is practically no damage from black fire, and still opportunities for making a large per cent of good, useful tobacco; but the crop cannot stand a continuation of rainy weather and make the good quality that we had hoped for. It is hard to estimate the damage to the crop from black fire, and also hard to estimate the quality of the crop, but the indications are that we are going to have a badly mixed and defective crop, but I think with this we are going to have a fair per cent of very useful tobacco, but it will take several weeks to determine what the quality and probable yield will be. The acreage is large and the growth of the tobacco is very much larger than the average and the yield will be above the average regardless of disease or damage. Indications are that the crop will contain a large percentage of low grades and lugs on account of the black fire and other defects. The rainy weather is bringing more worms and they have been doing more damage during the past week than heretofore. Farmers are spraying the plants with poison, but it rains and washes it off about as fast as it is put on. Conditions could not be less favorable for the maturing and developing of the crop than they are at present. A week or ten days' warm clear weather would be the salvation of the crop.—W. B. KENNEDY.

Co-ops Activity at Clarksville

CLARKSVILLE, Tenn., Sept. 8.—Although no contracts were signed on the ground, reports of district contact locals in Cheatham County, made at the meeting of the county central local at Cheap Hill last Saturday, were most encouraging as to the prospects for a good sign-up when the campaign is formally launched. Active local operations were reported from practically every district. The Cheap Hill meeting was attended by 250 or more people, the affair being a combined community picnic and central local meeting, the session having been changed from Ashland City, the county seat, at the request of Cheap Hill citizens.

Much encouragement to the association members resulted from the talk by V. A. Bradley, of Robertson County, assistant commissioner of agriculture for Tennessee, whose theme was co-operative marketing. Mr. Bradley said among other things that agriculture is just starting to do what industry did years ago, organize to put its products on a commodity basis. He predicted a bright future for co-operative marketing, and particularly for the tobacco end of the game.

Mr. Bradley is scheduled to speak here at the meeting of the Montgomery County central contact local on the fourth Saturday in September.

Laurin Edmondson, local assistant in the Field Service Department, reports that the district locals in Montgomery County continue to hold enthusiastic meetings and that a number of contracts have been signed at these meetings.—PRESS SERVICE BUREAU.

Polish Farmers May Grow

WASHINGTON, D. C., Sept. 1.—The Department of Commerce has received word that previous rulings whereby farmers in Poland were authorized to grow tobacco if they would secure their seedlings from the Government only and would sell their entire crop to the state at a price fixed by the latter, have been modified. The Ministry of Finance now provides that tobacco grown under permits, while it may not be sold or given away to private consumers, may be retained by the grower for his own personal use and is not subject to compulsory purchase by the Government. The area for this purpose is not to exceed 10 square meters for each planter.—LAMM.

Clown Cigarettes and Old Hill Side Smoking

Manufactured by Axton-Fisher Tobacco Co. Incorporated Louisville, Kentucky, U. S. A.

SMITH & SCOTT TOBACCO CO.

(Incorporated)

Manufacturers of Plug, Twist and Smoking.

SILVER TIP — TURKEY TWIST — BLACK WAXIE — PRIDE OF DIXIE

Write for samples and prices.

PADUCAH KENTUCKY

W. R. NAGEL & CO.

Dealers and Brokers on All Western Markets

Western District, Clarksville and Springfield Tobacco

OFFICE AND FACTORY: NINTH & FINDLAY STS., PADUCAH, KY.

O. H. ELLIS & CO.

Leaf Tobacco Brokers and Dealers

Export types, spinners, wrappers, binders, fillers, cutters, and Italian Manufacturing types

SPRINGFIELD, TENNESSEE

The Market Which Furnishes the Finest Grades of Dark Fired Tobaccos

Cable: Kennedy Codes: Arnold's 5 and 15, A. B. C. 5th Edition

W. B. KENNEDY

PADUCAH, KY., U. S. A.

Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips

Business Solicited on Orders for Commission

Factories: Paducah, Ky., Murray, Ky., Mayfield., and Martin, Tenn.

WIRE HOOPS

We Are Manufacturers

Special Soft Wire Quick Shipments

W. F. Robertson Steel & Iron Co.

Cincinnati, Ohio

Wm. L. Burford & Co.

LEAF TOBACCO BROKERS

Headquarters 1000 W. Main St. LOUISVILLE, KY.

Branch Factories on Loose Leaf Markets in Both Burley and Dark Sections.

Orders and Correspondence Respectfully Solicited

FRIEDBERG BROS., Inc. LEAF TOBACCO

Dealers in All Kinds of

BRANCHES

N. Y. Office, 185 Canal St.

311 S. Charles St., Baltimore, Md.

1025 W. Main St., Louisville, Ky.

Barnesville, O.

We operate in all principal markets of Virginia, Carolina, Kentucky, Maryland, Tennessee and Ohio

Leaf Tobacco

Virginia
Carolina
Kentucky
Tennessee
Chinese

Communicate With Us Before Buying

China American
Tobacco and Trading Co.

Rocky Mount, N. C.
Cable Address: Chimerica

New York Offices
Cunard Building
25 Broadway, N. Y.

Pennsylvania Tobacco Market in "Healthy" Shape

More Activity and Business Than Since First of Year—Many Prospective Buyers Seek Large Quantities—Jobbers Doing Considerable Buying—Interesting Cigar Data.

LANCASTER, Pa., Sept. 10.—The Lancaster tobacco market is in excellent shape at the present time, and is showing more activity and business than at any time since January 1. The waning summer months do not find weaker buying as the new crop goes into the sheds, and inquiries for samples, as well as actual sales of goods, are many.

A steady stream of requests is continually pouring into Lancaster, packers report, and many of the interested buyers state that they are in the market for comparatively large quantities of Pennsylvania. Particular interest is being displayed in binder goods, and the majority of the requests for samples are for that grade. Low grades are also finding sale and, on the whole, the condition of the market is what the trade designates as very "healthy."

Jobbers in Evidence

A large percentage of the buyers are jobbers from every section of the country who need the Pennsylvania for their manufacturing customers. The fact of cigar leaf being in demand in this quarter is a reflection, no doubt, of the stimulus given to the small manufacturing interests for the Christmas trade. The increase in business for these smaller cigarmakers makes itself felt almost at once in the quickened flow of small orders from the jobbing trade and, while it is a question as to how long the available supply of this class of tobacco will last, it is quite certain that there will not be a shortage.

Cigar Figures Compared

Figures from the local revenue office on the sale of tax stamps for the month of August indicate a continued falling-off of Lancaster's output of cigars in all classes except the Class B article, which retails at eight cents or two for fifteen cents. Following are the figures of production, showing the relation of business this year ago with that of today:

Cigars	Aug., 1922	Aug., 1923
Class A	7,289,660	3,383,860
Class B	6,365,900	6,588,120
Class C	3,639,410	3,600,780
Class D	3,110	100

A slight increase in the production of Class B cigars may be noted while the output in Class C has dropped somewhat. These two classes, however, show materially the same figures for the two years while it is the higher priced and the cheap cigars that show the effects of the mild revolution being wrought in the cigar industry. The low priced Class A article has exhibited a drop of about 50 per cent during the twelvemonth, while the expensive Class D cigar has suffered even more. The gross revenue receipts on cigars and tobacco show a drop of $21,835.83 from August, 1922, to August, 1923.

Human nature is popularly supposed to run to the extremes and to show a desire for nothing near the average, but this is undeserved satire if the data on cigar consumption is to be taken as an indication of preference in smoking.

Numerous Transactions Take Place

Numerous sales during the past several weeks have resulted from the stimulated interest in Lancaster grown cigar leaf. Amos Cooper, of Landisville, sold a quantity of high grade 1922 tobacco to Charles Cole, of Lancaster. The amount of this sale ran about 500 cases, but the price was not made public.

Binders have been the chief source of interest and are being shipped from nearly every packing establishment in the city and county. Some merchants, however, no longer have any of this grade of tobacco and a few of the orders have been forced to go a-begging. L. H. Nolt, of Lancaster, has sold over 300 cases of binder tobacco during the past two weeks.

New Warehouse in Prospect

The purchase of a large tract of land from B. F. Davis and Louis Spencer by John L. Reist, a Lancaster packer, presages a new tobacco warehouse for this section. The land is located at the corner of North Water and West Liberty streets and is a plot 123 feet by 90 feet in size. It is said that Mr. Reist contemplates the erection of a large warehouse on this site in the near future which will add materially to the packing facilities of the city. Mr. Reist is well known in local tobacco circles and has been packing cigarleaf for a number of years. His operations hitherto have been limited to about five or six hundred cases a year, but it is more than likely that he will handle a considerably larger quantity of tobacco in the future.—KEYSTONE.

Baltimore Market

BALTIMORE, Md., Sept. 6.—Gieske & Niemann, leaf tobacco merchants, referring to the hogshead leaf tobacco transactions, say:

MARYLAND.—We have to report for the past week, receipts of 1,790 hogsheads, with sales of 1,634 hogsheads. All grades in demand.

OHIO.—Nothing to report.

Association Data

The Leaf Tobacco Association of Baltimore City issues these statistics for the week ending Sept. 5:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date	Same 1922
Maryland	1,812	19,034	20,846	19,307	19,843
Ohio	...	961	961	883	529
Total	1,812	19,995	21,807	20,190	20,372

Reinspections this week: Maryland, 13; to date, Maryland, 1,539; Ohio, 78.

Deliveries

	Maryland: Coastwise and Domestic	Maryland: Foreign	Maryland: Total	Ohio	Total
This week	217	220	437	....	437
Previously	4,186	10,495	14,681	1,250	15,931
	4,403	10,715	15,118	1,250	16,368

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1	9,590	3,025	12,615
Receipts since	19,307	883	20,190
	28,897	3,908	32,805
Delivered since	15,118	1,250	16,368
Stocks today	13,779	2,658	16,437

Sales

	Maryland	Ohio	Total
This week	1,534	....	1,534
Previously	13,444	1,105	14,549
Totals	14,978	1,105	16,083

Additions to Chemical Exposition Program

Exhibits by the Bureau of Standards which were shown at the Brazilian Centennial Exposition in Rio de Janeiro early this year are to be on view at the Chemical Exposition at the Grand Central Palace, New York, week of September 17.

THE MEADS TOBACCO CO.
If It's TOBACCO We Have It
RED LION, PA. U. S. A.

W. K. Gresh & Sons
NORRISTOWN, PA.
Manufacturers of
The MEDITATION Cigar

Write Us if you need
PENNSYLVANIA
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Growers and Packers of
CHOICE CIGAR LEAF TOBACCO
Packing Houses, LANCASTER & FLORIN
Main Office, FLORIN, Pa.
Critical Buyers always find it a pleasure to look over our samples
Samples cheerfully submitted upon request

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PENNSYLVANIA TOBACCO
All Lancaster County Grown
The Cream of the Rich Northwest Section
MT. JOY FARM PRODUCTS CO., Inc.
Co-operative Packers and Jobbers
MT. JOY, PENNSYLVANIA

CIGAR FACTORY EQUIPMENT
CIGAR MOLDS
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SUCTION TABLES
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SCRAP CUTTERS
TOOLS AND SUPPLIES
THE MILLER, DUBRUL & PETERS MFG. CO.
CINCINNATI, OHIO.

D. DREUX, Inc.
Successors to Wm. Quanjer, Inc.
Importers of Sumatra and Java Tobacco
Telephone John 2700 136 Water Street, New York

MOST GOOD MILD CIGARS

Contain Porto Rican Tobacco

At last Porto Rican Tobacco is being accorded its proper position by Cigar Makers and Smokers alike. No longer is it necessary for the Manufacturer of a good, mild Cigar to deceive the public by advertising it as a "Mild Havana."

Numerous publicity campaigns are helping to acquaint the Smoker with the fact that an all Porto Rican Cigar or one in which the Tobacco from that Island is blended with other tobacco, makes the ideal smoke—mild yet fragrant; free-burning and rich in body but not heavy. In fact, it is claimed that a Porto Rican Cigar can be partially smoked, relighted and finished the following day with practically the same satisfaction.

The Porto Rican Government

Has established in this country a Tobacco Guarantee Agency which is conducting an intensive educational campaign to both Manufacturer and Consumer.

Cigar Manufacturers can now tell the origin of Leaf or Scraps sold as Porto Rican by examining the Guarantee Stamp affixed to every barrel or bale.

WHITE: Guarantees it to be pure Porto Rican Tobacco.
BLUE: That it is only part Porto Rican Tobacco.
PINK: That it contains no Porto Rican Tobacco.

Send for the illustrated booklet, "The Story of a Porto Rican Cigar"

GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

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PORTO RICAN

IN-LAND TOBACCO

Juncos, Porto Rico

Correspondence and Inquiries Solicited

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Calamares —*Sept. 5*
Park & Tilford — 4 cases

S. S. Siboney —*Sept. 5*

	Cases
Park & Tilford	27
Grosvenor Nicholas & Co.	11
Central Union Trust Co.	27
B. Wasserman Co.	11
United Cigar Stores Co.	13
Benson & Hedges	4
G. S. Nicholas & Co.	5
Stearn Co.	2
Sheldon & Co.	1
G. J. Gundlach	1
N. Y. & Cuba Mail S. S. Co.	44

S. S. Pastores —*Sept. 10*
Park & Tilford — 7 cases

Tobacco from Cuba

S. S. Calamares —*Sept. 5*
United Fruit Co. — 300 bales

S. S. Siboney —*Sept. 5*

	Bales
J. Bernheim & Son	150
Foreman National Bank	15
Max Schwarz	174
J. Rodriguez & Bro.	9
J. Sutter & Sons	12
E. P. Cordero & Co.	20

	Barrels
American Cigar Co.	66
Selgas & Co.	29
E. P. Cordero & Co.	10
H. Duys & Co.	5
Max Schwarz	34
W. K. Gresh & Son (Norristown, Pa.)	10
Hamburger Bros. & Co.	3

	Packs
J. Bernheim & Son	202
Yokum Bros. (Reading, Pa.)	15
Congress Cigar Co. (Philadelphia)	424
N. Y. & Cuba Mail S. S. Co.	409

Cigars from Porto Rico

S. S. San Juan —*Sept. 5*

	Cases
Porto Rican American Tobacco Co.	48
United Cigar Stores Co.	44
Infanzon & Rodriguez	10

S. S. San Lorenzo —*Sept. 6*

	Ca
Porto Rican American Tobacco Co.	
United Cigar Stores Co.	
Villar, Lanza & Co.	
E. Fernandez & Co.	
M. A. Andrè	
Royal Bank of Canada	
F. Bonilla & Co.	
Porto Rico Express Co.	

Tobacco from Porto Rico

S. S. San Juan —*Sept*

	Ba
J. B. Lichtenstein & Co.	
M. Madera	
Pedro Costa	5 barr

S. S. Helen —*Sep*

	Ba
Strouse & Holzman	12 ba
Max Gans' Sons	103 barr

S. S. San Lorenzo —*Sep*

	Ba
Rosenstadt & Waller	
Villar, Lanza & Co.	
Stern-Mendelsohn Co.	
G. H. P. Co. (Philadelphia)	
M. Winter & Co.	
American Sumatra Tobacco Co.	
M. A. Andrè	
J. Cohn & Co.	
Leo Hirsch	
Industrial Leaf Tobacco Co.	
Equitable Trust Co.	
Portocuba Corp.	
Ruthenberg, Derizanz & Co.	
Theyskens & Shaw	

	Barr
American Sumatra Tobacco Co.	
Rosenstadt & Waller	
Durlach Bros., Inc.	
Stern-Mendelsohn Co.	
G. H. P. Cigar Co. (Philadelphia)	
M. Winter & Co.	
M. A. Andrè	
J. Cohn & Co.	
Leo Hirsch	
Industrial Leaf Tobacco Co.	
Portocuba Corp.	
Ruthenberg, Derizanz & Co.	
A. Riera & Co.	
Pedro Costa	
J. Marqusee & Son	
M. Lopez & Co.	
Porto Rico Express Co.	1

LEO HIRSCH

Grower and Packer

PORTO RICO TOBACCO

Warehouses: **MARTIN PENA, PORTO RICO**
Office: **173 WATER ST., NEW YORK**

AIXALA & CO.

Packers and Dealers of Havana Tobacco

ALSO PORTO RICAN TOBACCO

New York Office **M. A. André 169 Front St.**
Havana Office **Corrales 6, 8 and 10**

Tobacco from Rotterdam

S. Ryndam —*Sept. 5*

	Bales
Duys & Co	176
tus, Muller & Co	49
Rosenwald & Bro	18
Bornholdt & Co	51

	Cases
Duys & Co	3
Van Doorn	93

S. Nieuw Amsterdam —*Sept. 8*

	Bales
Duys & Co	371
Bornholdt & Co	31
Rosenwald & Bro	10
. Waxelbaum & Co	3

	Cases
ral Cigar Co	60
Maier	10
Duys & Co	40

Tobacco from Hamburg

S. Orduna —*Sept. 5*
Taylon Tobacco Co.....955 bales

S. Tyrrhenia —*Sept. 7*
. Schulte, Inc.....1 case

S. Ohio —*Sept. 8*
. Marcoglon.....1,201 bales

Tobacco from London

S. Saxonia —*Sept. 7*

	Cases
r, Coe & Gregg	4
& Tilford	1
Order	1

Tobacco from Southampton

S. Leviathan —*Sept. 5*

	Cases
r, Coe & Gregg, Inc	5
ed Cigar Stores Co	2

Tobacco from Glasgow

S. Columbia —*Sept. 5*
venor Nicholas & Co.....4 cases

S. Cameronia —*Sept. 10*
Dunhill, Inc.....1 case

Tobacco from Trieste

S. West Lashaway *Sept. 6*
ett & Myers Tob. Co....1,700 bales

Tobacco from Palermo

S. Giuseppe Verdi —*Sept. 8*
an Tobacco Regie.....140 cases

Tobacco from Osaka

S. Mayebashi Maru —*Sept. 4*
Shokai .....1 case

Cigars from Manila

S. Diomed —*Sept. 10*

	Cases
ring & Co	21
W. Peabody & Co	10
rieder & Son	3

Cigars from Jamaica

S. Sama —*Sept. 5*
sh American Tob. Co.....5 cases

Cigarettes from Southampton

S. Ohio —*Sept. 8*
. Towner.....1 case

Cigarettes from London

S. President Garfield —*Sept. 5*
r, Coe & Gregg, Inc.....1 case

Cigarettes from Bremerhaven

S. President Roosevelt —*Sept. 6*
sternberg .....2 cases

Cigarette Paper from Le Havre

S. S. La Savoie —*Sept. 5*
British American Tob. Co.....40 cases

S. S. Waukegan —*Sept. 7*
Rose & Frank.....80 cases

Cigarette Paper from Bordeaux

S. S. Collamer —*Sept. 10*
American Tobacco Co.....1,450 cases

Cigarette Paper from St. Nazaire

S. S. Collamer —*Sept. 10*

	Cases
R. J. Reynolds Tobacco Co	920
de Mauduit Corp	273

Cigarette Paper from Antwerp

S. S. Leeland —*Sept. 8*
P. J. Schweitzer, Inc.....25 cases

Cigarette Paper from Lisbon

S. S. Asia —*Sept. 5*
Zorro Tobacco Co.....24 cases

Briarwood from Marseilles

S. S. Asia —*Sept. 5*
A. & J. Vassas.....625 bales

Briar Pipes from Le Havre

S. S. La Savoie —*Sept. 5*
Bank of United States.....2 cases

S. S. Rochambeau —*Sept. 6*
D. A. Schulte, Inc.....28 cases

Briar Pipes from Rotterdam

S. S. Ryndam —*Sept. 5*
A. B. Newman & Co.....3 cases

Briar Pipes from London

S. S. Minnewaska —*Sept. 10*
D. A. Schulte, Inc.....5 cases

Clay Pipes from Glasgow

S. S. Cameronia —*Sept. 10*
Thomas & Pierson.....31 packs

Clay Pipes from Rotterdam

S. S. Nieuw Amsterdam —*Sept. 8*
A. B. Newman & Co.....4 cases

Clay Pipes from Hamburg

S. S. Ohio —*Sept. 8*
F. Murray Hill & Co.....50 packs
do .....41 cases

Smokers' Articles from Southampton

S. S. Olympic —*Sept. 5*
F. Murray Hill & Co.....14 cases

Cigarette Holders from Rotterdam

S. S. Nieuw Amsterdam —*Sept. 8*
A. B. Newman & Co.....3 cases

Tobacco Mats from Rotterdam

S. S. Nieuw Amsterdam —*Sept. 8*
B. Van Leer.....21 bales
do ..... 1 pack

Licorice from Rotterdam

S. S. Ryndam —*Sept. 5*
To Order .....167 bags

Licorice from London

S. S. Minnewaska —*Sept. 10*
J. L. Hopkins & Co.....1 bale

Gum Tragacanth from Hamburg

S. S. Hansa —*Sept. 8*
Brown Bros. & Co.....74 bags

Gum Tragacanth from London

S. S. President Garfield —*Sept. 5*
Brown Bros. & Co.....235 bags

Gum Tragacanth from Southampton

S. S. Aquitania —*Sept. 7*
To Order .....20 cases

CODES: A B C 5th EDITION
CABLE: COSTACO P. R.
CABLE: PEDCOSTA, N. Y.

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Packer of

HIGH GRADE INLAND PORTO RICO STRIPPED FILLERS

Packed in JUNCOS by ARTURO COSTA

Porto Rican Office: Juncos
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PORTO RICAN TOBACCOS
144 Water Street, NEW YORK Tel. John 2821
Warehouses & Plantations: AIBONITO—COMERIO—GURABO



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Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.
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Porto Rican Leaf Tobacco—Exclusively Inland
MANATI, PORTO RICO

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ALONSO RIERA & CO., Inc.
THE TOBACCO PALACE
58-62 Tetuan St., San Juan, P. R.
Importers and Exporters of Leaf Tobacco
The oldest tobacco house in Porto Rico

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Packers of
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Main Office: San Juan, Porto Rico
New York Office: 126-128 Maiden Lane

Warehouses: Caguas, P. R.
ISIDORE COHEN
PACKER OF
PORTO RICO TOBACCOS
147 WATER STREET NEW YORK, N. Y.

Cable "Rodevia" Code A. B. C. 5th Edition
Bayamon, P. R.
RODRIGUEZ, HEVIA & CO.
Barrio Nuevo, Bayamon, P. R.
GROWERS, PACKERS and STRIPPERS of PORTO RICAN TOBACCO
Specialty—Comerio and Naranjito Tobacco

EL PRODUCTO

IT'S the distinctive character of the El Producto blend that holds the smoker to El Producto. He knows from experience that the quality never varies.

Be sure you line 'em up in the case and reap the benefits of El Producto advertising.

G. H. P. CIGAR CO., Inc.
Philadelphia, Pa.

New York Branch
131-135 Prince Street

Indianapolis Branch
235 E. Ohio Avenue

Detroit Branch
2130 Grand River Avenue



Puritano Fino
13c or 2 for 25c

10c straight
Bouquet

13c or 2 for 25c
Puritano Fino
Blunt

15c straight
Panatela
Favorita **Corona**

3 for 50c
Escepcionales
Queen **Quaker**

30c straight
Supreme

Escepcionales 3 for 50c

for real enjoyment

MARSHALL FIELD

NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets ***Philadelphia, Pa.***

Philadelphia Enjoyed An "Elongated" Holida

Cigar Production During the Week Was Curtailed As Resu of Lengthened Lay Off—Retail Trade Making Some Gai —Country Jobbing Business Better Than Local.

PHILADELPHIA, Sept. 11.—The Labor Day Celebration continued during several days of the week, by many of the higher-paid hands in the Philadelphia factories, with the result that production was to that extent held back; now, however, that the vacation season is over, there is considerable speeding up of output. The gain which the big makers have been able to secure has been at the expense, to some extent, of the smaller ones, for the reason that there has been no substantial increase in the number of city hands and larger employment in one place means that the available supply must be drawn from another. However, since business more and more is becoming concentrated in the plants of the big producers, the realignment of forces is only in harmony with shifting trade conditions. A comparatively small number of accessions have come from the country districts nearby, but this is not a large element in the situation and has only slightly relieved the existing shortage.

Retail Business Picking Up Speed

Immediately following the holiday of a week ago the retail trade found some falling off in business, but towards the close of the week the loss was recouped, and the start of the present week indicates that the gain will be continuous. Sales in the stores of the centrally located dealers are not yet quite up to the mark of their expectations but the tendency of the buying is unmistakable, and there is no apprehension on the part of any of them that the prosperous days so long anticipated are on the eve of arrival. Jobbers report country trade as much better than the local. The leaf market is on the whole in a very satisfactory condition in view of the exceedingly high prices which maintained all along the line. All of the local cigar manufacturing establishments are now working at nearly the peak of possibilities and they look for a long continuance of the present very active market for boxes. It is believed that this year there will be an increased demand on the part of manufacturers for 40ths.

A "Bomb Business"

A bomb exploded at an early morning hour during the week in front of the cigar store of Reba Schwartz, 471 North 9th street, damaging the property to a considerable extent and causing consternation in the neighborhood. No serious injury, however, was done to any of the residents. Fragments of the bomb and pieces of lead wire were found by detectives and it is hoped will serve as a clue to the identity of the perpetrators.

Return of Adolf Loeb, president of K. Straus & Co., Third and Vine streets, who for the past three months has been sojourning in Europe, is anticipated by the headquarters by the middle of September. When last heard from Mr. Loeb was visiting in Czecho-Slovakia. Herbert Rheinstone is touring New York State. George Kauffman, of the firm, has returned from a visit to the Baltimore trade.

Increasing Forces

Increased employment forces have been made at the factory of F. C. Shieble Co., 2331 North Eighth street, for the production of Clytus, on which the firm is concentrating production under the supervision of Durban Acker, who for many years was connected with the importing grocery firm of Finley Acker Co., and who took over the Shieble business upon severing his connection with that firm over four years ago.

Branching Out

For the first time Dependo, the brand of long manufacture but recently added to the Associated Cigar Manufacturing Co., 1039 Race street, which formerly was made by the Smith Cigar Co., of Reading, whose factory is now controlled by the Associated Co., is to be introduced for the first time in its business history of over forty years the trade in the middle west. This mon the Associated Co. is to place on sales force a representative who w specialize in the middle western states the sales of Pependo and Reyoma. Th long enjoyed a patronage in that sectio Reyoma heretofore has been confined the Chicago, Cleveland, Detroit and oth Great Lake sections, but is to have territorial sales expanded throughou other western states.

A New Packing

There is being placed on the market new package of 44 cigars in cans pack one-twentieths and in the Invincible sha with an attractive lithographed receptac for this new shape. It is being market through the 44 Sales Corporation of t Consolidated Cigar Corporation, and d tributed from headquarters at 11th Wharton streets. The new Invincil shape has been on the market but tv months but so popular has been its i troduction that production cannot keep with demand and there has been added the factory forces additional hands speed up the filling of orders. This we the 44 Sales Corporation is introduci a new window display for Adlon, co sisting of three pieces, the center a lif like figure of a man smoking an Adlo with its two side pieces of an ash tr on which rests a cigar and a large lif like box of Adlons on a table. All a in easel style and can be used as a s window feature or in combination wi Adlon cigars. It is in fourteen colo five by three feet. H. T. Walsh, w for many years has been connected wi the sales force of the 44 Corporation, h resigned from the organization, followi a nervous breakdown. C. W. Kee formerly with the General Cigar Co., a lately with the Congress Cigar Co., h taken over the duties of Walsh and w cover the main line territory.

Concentrating on Bellfair

With the return of cigarmakers fr the Summer vacation the B. G. Da Co., which recently took over the facto of Sig. C. Mayer, at 306 Cherry stre and remodelled and modernized the bui ing into a factory for the Schulte bran is now concentrating production on Be fair and will increase its force by t addition of another hundred and twent five expert cigarmakers. There are n employed in the factory three hundr workers under the supervision of Lo Stein, who is the local superintende Mr. Stein has returned from a thr weeks' vacation spent in Atlantic City

Starting Fall Campaign

Jacob L. Kraus, vice-president of A tonio Roig & Langsdorf, 317 North 7 street, who has been spending his vac in Maine, returned to his desk last wee The sales force of Roig & Langsdo started out on its Fall itinerary aft Labor Day, to push the sales Girard. E. L. Weil, of the sales organiz tion, will cover New York, Pennsylvan and Michigan territory. So popular h proved the newly introduced Epic, a te cent size in the Blunt Panatella shape the Girard brand, that orders are pilin up beyond the capacity of the plant to f them. It comes packed in fifties and w introduced a month ago. It is arrang in a thirteen top packing, which mak an attractive display box, making it feature of saleable qualities wherever is shown. Simon Dietz, sales manage spent last week as part of his vacati in Atlantic City.

Bayuk Activities

Louis A. Kramer, of Bayuk Cigar Inc., has returned to his desk from automobile trip through New Englan Thad. W. Griffin, Virginia representati of the corporation, is at his home Chester, Va., suffering from a brok ankle sustained by a fall while on h grounds in the Virginia mountains. had to be carried for two miles befo

railroad station could be reached. adquarters were visited last week by Goldbloom, of the Federal Tobacco , a distributor of Bayuk products in Pittsburgh district.

Samuel Magen, long engaged in the ail tobacco business in this city, has ed the store at the southwest corner Tenth and Arch streets.

York County News

ORK,. Pa., Sept. 10.—Charles E. ckinger, son of Mrs. Ellen Block- r, senior member of the firm of C. N. eman & Co., cigar manufacturers, . Lion, died September 4 of uraemic oning. He was stricken the evening re and fell over unconscious in the l at his home. The deceased was 41 rs old and leaves the widow; a sister, . C. N. Foreman, and a foster sister, . Charles Reichard, all of Red Lion. consequence of Mr. Blockinger's h, the Foreman factories in the ty were closed four days.

Filmot Raub, cigar manufacturer, lastown, met with a peculiar accident ntly, as a result of which he sustained adly lacerated right eye. Mr. Raub removing the bung from a barrel n it suddenly shot into the air, strik- his glasses, the fragments of which into his eye. A York eye specialist is attending Mr. Raub states he will lose the sight of the eye.

he employes of the A. C. Frey Cigar of Red Lion, were given an outing ntly at Long Level.

Burley Elections

EXINGTON, Ky., Sept. 9.—The 90,000 wers of Burley tobacco in the states Kentucky, Ohio, Indiana, West Vir- a and Tennessee, who are members of Burley Tobacco Growers' Co- rative Association will go to the polls ne various county seats of these states rday, September 15, and elect dele- s to district conventions, which in will elect directors of the associa- for the ensuing year.

he election will be held between the rs of 8 a. m. and 4 p. m. and grow- need not be present in person or at polls to vote, but may send their bal- to the election officers, who were cted at mass meeting September 1, or l the ballots to these officers.

he election next Saturday is the third be held by the association. In the election, in the Fall of 1921, shortly r the association was organized, a ot was mailed to each member of the ciation. This, however, was found expensive method of holding the elec- and it was not followed in the elec- of 1922, nor this year, but every r who sends for a ballot to the elec- officers, either by mail or through a senger, will receive a ballot.

here are twenty-two directors to elect he district convention which will be Monday, September 17. Except in w of the districts, the present di- ors of the association are likely to be rned unopposed. The twenty-two en will elect the officers, including e directors-at-large, at the first meet- of the new board October 3.

he first year of its operation the Bur- Tobacco Growers' Co-operative As- ation sold for its members about 000,000 pounds of tobacco at an av- e of about 21 cents a pound. The nd year it sold 163,000,000 pounds at dvance estimated at 7 cents a pound the 1921 crop sales, and has on hand t 37,000,000 pounds of the 1922 crop ld, constituting the best grades of the crop. About 80,000,000 pounds, it eported by warehouses and state de- ments, were marketed by growers members of the association in 1922. The previous year these outside growers sold 57,000,000 pounds.

Tennessee and Missouri growers will be represented by a delegate in the new board of directors until such time as the by-laws of the association can be so changed as to permit of the election of a director for each of these states. Four eastern Ohio counties which joined the association this year will not hold elections, as the representation is based on the amount of tobacco delivered in the previous year, each county being permitted to send a delegate for each million pounds or major fraction of a million pounds delivered to the association.—PORTER.

Co-ops to Get Second Payment

HOPKINSVILLE, Ky., Sept. 8.—A second payment of approximately $850,000 will be distributed to the Green River members of the Dark Tobacco Growers' Co-operative Association as soon as the checks can be made up in the headquarters office. This announcement was made following a meeting of the Executive Committee which decided that a payment of this size, 40% of the first distribution, could be made.

The Green River District is the only one which has not received a second distribution of funds this summer. The One Sucker growers received their second allotment on May 15, and payments to the Stemming and Dark Fired Districts followed on July 15 and 30 respectively.

At the last meeting of the Board of Directors, Charles A. Rogers of Owensboro pointed out the need of funds in Daviess County and asked that the question of a second payment be considered. The Board then referred the matter to the Executive Committee with power to act. There are approximately 10,000 members of the Pool in the Green River District.

"Turkish" Tobacco Outlook

WASHINGTON, D. C., Sept. 10.—In a report to the Department of Commerce from Vice Consul Corafa at Athens, he stated that on account of the arrival of refugees, estimated to be about 150,000, from various tobacco producing districts, who have been distributed throughout Greece, Macedonia, the Greek Archipelago, and the Peloponesus tobacco producing districts, the tobacco crop this year is estimated to yield about 183,115,350 pounds. This is an increase in production of more than 70,000,000 pounds over the highest yield ever before reached. The increase has also been due to favorable weather conditions and advantageous marketing prices. The conditions of the growing crop are excellent, but the success of the crop depends on sufficient rainfall during the next three months.

The production of Greece for 1920, 1921 and 1922 was 69,849,565 pounds, 49,863,240 pounds and 38,936,700 pounds, respectively. It is probable, however, that with the exodus of such a large number of the tobacco growing population from other countries of Southeastern Europe, the production in these respective countries will show a decline for the present year and there will not be as large a crop of the so-called Turkish tobacco as a whole as the report from Greece would indicate.

According to a subsequent report from C. E. Dickerson, clerk to the Trade Commissioner at Athens, the Ministry of National Economy is apprehensive regarding the successful marketing of the present crop of tobacco, and measures are being considered for the protection of the tobacco trade in order to circumvent a crisis in the marketing of tobacco such as obtained in the market for currents during the past season.—LAMM.

Tie to a winner

and increase your cigar sales and profits.

Girard is a winner—a cigar with a national reputation and prestige. A cigar men buy and buy again and again.

Display Girards on your case and watch how quickly they sell. Tie to a winner, for profit's sake.

Antonio Roig & Langsdorf
Established 52 years PHILADELPHIA

GIRARD
America's foremost cigar



Protect that Delicate Aroma

Safeguard your cigars, cigarettes and tobacco by packing them with Diamond F Protective Papers. Good both as an inside or an outside wrapping.

Diamond-F
PROTECTIVE PAPERS

GLASSINE—is noted for its fine transparency and grease proof qualities. This paper is free from wax and is particularly adapted for the tobacco trade. It can be had in either plain or beautiful embossed sheets of various designs. Write today for samples and a quotation on an attractive protective paper that will safeguard your goods and save you spoilage losses.

Diamond-F

Diamond State Fibre Company
Bridgeport (Near Philadelphia) Pa.
In Canada: Diamond State Fibre Co. of Canada, Limited
245 Carlaw Ave., Toronto, Ont.

Five in Foil 25c.



Ten in Tin 50c.

Tins of 25 and 50 as well. Four inches of a 25c. cigar

ALSO MANUFACTURERS OF
FLOR DE MOSS LA TERESA SAY-SO

KRAUS & CO., Inc.
BALTIMORE, MD.

AMERICA'S FINEST LABELS
GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request

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68 No. Fourth St., Phila. Pa.

Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N. Y.

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

TOBACCO MERCHANTS ASSOCIATION OF THE U.S. TMA

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Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

Legal Lore

(*Continued from page* 12)

signature, nor is it a signature if I put it on a brass plate and tack it over my door. But when I put it after "Yours respectfully," at the bottom of a letter, I at least appear to intend to use it as a signature. The only trouble about it to the person seeking to hold me responsible on it as a signature, is that he will have to prove that I put it there directly or by an authorized agent.—*Copyright, 1923, by Elton J. Buckley.*

What the Uniform Sales Act Is

A correspondent suggests that I write something about the Uniform Sales Act. It is a long and minutely detailed statute covering every phase of the sale of merchandise, having seventy-nine sections. Of course, I could not go very far into it within the limits of an article like this, but may be able to say something which will make the subject more familiar than it was before.

The Uniform Sales Act is one of a group of uniform acts bearing on business which a national organization of commercial men and lawyers is asking all the States to enact in order to make uniform the laws of the different States. The uniform partnership act is another of the group, and the uniform negotiable instruments act is a third.

All business houses who do business in more than one State will understand the enormous benefit that ensues when the law of all those States is uniform. This has not been the case until recent years, and in consequence various questions of law have many times arisen, such as (1) under the laws of what State was the contract really executed; (2) if the contract was made in one State, to be performed in another, and the laws of the States are different, which law governs? These questions arise in connection with all phases of sales: whether there was a legal contract, binding both parties, in the beginning; when delivery took place; what warranty was given; sellers' or buyers' liability in case of breach, measure of damage in case of breach, and a great variety of other questions. Not long ago I had a case involving the legality of a promissory note, in which I was compelled to search the law of four States, one of the parties having lived in each for a time, and the laws of each differing from all the others.

You can see how the situation is simplified by having all the States pass the same law. Naturally, questions will arise under the uniform statute also, but these will be limited to the legal questions arising out of the merits of the transaction. Nobody has to spend time finding out what law applies, and all the questions growing out of such difficulty are eliminated.

The Uniform Sales Act I regard as the most useful of all the uniform statutes, because it affects more transactions. So far as most of the twenty-six States in which it is in force are concerned, it embodies nothing radically new, because most of its provisions embody the weight of opinion as it existed before. Its importance lies in the fact that it represents a complete legal code for buying and selling merchandise, comprehensive enough to answer practically every question of law which can arise in sales transactions.

As I have said there are seventy-nine sections, and I could not even give their headings here. Generally speaking, however, they cover the making of a contract of sale, what the law is when goods sold are destroyed before delivery, definition of express warranty, meaning of the different kinds of warranties, sale by sample, when property in the goods passes to buyer, how to reserve title when you ship the goods, who has the risk of loss during the shipment, creditor's rights against sold goods in seller's possession, passing bills of lading, etc., delivery acceptance, delivery of the wrong quantity, delivering on installments, right to examine the goods, what constitutes acceptance, buyer's liability toward goods which he has rejected, remedies of an unpaid seller, when the right of lien can be exercised, stopping goods in transit, reselling goods after rejection, action for damages when the buyer refuses to take, action for failure to deliver, remedies for breach of warranty, etc. These are the high spots of the act.

One of the most important provisions in it is section 4, which is important enough to reproduce verbatim:

"Section 4. First, A contract to sell or a sale of any goods or choses in action of the value of $500 or upwards shall not be enforceable by action unless the buyer shall accept part of the goods or choses in action so contracted to be sold or sold and actually receive the same, or give something in earnest to bind the contract or in part payment, or unless some note or memorandum in writing of the contract or sale be signed by the party to be charged or his agent in that behalf."

This provision was practically lifted from the old statute of frauds as it is called which in some form is in force in all the States so far as I know. The statute of frauds comes to us from England and covers what contracts, in order to prevent fraud, must be in writing. Contracts for the sale of personal property above a certain amount (this varies in the different States) must be in writing if not partly executed. Taking this provision from the decidedly un-uniform statutes of frauds and putting it in the Uniform Sales Act is one of the most useful things the latter act does.

Section 4, above set forth, is incredibly neglected by business men of all classes. They do not usually look ahead to see what their position will be if the other party attempts to repudiate the contract. Contracts partly executed by delivery and acceptance of the goods, or by partial payment, are usually enforced easily enough, but if there has been no delivery, acceptance or payment, the question is, "was there a sufficient note or memorandum signed by the party to be charged," who is in every case the party who is trying to get out of the contract. Such a note doesn't have to be signed by both parties, but it must contain all the terms of the deal.

The Uniform Sales Act is in force in the following States: Alaska, Arizona, Connecticut, Idaho, Illinois, Iowa, Rhode Island, Tennessee, Wisconsin, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Nebraska, South Dakota, Utah, Wyoming, Nevada, New Jersey, New York, North Dakota, Ohio, Oregon, Pennsylvania, Vermont.—(*Copyright, 1923, by Elton J. Buckley.*)

Covering the West

E. A. Dinnsen, of the Industrial Leaf Tobacco Co., is in the middle west, displaying samples of high-grade Porto Rican tobacco to the leading cigar manufacturers in that section.



In Perfect Condition

BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.

MADE BY
RACINE PAPER GOODS CO., Racine, Wis.

Tobacco Comes High

Dr. J. J. Galloway writes from Tampico, Mexico, that Prince Albert tobacco sells for 40 cents a can, while the price in the States is 15 cents the can. Mrs. J. J. Galloway thought she would save money for her husband, who is investigating oil prospects down there for the International Petroleum Company. She purchased a dozen cans at $1.80, carefully wrapped them, paid eighth zone parcel post rates of 50 cents and attached a custom tag (the tag being furnished by the postmaster of Indianapolis) as required by the Mexican law, and started the tobacco on its way. In a few weeks she received word from her husband that the tobacco arrived with custom charges of $5.30 charged against the package. This brought the total cost up to $7.50 for the dozen cans, or $2.70 more than the tobacco would have cost in Mexico.—*Newport (Ind.) Hoosier State.*

Real Democracy

The purchases made by a large, heavy-set woman apparently of some property and social position, in a small Gratiot avenue shop the other day, go to prove that you never can tell. She asked firmly for a package of a well-known brand of chewing tobacco. When the shop dealer was unable to supply it, she unhesitatingly called for another brand, threw it into her shopping basket and started to leave. Then she spied a pile of magazines and asked for a certain radio publication. This, too, was unavailable, so she took a substitute. The tobacco may have been for her husband and the radio magazine for her son, but spectators watched her purchases with interest and surprise.—*Detroit News.*

Returns From the South

F. M. Arguimbau, vice-president of the American Sumatra Tobacco Co., Inc., has returned from Florida, where he has been superintending the packing of tobacco for his corporation.

Rocky Mount Average, $20.9

ROCKY MOUNT, N. C., Sept. 8.—To sales for the week, 489,828 pounds; av age price per 100 pounds, $20.90. S to date of 1923 crop, 739,828 poun average price per 100 pounds, $20. Sales still light, but will increase fr now on.

Surveys New York Conditio

John Noble, of the Noble Cigar Ma ufacturing Co., of Westfield, Mass., h been surveying conditions in the N York leaf market.

CLASSIFIED ADVERTISING

WANTED—Jobbers for distribution of quality cigar, small size, long filler, hand mad retailing at 3 for 10c. Samples and prices s mitted by the Mella Cigar Factory, 304 S. 1 St., Louisville, Ky.

FOR SALE—36 Midland Cigar Lighters, n hogany finish, fitted for electricity and gasole In original packages. Will sell for $10.00 ea R. Halpern, 239 4th Ave., New York.

HELP WANTED—MALE

Cigar salesman for high class 5th Avenue store, preferably one who thoroughly understands the sale of the highest type of imported cigars to the best clientele. This is an unusual opportunity for an unusual man possessing education and refinement. Do not waste your time and ours unless you fulfill these qualifications. Give details and salary and commission required in first letter. Address "Cigars," Box 20, 1367 Broadway.

SITUATIONS WANTED

ACCOUNTANT—Expert cigar cost accountan and office manager desires to connect with r sponsible and well established manufacture Experienced in handling large staff. Addres ALEX GROVES, Box 28, TOBACCO.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXVI. No. 21 NEW YORK, SEPTEMBER 20, 1923 **Per Annum, $3.00 Per Copy, 10c**

Wisconsin Tobacco Hit By a Devastating Frost

Growers Suffer from Worst Calamity to Crops in History of State—Direct Financial Loss Estimated at $4,000,000—In Various Sections Tobacco Is Totally Ruined.

EDGERTON, Wis., Sept. 16.—The worst lamity in all the history of agriculture the fair state of Wisconsin struck the bacco and the corn crops in the form two heavy and killing frosts in suc- ssion. The frost of the night of Sep- mber 12 was general and destructive. he thermometer registered as low as 28 egrees, generally, in the southern sec- ons. Many crops in high or sheltered aces escaped, by reason of their loca- on, and by reason of a gentle wind that evailed that night.

On the night of the 13th, however, the ind was absent, and the mercury in the ermometer hit as low as 22 degrees ound Portage in the south, and even wer in many localities in the north, id practically nothing escaped the cold. o date, only a few crops next to Lake oshkonong are known to have escaped

In the north, about 60 per cent of the op was still in the fields, it is popularly timated. Nothing escaped. By far the eater part of the crop will not even salvaged for stemming purposes.

In the south, also, whole localities will se everything. Seventy-five per cent of e southern crop was still in the fields. he writer, the pool officials, and many her operators agree that 35 per cent the entire acreage planted this year ill be a total loss. This estimate of the ate's loss may be a little conservative. Two or three weeks ago, the southern op promised to be the best in the history the state. Now it is a pitiful sight. eorge Gary, state head of the P. Loril- rd Co., makes as a conservative estimate at the loss in money will be about 1,000,000.

Members of the trade are being vamped with requests for advice. Op- ators do not agree as to what may be lvaged. Most of them advise the grow- s to strip off the four or five blackest aves from the top of plants, and let it and a few days, and take a chance and rvest it. Mr. Gary announced that a ivate crop of his, that he is growing, which 21 acres was out in the weather, ill be plowed under.

On the high ground, many of the under aves of plants are still green, but are oroughly chilled, and rather limp. hese crops will be harvested, and at- mpts will be made to cure them out as emming.

The thunder-struck inhabitants are not t out of their daze. Many growers in ane County, particularly, have only had ie profitable crop in three or four years. will about finish them. The local res and banks will be hard hit. Work- s in the warehouse sections realize that hard winter awaits them. The frosts d all the mercilessness of an earth- ake.

At different towns, the factories let off l their men, and they worked long into e night to salvage the crop. The wagon mpany at Stoughton, alone, sent out ur hundred men Thursday, but that ant only about a hundred acres saved t of thousands.

Dane County reports that what was left out after the rush on Thursday will be a total loss. The frost blackened entire plants way down to the ground.

Half of the 25 or 30 per cent of the crop that was previously shedded was washed out, slippery, green tobacco, and the stemming content in it will run very high.

The Janesville *Gazette* quoted one grower as saying:

"Such is the gamble of the farmer. It cost me about a hundred dollars an acre to raise this crop. Just at the finish, 48 hours of weather ruined a whole season's work, and cuts profits into a loss. This is the last tobacco I will ever plant. Dairy cows for me."

That will be about enough of the frost. The writer hates to talk about it any more. Seventy-five per cent of the state's binders have gone by the board, north and south.

There is a large amount of black rot showing up in the sampling of the 1922 crop in cases. It is rather widespread, but the poundage affected in the marked cases is slight.

Sweeney and others are riding hard after the shedded southern, but the farmers have such enhanced ideas of the value of the saved remnant of the crop, that very few crops have been bought. It is rumored that 30 cents has been offered for early shedded southern.

Mr. Rose, of Rose & Wobbe, is in the southern sections today.—BADGER.

Picture of Destruction In Wisconsin

MADISON, Wis., Sept. 15.—I think I have just witnessed the most cruel sight I have ever seen, driving through the tobacco sections the past three days. A crop of tobacco which was considered the *best* binder crop grown within more than 20 years, has been 80 per cent destroyed by the frost. The fields are black; very little of the tobacco can be harvested, and even then, it could only be used for stemming, if indeed it is good for anything at all.

I never saw such a calamity. Some of the early tobacco was harvested, but the amount safely housed is quite limited.

The firms that have a stock of old tobacco will come out well, but the quantity they hold is very small.

The loss from frost in this section is estimated at about $4,000,000—R. T. TANNER.

Cullman's Annual Clambake a Big Success

Some 150 employes of Cullman Bros., Inc., 161 Front street, New York, growers of Connecticut shade, took part in the Annual Clambake held last Saturday on the Cullman farm, at Simsbury, Conn., and participated in a really enjoyable event, in which the harvesting of the wonderful 1923 Connecticut crop was suitably celebrated.

Joseph Cullman, Sr., Joseph Cullman, Jr., Harry Rothschild, and L. F. Muller, of Cullman Bros., Inc., were present, and contributed to the success of the occasion. W. J. Hayes filled the role of "Big Chief."

Among the distinguished guests were: Ben Lichty, president of Otto Eisenlohr & Bros., Inc.; William Waterman, president of Waitt & Bond; Fred B. Griffin, general manager of the Connecticut Valley Tobacco Association; Fred B. Jack, of the Imperial Tobacco Co., of Great Britain and Canada, Ltd.; Henry Buell, of the General Cigar Co., Inc.; Joseph Diaz, president of the Preferred Havana Tobacco Co., and John Rogers, of Otto Eisenlohr & Bros., Inc.

Record Auction Sales at Wilson

(Special Telegram to TOBACCO)

WILSON, N. C., Sept. 18.—The supervisor of sales reports that 1,065,380 pounds of tobacco was sold here yesterday at Wilson's six auction houses; the largest total ever sold here in one day. The average price was $19.91 per hundred.

Today's sales aggregate more than 900,000 pounds.—MCFARLAND.

Broadleaf Prices Set

HARTFORD, Conn., Sept. 18.—The Connecticut Valley Tobacco Association, at a special meeting yesterday, fixed the following prices on the 1922 crop of Broadleaf tobacco.

Light wrappers	$0.80 @	$1.25
Medium "	.60 @	.85
Dark "	.35 @	.60
Seconds "	.70 @	.90
Short "	.50 @	.70
Short No. 2 "	.40 @	.60
do. Dark "	.30 @	.45
Gobs	.25@	.30

Frost Hurts Ohio Crop

DAYTON, O., Sept. 14.—Tobacco growers of the Miami Valley sustained a severe loss last night, due to a killing frost, in the opinion of County Farm Agent Cunningham, who is making a tour of inspection. Temperature in Dayton was down to 37 degrees during the night.

Keystone State Trading Brisk

Ray C. Clark, of D. Dreux, Inc., 136 Water street, New York, importers of Sumatra and Java leaf tobacco, is in Pennsylvania this week, and reports that business in that territory is quite brisk.

Old Issues Wanted

Back Numbers of TOBACCO from Volume 1 to Volume 21, both inclusive, are urgently required, and readers possessing old issues which they are willing to dispose of, are requested to communicate with the Circulation Department of TOBACCO at 10 East 39th street, New York, and to state at what price they are willing to part with their copies.

Market Observations

By A. LERT

There was only one requisite in the leaf tobacco business for 1923 that was necessary to ease up the situation which has existed for a great many years in leaf circles, and that was large and healthy crops of tobacco. Up to the 13th of the month every indication was that there would be large and healthy crops in both the states of Ohio and Wisconsin.

The frost in Wisconsin on the 13th and 14th of this month, and the frost in Ohio on the 14th, mean a great deal more than the average freeze in a cigar leaf state. With practically no carry-over in either packers' or manufacturers' hands of either binder or filler tobaccos there is bound to be a skyrocketing of prices and speculation that is unhealthy for all concerned.

What the industry needed more than anything else was not one big crop of tobacco in every state but successive crops which would leave a carry-over and bring prices down to a fairly normal and sane basis.

For cigar purposes Ohio and Wisconsin crops on the whole can be disregarded for the year 1923 as already a good proportion of the crop is being contracted for for stemming purposes and is being stripped accordingly.

Connecticut Crop Safe

The Connecticut crop is safe and finished, and with a large crop, grown and cured under ideal conditions, it may afford some relief to the disaster in Wisconsin. The majority of the Pennsylvania crop, with a few more days, will also be shedded, but it would not surprise the writer to see terrific prices paid in the near future for the better crops.

The Havana situation remains about the same with prices prevailing that make it more than difficult to divide the tobacco into cigars at existing prices and show the manufacturers a profit. Porto Rico is moving freely, and all wrapper tobaccos are being picked over in lieu more or less of unfavorable reports that have been received from time to time regarding the 1923 crops in the Dutch East Indies.

The trade on the whole is looking forward with more than general interest to the offering, at the end of this month, of the new Connecticut by the Association, and due to the limited poundage of the 1922 crop, as well as the scarcity of desirable binder tobaccos it would not be surprising to see within a short period the Connecticut market absolutely bare of Broad Leaf binders.

The cigar business has kept up its rapid strides during the last week or so, but naturally there is a general apprehension throughout the trade as to the possibility of being able to manufacture cigars for a much longer period with replacement values of raw material on hand probably at a decidedly higher level than the stocks being consumed at present.

New York Leaf Dealers Add to Japanese Relief Fund

With characteristic generosity, the New York Leaf Tobacco market lost no time in responding to the Red Cross appeal for Japanese relief, to the tune of

An Unqualified Guarantee!!

Is Given With All

GERMINAL CIGARS

Isn't the judgment of the undermentioned representative houses — Distributors of Germinal Cigars—good enough for you to follow?

JOSEPH P. MANNING & CO., Boston, Mass.
F. A. DAVIS & SONS, Baltimore, Md.
NEUDECKER TOBACCO CO., Baltimore, Md.
WASHINGTON TOBACCO CO., Washington, D. C.
OLD DOMINION TOBACCO CO., Norfolk, Va.
WM. H. BAILEY CIGAR CO., Philadelphia, Pa.
S. & W. TOBACCO CO., Syracuse, N. Y.
H. P. BREWSTER CO., Rochester, N. Y.
THE GEO. B. SCRAMBLING CO., Cleveland and Branches
THE J. B. MOOS CO., Cincinnati and Branches
SHIPLEY MASSINGHAM CO., Pittsburgh, Pa.
THE SCHAGRIN-ROSEMAN CO., Youngstown, Ohio
and many others

Some Territory Still Open

It will pay you to write for samples and price list.

We solicit your consideration of this excellent staple line of Manila Cigars.

FRANK E. CHILDS & BRO. Inc.

Agents for Germinal Cigar and Cigarette Co., Ltd.

79 Front Street ∴ ∴ ∴ ∴ New York

ERNEST J. MOSS, Manager Cigar Department

ore than $2,000. A good example was
t by the New York Leaf Tobacco
oard of Trade in donating the residue
the money raised for the recent con-
ention of the National Cigar Leaf To-
acco Association, which amounted to
346.05.

The following contributions have been
nounced:

. Y. Leaf Board	$346.05
. H. Spitzner & Son	250.00
ullman Bros.	250.00
merican Sumatra Tobacco Co.	250.00
. Duys & Co.	100.00
tern-Mendelsohn Co.	100.00
. Ruppin, Inc.	50.00
utinsky, Adler & Co.	50.00
lius Marqusee & Son	50.00
eyer & Mendelsohn	25.00
osenstadt & Waller	25.00
. Rossin & Son	25.00
iend & Co.	25.00
anus, Muller & Co.	25.00
insdale Smith & Co.	25.00
. Schmid & Co.	25.00
eil & Son	25.00
einrich Neuberger	25.00
oldsmith & Block	25.00
urlach Bros.	25.00
elgas & Co.	25.00
. Dreux, Inc.	25.00
. J. Waxelbaum & Co.	25.00
ercival R. Lowe, Inc.	25.00
red Frese & Son	25.00
red Schulz's Son	25.00
dustrial Leaf Tobacco Co.	25.00
. Bornholdt & Co.	25.00
uestein & Adler	25.00
ose & Wobbe	10.00
L. Kohlberg & Son	10.00
o Hirsch	10.00
. Oppenheimer & Co.	10.00
nger & Mayer	10.00
nest Ellinger & Co.	10.00
rouse & Holzman	10.00
seph Holzman	10.00
amburger Bros.	10.00
neyskens & Shaw, Inc.	10.00
aac Meyer & Co.	10.00
	$2,056.05

American Tob. Co. Gives Freely

The American Tobacco Co., Inc., has ntributed $5,000 to the Japanese Relief nd, it has been announced.

John M. Alvarez

John M. Alvarez, of the old-estab-hed firm of Y. Pendas & Alvarez, ssed away last week at his summer sidence in Sayville, L. I., aged 52. He as the son of Miguel Alvarez, who, me 50 years ago, in company with sidro Pendas, started the firm of Y. ndas & Alvarez, which afterward be-me one of the leading clear Havana gar houses. José, Don and Miguel ndas were his cousins.

Mr. Alvarez, together with the three ns of the elder Pendas, in due course came affiliated with the firm as one of executives and traveling representa-es and was a partner and sales rep-sentative up to the liquidation of the m a few years ago.

Mr. Alvarez was widely known roughout the tobacco industry and pos-sed a host of friends in the trade. He survived by his widow and four chil-n.

Covering the West

W. P. Miller, of the American Su-tra Tobacco Co., Inc., 131 Water eet, New York, is covering the West-n territory with marked success.

The Connecticut Valley Tobacco Crop Excellent

WAKEFIELD, Mass., Sept. 15.—The farmers of the Connecticut Valley have practically finished harvesting the best crop of tobacco for several years. The present crop promises much better quality and yields than previous seasons. Massachusetts expects a crop of 16,530,000 pounds, compared with 11,925,000 pounds last year and the five-year average of 14,467,000 pounds. Connecticut prospects indicate a crop of 48,165,000 pounds, compared with 35,000,000 pounds last year and the five-year average of 40,195,000 pounds. The Connecticut Valley total is 64,695,000 pounds, 38.4 per cent greater than last year's crop and 18.3 per cent above the five-year average. At present good prices are prevailing for the crop.

The prospects in competing areas shown in the table below is for a crop of 185,990,000 pounds, compared with 158,400 pounds last year and the five-year average of 194,670,000 pounds. In those States the crop is 17.4 per cent above last year's, by 4.5 per cent below the five-year average. Outside the New-England States, Ohio and Florida have had the most favorable season.

Cigar Leaf Tobacco Condition and Forecast Sept. 1

	Condition Sept. 1			Production: In Pounds		
States	1923	1922	10-Yr. Aver.	Forecast Sept., 1923 *Pounds*	Final 1922 *Pounds*	Five-yr. Aver. 1918-1922 *Pounds*
Massachusetts	95	80	82	16,530,000	11,925,000	14,467,000
Connecticut	95	88	81	48,165,000	35,000,000	40,195,000
Wisconsin*	85	86	76	52,734,000	45,600,000	59,124,000
Ohio	91	75	70	59,623,000	46,800,000	61,856,000
Pennsylvania	78	83	78	57,408,000	56,760,000	60,376,000
Georgia	73	78	79	12,067,000	5,940,000	9,413,000
Florida	92	86	83	4,158,000	3,300,000	3,901,000
Total	..	..	..	250,685,000	205,325,000	249,332,000

—V. A. SAUNDERS and C. D. STEVENS, Statisticians for the New England Crop Reporting Service.

*Note:—This forecast, as of September 1, was, of course, made before the devastating frost which visited the Badger state, September 12.

Meyer & Mendelsohn Harvest Record Crop

Meyer & Mendelsohn, of 169 Water street, New York, and 651 Windsor street, Hartford, Conn., widely known throughout the country as expert growers and packers of shade and sun grown tobacco, are harvesting a crop of more than 1,000 acres of Broadleaf and Havana seed.

To a representative of TOBACCO, I. M. Jacoby, vice-president and treasurer of the company, declared that this year's crop is the finest in his experience, and that the tobacco was going into the sheds in as perfect a condition as possible.

On the Meyer & Mendelsohn plantations are shown, unmistakably, what can be accomplished by scientific methods, and the acreage comprises some of the most desirable tobacco land in the Connecticut Valley.

The Meyer & Mendelsohn packing house at Hartford is unsurpassed. In completeness of facilities and in correctness of methods, no tobacco warehouse in Connecticut can make a better showing. Special care, scrupulous cleanliness, up-to-dateness in equipment and procedure, unstinted expenditure to make sure that the tobacco will be exactly "right," every aid that experience can suggest or science provide, beyond question, is there. No growers or packers uphold their reputation more proudly.

The Meyer & Mendelsohn organization gives employment to more than 2,000 people during eight months of the year and is one of the most important factors in the Connecticut Valley tobacco industry.



Harvesting 1923 crop of Broadleaf grown by Meyer & Mendelsohn, Inc., on their Suffield, Conn., plantation

Five Cent Cigar Gets A "Jolt" by Jack Frost

Now that the 5-cent cigar is back—it's going again.

Or Jack Frost will drive it out and up.

This was the verdict of local cigar manufacturers on Friday after reports of recent frost damage to the Wisconsin tobacco crop had been received.

While tobacco prices were rapidly advancing before the frost, the cold spell will send them back to war prices, some manufacturers believe.

Douglas Phillip of the Mi Lola Cigar Company, who returned on Thursday from a trip through the tobacco country, expressed alarm at the damage inflicted on this season's crop by the frost of Wednesday night.

"The crop was only damaged in spots from the frost Wednesday night, however," Mr. Phillip said. "The heavier frost Thursday will make conditions doubly bad. It will undoubtedly have a decided effect on prices of cheaper cigars. The only thing to be thankful for is that part of the crop, at least, has been harvested."

Robert Lindman, manager of the National Tobacco Company, declared that price raising was the only way out for both farmer and manufacturer.

"Tobacco prices are going higher every day," he said. "And the frost will add force to their rise. The situation is especially bad for the farmer. The manufacturer is almost unable to buy tobacco at present high prices."

Charles R. Wurtz, manufacturer of special brand cigars, stated that he believed a great portion of the crop is already harvested and that the frost will have little or no effect on cigar prices.

Fred Weil of the Fred Weil Cigar Company said he believed that the Wisconsin tobacco crop had been practically ruined. Other dealers and manufacturers expressed similar opinions.—Milwaukee *Sentinel*.

Studies Southern Conditions

John L. Fielding, of Cullman Bros., Inc., 161 Front street, New York, has arrived in Tampa, and plans to make a close study of conditions in the South.

Southern Grower Visits Gotham

D. A. Shaw, veteran grower, of Quincy, Fla., was a welcome visitor to the New York leaf tobacco market last week.

A Successful Northern Trip

C. L. Meister, of Arthur Bornholdt & Co., of 139 Front street, New York, is visiting the principal cigar manufacturers in New England and Canada and booking many orders for Sumatra and Java leaf.



Views of three Connecticut crops of 1923 Havana Seed, owned by Meyer & Mendelsohn, Inc.

A Name You Know

with a reputation maintained by the world's largest manufacturer of High Grade Cigars.

ROI-TAN

A cigar you'll like

EL ROI-TAN

The Burley Association Elects Directors

(*Special Telegram to* TOBACCO)

LEXINGTON, Ky., Sept. 17.—District conventions of delegates chosen by the members of the Burley Tobacco Growers' Co-operative Association in elections Saturday, met today in the twenty-two districts of the Burley territory of Kentucky, Ohio, Indiana, West Virginia and Tennessee and elected directors of the association for the ensuing year. The association will handle the coming season the tobacco crops of more than ninety thousand members.

The directors elected today, by districts, were:

First district—Fayette county, Ky., James C. Stone, Lexington.

Second district—Bourbon county, Ky., Ed. Burke, Paris.

Third district—Shelny county, Ky., no election.

Fourth district—Mason county, Ky., James N. Kehoe, Maysville.

Fifth district—Scott county, Ky., R. T. Offut, Georgetown.

Sixth district—State of Ohio, George Loth, Aberdeen.

Seventh district—State of Indiana, W. D. Protsman, Vevay.

Eighth district—Franklin and Woodford counties, Ky., Bedford Macklin, Frankfort.

Ninth district—Carroll, Gallatin and Owen counties, Ky., Perry B. Gaines, Carrollton.

Tenth district—Henry and Trimble counties, Ky., H. K. Bourne, Newcastle.

Eleventh district—Boone, Campbell, Kenton and Grant counties, Ky., Dawson Chambers, Walton, R. F. D.

Twelfth district—Harrison and Pendleton counties, Ky., Rev. J. R. Jones, Cynthiana.

Thirteenth district—Bracken, Nicholas and Robertson counties, Ky., Chambers Perry, Mt. Olivet.

Fourteenth district—Bath, Morgan, Menifee and Montgomery counties, Ky., Clark B. Patterson, Mt. Sterling.

Fifteenth district—Boyd, Carter, Elliott, Fleming, Greenup, Lawrence, Lewis and Rowan counties, Ky., J. H. Housley, Flemingsburgh.

Sixteenth district—Garrard, Jessamine, Lincoln, Pulaski, Wayne and Russell counties, Ky., J. H. Woods, Stanford.

Seventeenth district—Boyle, Mercer and Casey counties, Ky., Bush W. Allin, Harrodsburg.

Eighteenth district—Adair, Anderson, Green, Marion, Taylor and Washington counties, Ky., Judge D. H. Thurman, Springfield.

Nineteenth district—Clark, Jackson, Laurel, Madison, Powell, Rockcastle, Estill, Clay, Lee and Owsley counties, Ky., R. P. Taylor, Winchester.

Twentieth district—Jefferson, Nelson, Spencer, Oldham and Larue counties, Ky., T. B. McMicken, Bloomfield.

Twenty-first district—Barren, Breckinridge, Cumberland, Grayson, Hardin, Hart, Meade, Metcalfe, Monroe, Warren, Ballard, Butler, Caldwell, Daviess, Edmonson, Hancock, Logan, Marshall, Ohio and Todd counties, Ky., J. D. Craddock, Munfordville.

Twenty-second district—State of West Virginia, Hon. Elliott Northcott, Glenwood, W. Va.

Inspects Local Market

Charles Hipple, of Hipple Bros., Philadelphia cigar manufacturers, made a personal inspection of the local leaf market.

Domestic Exports of Leaf Tobacco, Cigarettes and Smoking Tobacco During July, 1923

WASHINGTON, D. C., Sept. 15.—The following tables show the domestic exports of leaf tobacco, cigarettes and smoking tobacco during July, 1923, from the United States, by countries. The figures are subject to revision. They follow:

Countries	Bright flue-cured *Pounds*	Burley *Pounds*	Dark-fired & Kentucky Tennessee *Pounds*	Dark Virginia *Pounds*	Maryland & Ohio Export *Pounds*	Green River (Pryor) *Pounds*
Austria	.....	.....	.....	143,535	.....	.....
Belgium	281,556	7,050	1,276,158	42,889	27,855	.....
Denmark	489,512	.....	127,030	9,685	35,195	.....
Finland	21,066	.....	.....	.....	.....	.....
France	7,690	231,585	2,033,351	.....	226,475	.....
Germany	3,121,191	10,910	660,547	1,437,113	74,680	49,749
Italy	.....	.....	5,525,365	5,200	168,045	.....
Latvia	8,892	.....	.....	.....	.....	.....
Malta, Gozo & Cyprus Islands	18,462	.....	37,885	.....	.....	.....
Netherlands	276,427	.....	1,639,321	535,482	251,405	.....
Norway	54,232	.....	155,450	246,670	.....	.....
Poland and Danzig	66,982	.....	328,040	5,133	.....	62,565
Portugal	.....	58,885	90,695	.....	.....	.....
Spain	.....	.....	2,536,497	.....	.....	.....
Switzerland	.....	.....	264,174	.....	.....	.....
England	1,372,589	.....	4,413,620	1,099,819	.....	661,109
Scotland	15,695	.....	535,561	.....	.....	.....
Ireland	46,206	.....	23,155	.....	.....	.....
Quebec and Ontario	211,886	.....	14,865	.....	5,230	.....
British Honduras	.....	1,250	6,500	.....	.....	.....
Nicaragua	.....	.....	4,675	.....	.....	.....
Panama	.....	.....	960	.....	.....	.....
Mexico	5,300	5,104	4,900	3,200	.....	.....
Newfoundland & Lab.	233,868	.....	.....	.....	.....	.....
Trinidad and Tobago	.....	.....	605	.....	.....	.....
Other Brit. W. I.	.....	.....	16,440	2,505	.....	.....
Dutch West Indies	.....	.....	500	1,700	.....	.....
French West Indies	.....	.....	5,705	.....	.....	.....
Haiti	.....	.....	55,885	8,065	.....	.....
Argentina	.....	.....	18,845	10,536	.....	.....
Brazil	.....	2,510	.....	.....	.....	.....
Colombia	433	.....	3,000	.....	.....	.....
Dutch Guiana	.....	.....	1,170	3,150	.....	.....
French Guiana	.....	.....	2,110	1,200	.....	.....
Uruguay	.....	.....	3,067	.....	.....	.....
British India	228,575	.....	.....	175,314	.....	.....
China	2,869,310	.....	.....	.....	.....	.....
Java and Madura	.....	.....	14,668	.....	.....	.....
Hongkong	267,693	.....	.....	.....	.....	.....
Japan	19,939	.....	.....	.....	.....	.....
Philippine Islands	863	.....	.....	.....	.....	.....
New Zealand	58,027	.....	.....	.....	.....	.....
British West Africa	96,646	.....	644,179	40,105	.....	.....
Canary Islands	.....	.....	92,977	4,255	.....	.....
Algeria and Tunis	13,500	.....	127,491	.....	66,625	.....
Other French Africa	3,500	.....	140,813	29,043	.....	.....
Morocco	.....	.....	65,390	.....	.....	.....
Spanish Africa	.....	.....	808	.....	.....	.....
Total—Quantity	9,790,040	317,294	20,872,402	3,804,599	855,510	773,423
Total—Value	$2,485,276	$65,923	$4,185,835	$1,522,903	$143,898	$212,608

Other Tobacco Exports

Countries	Leaf Tobacco: Cigar Leaf *Pounds*	Leaf Tobacco: Other Leaf Tobacco *Pounds*	Leaf Tobacco: Stems, Trimmings and Scrap Tobacco *Pounds*	Manufacturers of Tobacco: Cigarettes *M*	Manufacturers of Tobacco: Smoking Tobacco *Pounds*
Azores and Madeira Islands	.....	2,701	.....	.....	.....
Belgium	.....	605,137	102,067	.....	.....
Denmark	.....	96,026	92,335	20	1,245
France	.....	2,210	.....	9,754	5
Germany	.....	1,539,376	1,895,350	.....	.....
Netherlands	2,835	539,866	363,148	.....	.....
Norway	.....	.....	.....	100	123
Poland and Danzig	.....	48,555	284,123	9,932	17,270
Portugal	.....	.....	.....	50	.....
Rumania	.....	.....	.....	.....	189
Sweden	.....	.....	.....	20	3,331
Switzerland	.....	185	.....	.....	.....
England	.....	271,859	.....	697	2,865
Scotland	.....	.....	.....	.....	54
Ireland	.....	.....	.....	12	100
Canada—Maritime Provinces	.....	.....	.....	10	903
Canada—Quebec and Ontario	7,661	140,292	.....	167	2,582
Canada—Prairie Provinces	.....	1,600	782	25	3,639
Canada—British Columbia and Yukon	562	200	.....	1,299	2,364
British Honduras	.....	1,177	.....	.....	85
Costa Rica	.....	.....	.....	961	.....
Guatemala	.....	.....	.....	10	.....
Honduras	.....	.....	.....	22	.....
Nicaragua	.....	.....	.....	76,881	487
Panama	.....	.....	.....	8,869	1,439
Mexico	.....	35,780	.....	1,349	2,569
Miquelon and St. Pierre Islands	.....	.....	.....	105	128
Newfoundland and Labrador	.....	.....	.....	73	4,522
Bermuda	.....	.....	.....	178	265
Barbados	.....	.....	.....	125	500
Jamaica	.....	.....	.....	5	170
Trinidad and Tobago	.....	.....	.....	.....	72
Other British West Indies	.....	11,052	.....	415	477
Cuba	.....	.....	.....	610	4,812
Dominican Republic	.....	.....	.....	636	490
Dutch West Indies	.....	3,650	.....	587	62
French West Indies	.....	13,493	.....	.....	.....
Haiti	.....	22,671	.....	1,006	355
Virgin Islands of U. S	.....	5,566	.....	285	282
Argentina	.....	2,085	.....	1,820	300
Brazil	.....	1,235	.....	.....	.....
Chile	.....	1,123	.....	.....	441
Colombia	.....	500	.....	2,864	.....
British Guiana	.....	16,338	.....	25	.....
Dutch Guiana	.....	5,686	.....	465	.....
French Guiana	.....	3,069	.....	.....	.....
Uruguay	.....	.....	.....	100	150
Venezuela	.....	.....	.....	6	50
British India	.....	.....	.....	.....	1,915
Straits Settlements	.....	.....	.....	135,700	.....
China	.....	1,863,178	.....	820,393	1,967
Java and Madura	.....	.....	.....	.....	3,932
Hongkong	.....	.....	.....	53,055	890
Japan	.....	30,240	.....	5,680	4,000
Kwangtung, leased territory	.....	.....	.....	120,000	.....
Philippine Islands	.....	.....	.....	22,075	423
Russia in Asia	.....	.....	.....	.....	36
Siam	.....	.....	.....	28,500	2,908
Australia	.....	1,825,623	.....	10	132
French Oceania	.....	.....	.....	80	152
New Zealand	.....	31,066	.....	225	2,500
British West Africa	.....	393,381	.....	.....	35
British South Africa	.....	.....	.....	20	102
British East Africa	.....	.....	.....	500	.....
Canary Islands	.....	46,517	23,420	.....	550
Algeria and Tunis	.....	2,980	.....	.....	.....
Other French Africa	.....	109,382	.....	.....	.....
Liberia	.....	7,584	.....	.....	.....
Other Portuguese Africa	.....	2,765	.....	2,508	96
Total—Quantity	11,058	7,680,765	2,761,225	1,308,229	71,964
Total—Value	$9,880	$2,207,352	$145,155	$2,424,021	$53,017

Manila Cigars Popular

Ernest J. Moss, manager of the cigar department of Frank E. Childs & Bro., Inc., of 79 Front street, New York, reports that the Manila cigar business is making wonderful headway. Next week he plans to visit Buffalo, Cleveland, Canton, Toledo, Detroit and Chicago, to spread the gospel of Germinal brands.

Kaltreider Cigar Co. Still in Active Operation

The Kaltreider Cigar Co., of Red Lion, Pa., writes to TOBACCO as follows:

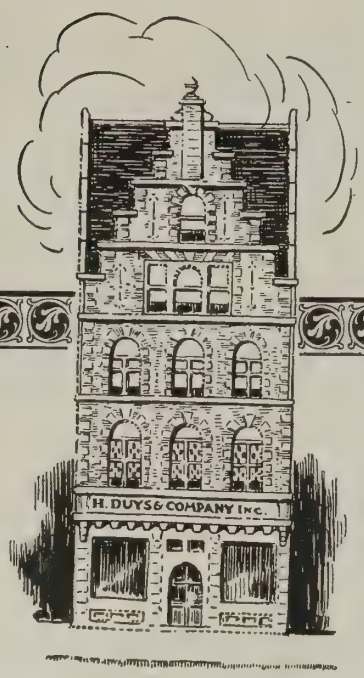
"There has appeared in the York County items of your paper several times articles concerning the fact that the General Cigar Co. has leased the Kaltreider Cigar Factory in Red Lion, that they are putting on cigar makers and each time referring to the Kaltreider Cigar Factory. Now the building in question is one formerly used by D. Frank Kaltreider in the cigar business, but he has been for some time in the cigar box business, and the above will mislead some firms to think that our firm, the Kaltreider Cigar Co., has gone out of business, and we have already received some letters asking us about it. Will you kindly explain this in the York county items in your next issue?"

Bornholdt's Acquisition

Harry N. Davis, son of Fred Davis, of the New York-Tampa Cigar Co., has been appointed to the sales force of Arthur Bornholdt & Co., of 139 Front street, importers of Sumatra and Java leaf. He is to cover the Metropolitan area for his new organization.

Hitting the Western Trail

Jack Marqusee, of Julius Marqusee & Son, Inc., 141 Water street, New York, packers and dealers in all grades of seed leaf tobacco, is touring the West in the interests of his organization.



Why is it that during the past two years one out of every six cigars made in this country has been wrapped either with Sumatra or Java purchased from us?

There's a Reason---

Satisfied Customers

H. DUYS & CO., Inc.

142 WATER STREET
NEW YORK

Sumatra and Java Headquarters

May Change Directorate of Dark Growers' Pool

HOPKINSVILLE, Ky., Sept. 17.—Next Saturday the members of the Dark Tobacco Growers' Co-operative Association will ballot in every county in the Black Patch of Kentucky and Tennessee to elect delegates, who, in turn, will meet the following Monday and name the 23 directors who, with two directors-at-large to be named by them, will handle the association's affairs for the coming year.

For weeks the importance of these elections has been emphasized to the association members, and much interest has been shown in them. Now that the association has passed through its first year, there are naturally a lot of fault finders, but none of the criticism goes so far as to favor the breaking up of the association. On the other hand the sentiment for the continuation of the association, and to make it stronger each year and more beneficial to its members, is generally expressed. But at the same time those who claim to have found mistakes also want to correct them.

For this reason it is believed that there will be some changes made in the directorate, and by them in the list of officers and heads of departments. In the main, the officials this year have made good, but changes in a few of the places are being predicted.

The board of directors will be elected on September 24 by the delegates who are elected on September 22. In turn these directors will hold their first meeting here on October 1, and at that time they will name those who are to be actively in charge of the business. More or less politics is being played in the matter and the situation is an interesting one, but from all indications the association will continue to be in capable hands.

Another thing which has caused much criticism is the salary list. Many people claim the salaries, for the most part, have been too high, and undoubtedly there will be an effort to have these reduced. Some predict that there will be wholesale reductions, while others think the list will remain practically unchanged. These claim that the salaries are not too high if really competent men are to be secured to fill the places, and that these are the only kind which should be employed.

Membership Drive Continues

The membership campaigns in the Stemming district and the dark fire counties of Kentucky and Tennessee west of the Tennessee river, are progressing well. Acting on petitions sent in from every county in the Stemming district the board of directors granted an extension of time for closing the membership books in that district. As originally set the books were to close finally on September 15, so far as the 1923 crop was concerned. But the growers petitioned for more time on the grounds that they had been so busy with their crops and just now were in the midst of the cutting and curing season, and for this reason they had not been able to prosecute the drive as vigorously or thoroughly as they had expected to do. With their crops housed and cured, they said they planned to wage the campaign very actively. So the directors agreed to keep the time open a while longer. The date for closing is yet to be selected and announced. This is the first extension of time granted by the association since it was formed.

Clifton Rodes, chief of the field service division, announced that a total of 6,100 new contracts have been received since the summer membership campaigns were started. This is the number actually received at association headquarters and does not include the several hundred still in possession of the field workers scattered over the district. As yet no membership effort has been made in the dark fired district proper, further than that made by individual members or through the school district locals.

During the past week the association conducted firing demonstrations in a number of counties which produce dark fired tobacco. Experienced men have been sent out on this work and they have held the demonstrations in the barns of member growers in practically every neighborhood. These demonstrations are for the purpose of showing the farmers the best methods for firing their tobacco, and especially to impress upon them the necessity for heavy firing. They are also told how to handle, grade and bulk the tobacco to the best advantage. Buyers agree with association officials that better firing, handling and grading of the tobacco will cause it to grade higher and thus bring the growers a decidedly better price.—M. E. BACON.

Tobacco is Next on List

The Non-Smokers' Protective League makes its bow for recognition. It is organizing for a nationwide fight upon the "demon" tobacco. Encouraged by the success of the prohibition movement in making the country dry, at least on the law books, the nucleus of another army of crusaders has been formed. Dr. Charles G. Pease, the president, announces that the 3,000 enrolled as charter members will at once set to work to secure state and federal laws to prohibit indulgence in the weed. Says this champeen of the new cause:

"We look for a national revulsion against tobacco. We believe that this will come with the unfurling of our standards and a broadcast notice that we are in the field."

He predicts that the prohibition of tobacco will be sudden as was that of liquor. "For years there was waged a consistent campaign against strong drink, and while this seemed to make but small inroads at times, it culminated sharply in national prohibition. A tidal wave of protest against tobacco will inundate the proponents of it and will put our program into effect," he chirps.

So don't take the mild mannered Mr. Pease too lightly for he is quoting history. The first step is to band the non-smokers together; then seek laws making it a misdemeanor to smoke in public. Such an enactment would stamp the practice as being indecent and unmoral as well as illegal. It would be next in order to make it possible to condemn places where smoking is committed as nuisances, so that smoking would have to be done in the cellar.

The new movement is going to strike at the source of supply. Legislation is to be demanded prohibiting the growth, importation and sale of tobacco. Such an enactment as this would curb the smoker quite handily. Though the tippler may "make his own" out of most any decaying fruit or vegetable, tobacco culture could not be attempted in the basement.

So the non-smoker is not primarily interested in keeping his nostrils undefiled but zealously seeks to protect his brothers as well. We need a few more reforms of this sort. It is particularly desirable that those who do not smoke initiate the movement. Prohibition has planted a seed which is flowering abundantly. Every minority is inspired to make illegal that which it does not like or does not do. Personally we have never cared much for cerise neckties. Those who are in favor of a law making it a misdemeanor to wear them will display their esthetic taste and good citizenship by joining in the crusade to do away with them. By the same token the bull necks may organize to initiate laws making it illegal to display the Adam's apple. Certainly there is nothing to be said in favor of this protuberance.

Dr. Pease is both physician and dentist. Apparently he excels in neither, hence his ambition to serve humanity by taking the leadership and incidentally the shekels which come to the organizer.

He has written much against the use of coffee, tea and cocoa. He is opposed to meat eating. Yet he is quite a militant. On making a cross-country tour, he served notice upon Pullman conductors that he would use force, if need be, to restrain fellow passengers from defiling the air with tobacco fumes.

This idea is another good one. When we have prohibition of tobacco, it will become possible for the self-appointed upholders of law, to kidnap and flog offending smokers. Thus will added spice be given to our otherwise drab existence. What with all these reforms and the dramatic, if painful methods which are pursued in their enforcement in these days of "Can't, Cant and Klan," America is becoming a great place in which to live.—*Davenport (Ia.) Times.*

A Gentleman's and Sportsman's Smoke



MATOAKA

BLUE RIBBON TOBACCO

in 15c tins and pound tins

AND

MATOAKA CIGARETTES

Now Sold at 20 for 20c.

Nationally Approved by Discriminating Smokers

PATTERSON BROS. TOBACCO CORP., RICHMOND, VA.

EMANELO

Highest Grade

Conn. Shade Wrapped

Havana Filled

Cigars



Backed By Thirty Years' Honest Cigar Making



LAWRENCE BARRETT

Wrapped With Finest

Quality Sumatra

Havana Filled

D. EMIL KLEIN CO., Inc.

438-440 E. 91st STREET, NEW YORK

Read Tobacco and Keep Up-to-Date

Couldn't you use an extra $79 a year?



Wait! This means

- 15 Ford payments
- or 2 weeks vacation
- or 2 suits of clothes
- —or a radio set!

You can save $79 a year by rolling your cigarettes from "Bull" Durham.

And yet while you are saving this money, you are having THE smoke of all the world.

Do you know this about "Bull":

There is something in its fine, careful blending and manufacture, with its marvelously fragrant and distinctive flavoring and aroma that makes it a better smoke than any ready-made cigarette?

"Bull" Durham helps pay for his insurance!

Lots of men are writing us how much they save by rolling their own cigarettes. Here's Mr. W. P. Perry of The Perry Co., Detroit.

"For the past ten years I have been smoking "Bull" Durham and never gave a thought to the cost.

"I saw one of your advertisements so I decided to give it a test.

"Cigarettes cost me $9.00 a month against "Bull" Durham at $3.00 per month. This shows that $6.00 a month could be saved.

"At the end of a year I will have saved $72.00 which I will use toward my insurance. For this I am thankful to the American Tobacco Co."

Guaranteed by

The American Tobacco Co.

INCORPORATED

Arthur Bornholdt & Co.

Importers of

SUMATRA

139 Front Street New York

Amsterdam

Frascati-Nes

Alfred W. Penner
Western Representative
Room 416, 186 North La Salle St.
CHICAGO . . . . ILL.

Raise Charity Funds During October

intensive canvass during the month ctober of every trade in New York he purpose of raising funds to elim- the $400,000 deficit in the three and lf million dollar budget of the Fed- on for the Support of Jewish Philan- ic Societies was announced by ur Lehman, President, at a luncheon e Business Men's Council of Fed- on at the Hotel Pennsylvania, Tues- at which sixty councillors and divis- eads under whose direction the can- will be made were present. The ing was called by Percy S. Straus Felix M. Warburg, co-chairmen of Business Man's Council to crystalize s of the trade committees for comb- all the industries of New York in h Jewish business men are engaged.

To Dispense $3,500,000

Ve will be compelled to borrow funds ulfill the obligation we have made to 91 institutions maintained by Fed- on," said Mr. Lehman, "unless the essful business men of New York us raise Federation's deficit before nd of the year. We have contracted ispense three and a half millions. It ot too much to ask $400,000 more n the business men of this city, es- ally at this holiday season when it is itional for Jews all over the world to ore liberal."

To Proceed Calmly

eo Sulzberger, one of the active heads he money raising machinery of Fed- ion pointed out the necessity of rais- the present deficit without the cus- ary excitement and expense of money ing campaigns. A study has been e of the strength of all trades in New k in which Jewish men are prominent hat each might be allotted a quota mensurate with its income.

pecial mention was made of the work mplished by some of the trade com- ees which have been active during the mer. These include the committees king in food products; corrugated er products; clothing trades; cotton ds; underwear; veilings; cloaks and s; insurance; jewelry and optical ds; furs, etc.

Tobacco Trade Makes Good Showing

report from the real estate and to- o trades showed that these have al- dy raised more than fifty per cent of r quotas of $31,000 and $25,000 respec- ly.

ome of the men at the luncheon were hur Lehman, Percy S. Straus, Felix Warburg, Herman W. Block, Manny auss, David A. Ansbacher, E. Van lte, William Schiff; Z. D. Bernstein. ry F. Samstag, Samuel Blooming- e, Ben Erdman and Solomon Lowen- n, Executive Director of Federation.

Smoking on the Increase

Tobacco dealers believe that smoking is on the increase, but the use of the weed is more general in winter than in summer. During the periods of intense heat, the inveterate smoker usually cuts down his allowance, as the warmth from a cigar, pipe or cigarette only adds to one's misery. Cigarettes have had a big spurt of late years and their use is far greater than that of all other forms of tobacco combined. Pipes still have their devotees but in most cases it is only a passing fad. Pipes leave a disagreeable odor in one's apparel and the average society boy steers clear of anything of the kind. The elderly men favor pipes and the college boy usually has a briarwood in his rooms for the study hour. Chewing of tobacco is said to be declining in the cities. Snuff still has its few followers, who chew it in most instances, instead of drawing it up the nostrils as our forefathers did. The five-cent cigars are back, but their return did not appear to create much interest, as the cigarette followers continue to cling to their favorite paper-covered weed. Smoking among women is said to be slowly increasing, but this is rumor only. In the shelter of their boudoirs, it may be true that the fair sex is indulging to a greater extent than in former years, but there is also a stronger chance to the contrary. Bloomington women do not smoke in public and perhaps not a great many indulge in private. At least not many buy their cigarettes of the uptown dealers.—*Bloomington (Ill.) Pantagraph.*

Curtis in Keystone State

H. J. Curtis, of Arthur Bornholdt & Co., 139 Front street, New York, is displaying samples of fancy Sumatra and Java wrappers to the Pennsylvania cigar manufacturers, and, incidentally booking some good orders.

Hug-Proof Cigars

Former Vice-President Tom Marshall, of Indiana, told only half the truth when he remarked, "The thing this country needs most is a good five cent cigar."

If he had said "a good unbreakable cigar for ten cents," he would have come nearer the truth, and he might have had some of the credit which will accrue to James S. Long and Henry Ullman, professors of chemistry at Lehigh University, who, it is announced, have discovered a binder that will stand any rough usage.

It took a whole year of research before the chemists lit upon the process by which tobacco stems could be turned into a protective surface, between the filler and the wrapper without interfer-

(*Continued on page 39*)

A Full House

John Ruskin — Built by Hand Cigar
Best and Biggest
8 cents each
2 for 15¢

Five winning cards for any dealer to hold

COBS
5 for 15¢
THE ROUGH LOOKING CIGAR
WITH THE SMOOTH TASTE

FLOR DE MELBA
The Cigar Supreme
12 Sizes
10¢ and up

METROPOLITAN
10¢
1 Size
1 Quality
1 Price
Sumatra Wrapper
Mild Havana

S. SEIDENBERG & CO'S
After Dinner Cigar
now 5¢

With these five winners up his sleeve, any dealer can assure himself of a full house—morning—noon—and night.

Made by

I. LEWIS CIGAR MFG. CO.
Largest Independent Cigar Factory in the World
NEWARK NEW JERSEY

CIGAR LABELS



CIGAR BANDS

HIGHEST QUALITY SPECIAL PROCESS

Sole Distributors for

New Model Cigar Banding Machines for Ungummed Bands

WM. STEINER, SONS & CO.

257 West 17th Street New York

Registered Storage Warehouse

Green's Tobacco Company

207-209 North Academy St. Janesville, Wisconsin

Packers of Wisconsin Leaf Tobacco



DUTCH MASTERS
HAVANA *and* JAVA
CIGAR

"Nothing quite like it —so 'sweet,' so mild"

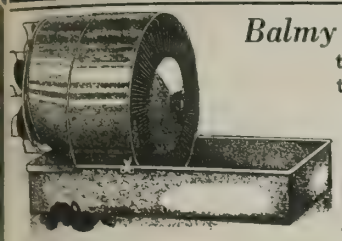
THERE'S nothing quite like the wonderful imported tobaccos that make Dutch Masters Cigar "so 'sweet' —so mild".

There's nothing quite like the advertising campaign which is making 1923 so interesting for Dutch Masters distributors and for their customers.

•

Better Cigars
Better Known

CONSOLIDATED
CIGAR CORPORATION
Hechscher Bldg 5th Ave. at 57th St.
NEW YORK



Balmy Moist Atmosphere
to prevent the leaf from drying out
to keep cigars fresh—

The American Portable Humidifier

For Eight Years
used by the leading Cigar MANUFACTURERS in all departments where humidity helps production.
CIGAR JOBBERS AND RETAILERS find it THE humidifier best suited for use in humidors and stock rooms, large or small.
No mist, no spray, no noise.
Humidity evenly distributed and regulated.
40% of total sales are repeat orders
AMERICAN AIR PURIFIER CORPORATION
165 East 35th Street New York City

leveland Dealers Get Store "Cavities Filled"

entists Attending Convention "Plug" Vacant Spaces in Numerous Cigar Emporiums — Tooth "Carpenters" Brighten Business Which Had Been Dull for Weeks.

CLEVELAND, Ohio, Sept. 15.—Again ling up to its title of the "City of Conntions," Cleveland had with it this ek the convention of the American ntists' Association, ten thousand and ne odd strong. Coming at a time when ngs were quite dull, the convention ped considerably in brightening things some of the local retailers. The hostands were kept especially busy by many smokers among the tooth exctors and other proprietors of torture mbers. Conventions are always a big p, and when they come at a time when stimulus to business is needed, why y're just batting .300, that's all.

The last two weeks seemed sort of "F" weeks for the local trade. Whether was the weather, territory, whether it s, or what, is hard to tell, but the in fact remains that they were dull, y dull weeks, much too dull. Things uld go along much better now. The nmer vacation season is docketed away l the fall season is off to a start. The rt may have been slow, it is true, but powerful cars start slowly, gather up ed as they go along and finish in a irl of speed down the homestretch.

Power Calls

Jesse Powell, famed through his conction with E. A. Kline & Co. and their dalist cigar, called on the Fifth City de during the week. Lots of orders re headed factoryward as a result of . Powell's call on the local dealers.

Pipes

Harry Boston, as well, as fat, and as ial as ever, made the rounds with the ll-known W. D. C. brand of pipes and okers' supplies. All one has to say is t Mr. Boston got just as many orders he always gets, and one has said volues, for he never misses up on anybody —another good reason, because they won't let him. W. D. C. pipes are featured wherever good pipes are sold.

The Frank Line

Al. J. Haupt, representing the S. M. Frank & Co. line of pipes through this way, got in town this week and immediately proceeded to corral lots of big orders for these fine examples of the pipemaker's art. Mr. Haupt is a go-getter type of hustler and the Frank line is never far behind in anything that has to do with pipes.

A Webster Visitor

Art Fields, of the Webster Cigar Co., was a very prominent cigarist who made his headquarters in the city this last week. Websters are growing every day in fast-selling popularity. The A. D. Goodman Co., local distributors of the Webster brand, have their hands full in taking care of all the orders that persist in coming in and seeing that everybody is supplied with a fair share of them.

Much in Evidence

Ben Gottleib, Reiss-Premier Pipe Co. representative, strode into Fifth City pipe circles this week. The Reiss-Premier pipes have long been established through this way and have been maintaining the fine reputation for quality and workmanship established when they were first introduced in this market.

Baer-Wolf Clambake

All the boys at the Baer-Wolf Co. are enjoying a wonderful time at the annual clambake which is taking place this afternoon. Surprises are coming thick and fast, and it is hard to find anyone who will go home without saying he had the best time of his life.

(*Continued on page* 9)



The Latest Smoker's Novelty

Novelty Smoker's Outfits

Serviceable and Artistic
The Monkey's tail clips the end of your cigar.
A Lamppost holds the match box.
Two additional ash trays on the large tray.
Entire outfit made of solid spun brass, nickel plated or polished. Highest grade workmanship thruout. Also the same in mounted tray stands.

G. M. FIEDLER MFG. COMPANY
332 EAST 47th STREET NEW YORK CITY

Class "A" Cigars

Anyone Can Sell "Gold Dollars" for Ninety Cents. A Real Salesman Turns Ninety Cents Into a Gold Dollar!

In Which Class Do You Belong?

CIGAR SMOKERS

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PROGRESSIVE MANUFACTURERS

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Make a "real smoke" for five cents and show a profit for your company.

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5520 2nd Avenue, Brooklyn, N. Y.

Experts on all Types of Tobacco Machinery, "Fresh Work" Cigar Machines, "Mold Rolling" Machines

Twin Cities Are Enjoying Good Retail Business

Minneapolis and St. Paul Dealers Stocking Up for Fall and Winter Season—Many Holiday Orders Already Placed—Variety Packings Being Offered by Tampa Factories.

MINNEAPOLIS, Minn., Sept. 15.—Retail cigar business is very good in the Twin Cities and dealers are stocking up for the fall and winter season. Many holiday orders have already been placed with the factories and merchants are going to be well supplied this year to take care of the rush. Boxes of 10 cigars in most all of the popular brands will be on sale and several Tampa clear Havana factories are offering the usual run of *Boite Nature* variety packings. The cigarette houses will have the usual holiday boxes and orders will be booked for these next month.

Well Distributed

Emerson, a Java wrapped cigar, "mild and mellow," is well placed and selling good. The Frank P. Lewis Cigar Co., of Peoria, Ill., manufacture this "perfectly blended" smoke.

Profitable Sidelines

The sale of razors and razor blades in cigar stores is good. Playing cards are also in demand. Cigar dealers are awake to the fact that side lines add to their profits.

Quarter page ads of Chesterfield cigarettes appear in the local newspapers.

"Proof of the Pudding"

El Verso continues to increase in sale. The advertising campaign put on by Diesel-Wemmer Co. has helped to bring this nationally known brand to the front very fast this year.

Forging Ahead

Herbert V. Mesick of Cuesta, Rey & Co., made his usual call and booked a large bunch of holiday orders. Cuesta-Rey is handled by all the better dealers.

Robert Bacon is one of the leaders here. Stone-Ordean-Wells Co., place it with the trade. Al Spellman, of the San Telmo Cigar Co., makers of this brand, was a recent caller here.

Met Deserved Success

Fred Suss was here recently and left with some splendid orders for S. H. Furgatch & Co. Mr. Suss is one of the best known and best liked cigar men that makes this section.

The Nathanson Cigar Co. distributes a number of popular brands. El Verso, Webster, Corina, San Felice and Antonio and Cleopatre are the featured lines.

Double-Header Representative

A noted visitor was Leo Abraham, who represents the Webster Cigar Co. and Jose Escalante Co., of Tampa. Both the Webster and Corina cigars have a large scale here.

In Good Company

The Borlum pipe from Kaufman Bros. & Bondy, is stocked by the better trade.

Moving Rapidly

Mozarts are well displayed and the Minneapolis Drug Co. is sending thousands of Mozart cigars daily to the trade.

Gaining Headway

El Producto gains in popularity, and the Stacy Co. has many window displays in and around the city.

A Cigarette Leader

George Buchingham continues to knock them cold with English Oval cigarettes. This brand of Philip Morris & Co., is one of the best sellers here in the cigarett line.

Efforts Amply Rewarded

El Roi Tan is a cigar brand that ha the call. O. J. Tiffany of the Seidenber Co. is an untiring worker, and his host o friends push El Roi Tan very strong.

To Be in Holiday Dress

Wm. Rosenfeld of Salvador Rodriguez visited the trade. Charles the great i one of the popular clear Havana seller here. As formerly the usual fancy Christmas packings of Charles the Grea will be on sale for the holidays.

Tennyson, a 10 cent smoke in glass jars is distributed by the Thomas-Elsner Co They are made by the Mazer Cigar Co of Detroit.

In Prominent Places

The E. B. Crabtree Co. reports a steady demand for Muriel Cigars. Muriel signs are seen in many of the store windows at present.

A Conspicuous Feature

La Palina, the pioneer of Java wrapped cigars, still outsells all other brands. No dealer's stock is complete without a full run of La Palina cigars.

Keeping Up Lively Pace

Harvey Lewis, of the Consolidated Cigar Corp., was a trade visitor. His Harvester brand, long a favorite on the Minneapolis market, is still one of the leading sellers.

In Great Demand

The local General Cigar Co. branch still finds it very hard to supply the demand. The call for Robert Burns, White Owl, Van Dyck and Wm. Penn is still very heavy.

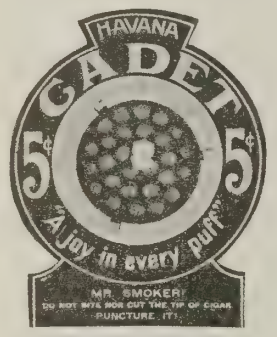
A Popular Favorite

The local United stores are featuring Ricoro cigars to much advantage. Full window displays of Ricoro cigars are shown in these stores.

Westward Bound

E. P. Oakes of the E. H. Gato Cigar Co. is due to arrive in a few days. Mr. Oakes is on his way west.

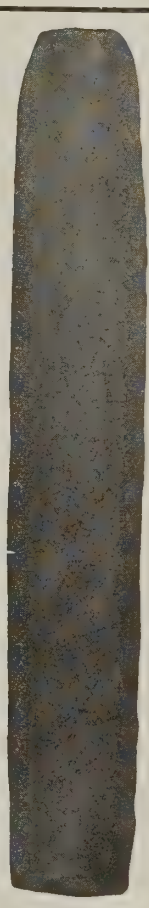
Jack Rosenberg of Eduardo Gonzalez & Co., Tampa, will be along shortly. Mr. Rosenberg has a star account here with Walter Short, Inc. He is featuring on this trip, Gonzales Fancy Tales, a long, slender, six inch cigar that retails for a dime.—H.



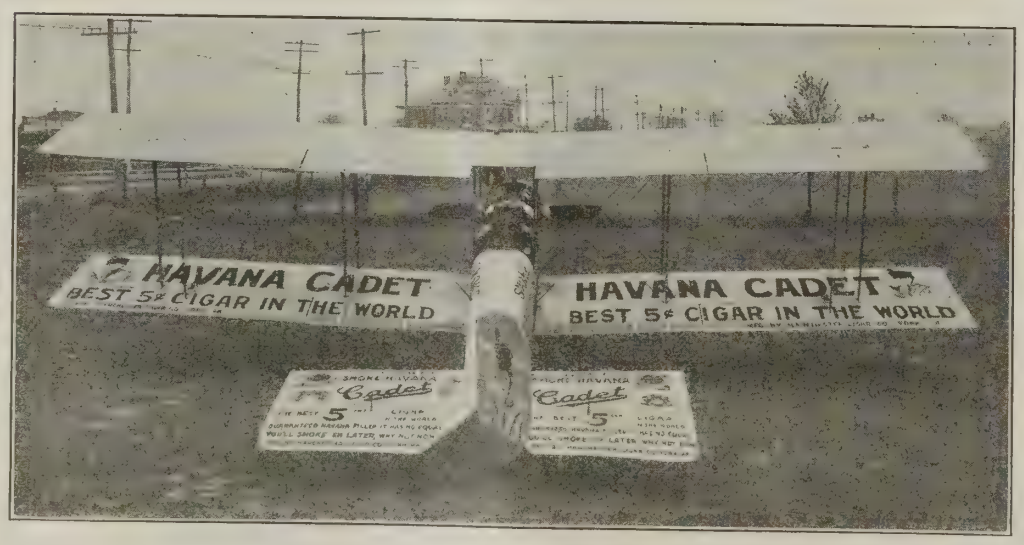


"A Joy in Every Puff"

HAVANA *Cadet* CORONA 5 CENTS



Havana Cadet as seen in the Sky and on Earth



GUARANTEED HAVANA FILLED. *IT HAS NO EQUAL*

Manufactured by

MANCHESTER CIGAR CO.

YORK, PA.

R N. PARIS
Sales Manager

The Tobacco Industry in Hongkong

WASHINGTON, D. C., Sept. 18.—The cigarette manufacturing industry, which had its inception in 1908, has now grown to be one of Hongkong's most important and rapid-growing enterprises, according to American Consul Webber in a report to the Department of Commerce. An idea of its magnitude may be gained from the fact that there is over $12,000,000 of capital employed, which paid a dividend last year of 14 per cent.

The daily output of cigarettes is estimated at 30,000,000, which will probably be increased in the near future to 40 000,000. The annual imports of leaf tobacco, imported for use in the manufacture of cigarettes, amounts to about 1,500,000 pounds, of which about 40 per cent is of American origin and the rest native Chinese tobacco.

The annual exports of cigarettes from Hongkong are valued at approximately $6,000,000 and are sold throughout China and nearby markets in which Chinese are living.

The Nanyang Brothers Tobacco Co., Ltd., of Hongkong, operate the largest cigarette factory in this district, which is equipped with modern machinery obtained from Japan and the United States. This firm produces about 80 different brands of cigarettes, which retail at prices ranging from two cents to 35 cents (Hongkong currency).—LAMM.

Buys Fancy Wrappers

Sidney Fox, of the Nathan Fox Co., Chicago, recently inspected the local leaf market, and purchased a quantity of fancy wrappers for his organization.

ie San Francisco Dealers Celebrate Two Events

thday of the City Greeted With Some Peculiar Phenomena—Jewish New Year Observed by Many in the Trade—Various Indications Point to Better Business Generally.

AN FRANCISCO, Cal., Sept. 11.—It was ifornia's birthday when the moon ped across the face of the sun and d to substitute Moonshine for Cali- nia sunshine. One cigar man claims the sun and the moon had a formal gement to celebrate California's birth- . Another facetiously remarks that -day moon-shine always has been ac- table in California on birthdays. ie that as it may, Monday, Sept. 10 very generally celebrated. And in ition to this, today, Tuesday, Sept. 11, eing celebrated by quite a number he trade; for this is the Jewish New ar, and rather generally celebrated.

. Mirsky & Son report that their re- ers, as a whole are doing a very satis- tory business, and that their jobbing ie for the Summer has been moving dily forward. Their Headline is ving an especially popular seller and Garcia y Vega is growing in popular-

A new coat of paint is brightening up headquarters of D. Rinaldo & Co. twithstanding their enlargements of first of the year, they are now looking ut for more room, as all the floor ce they can possibly spare is now d with goods, waiting to be opened. e latest member of their cigar family, Imporico, is giving an excellent ac- nt of itself.

It isn't only Porto Rico cigars, how- r, that are growing in favor. Julian lmanson is back from a five weeks' cation at the hospital, and says the prise to him is the popularity of his anilla cigars. The Fighting Bobs have n good sellers, but the one gaining at rapid rate is the Alhambra. While he s from the first enjoyed a good high ss trade, he has also discovered that re is right around him an excellent e-cent trade to be developed. Since he gan giving them street-counter display, is buying Gato Keywesters, Coral ys and Muriel Midgets by the thou- nds. And in each case, especially with e Coral Key, counter display has given em a big boost.

Speaking of counter display, C. Cerin- n, proprietor of the Merritt Cigar Store, Oakland, has for some time kept on his unter a special brand of his own, which calls the Merritt, and it has built into seller that means much to his cash box.

In Strong Demand

And P. F. McArdle, manager of the akland Tobacco Co. announces that the ve cent Optimo they received was apped up greedily, and dealers are call- g for more, which they will soon be able supply. The Little Tan is another en- ying the same kind of a demand. The ptimo King, the 15c cigar, has also been creasing surprisingly. Mr. McArdle xpresses his delight at how much of a arket for 15c cigars Oakland is develop- g.

C. C. Greenman at 130 Sutter, San rancisco, expresses appreciation of the alifornia Cigarettes. They are steadily rowing in favor by those who appreciate ood cigarettes.

Handy Packages

A big seller with the General Cigar o., has been the Handy Pack assortment. his is in sizes of ten cigars each to range om 30c to $1.25. Van Dykes, Robert urns and White Owls are included in e packs. The General has secured the oncession in the new Tait restaurant in akland, which is said to be the finest in e city.

A cigar that seems to be going fine with e United Cigar Stores Co. is the Bene- ctor, a two for fifteen product.

Robert J. Blaine, in charge of the cigar epartment of Haas Bros., is making acramento, Stockton, Reno, and sur- ounding territory.

H. H. Lease, who has been in charge of e General Cigar Co. stand at the Hotel akland, has been promoted by being laced in charge of the distribution of the Sacramento-Nevada territory, with head- quarters at Sacramento.

C. Cerinich, of Oakland, was one of the fortunate members of the Chamber of Commerce boosting trip to the south. They met with royal receptions every- where. Barbecues, dances, auto trips, banquets and prune festivals made up part of the amusements of the trip.

Herbert Bibo, salesman for Sam Israel, has returned from a two weeks' auto trip through the south part of the state.

Joseph Wolf, well-known to the cigar trade of Oakland, met with a painful and somewhat serious accident the other day. He was hit by a street car in San Fran- cisco and escaped with a broken leg, a broken nose, and plenty of bruises and abrasions. At last report he was doing as well as could be expected.

The United store was recently burned out of house and home in the fire that destroyed the Philson Hotel in Stockton, but have succeeded in getting a temporary location across the street.

Algerian Growers Want an Increase in Tariff

WASHINGTON, D. C., Sept. 17.—Tobac- co growers in Algeria are insisting upon an increase in the import tariff on to- bacco from the present rate of 50 francs to 100 francs per 100 kilograms, accord- ing to a report reaching the Tobacco Di- vision of the Department of Commerce.

The growers feel that the present rate of import duty is no longer a protection to domestic production of leaf tobacco, since much of the imported tobacco comes from the United States, and with the disparity in the rate of exchange, 50 francs per 100 kilograms offers little pro- tection; on the other hand, the manu- facturers insist that increased duty will prevent the purchase of the required American and other leaf tobacco for blending with domestic tobacco, which will react unfavorably to Algerian grow- ers in that manufacturers will be obliged to reduce purchases of domestic tobacco. Algerian manufacturers urge that grow- ers begin at once to plant additional va- rieties to substitute foreign tobacco in order that foreign purchases may be ob- viated or reduced.

There has been a marked increase in tobacco production since 1913, when only 17,500 acres were devoted to tobacco cul- ture to a total acreage of about 50,000 in 1922. The prewar production of 7,000 metric tons has increased to about 24,000 metric tons in 1922. There are more than 18,000 farmers growing tobacco at the present time and about 5,000 people are employed in the factories.

Of the 24,000 tons produced in 1922, 15,217 tons were exported to France for use by the Government Monopoly. This composed about 20 per cent of France's total purchases and it is contended that if Algeria would produce varieties suit- able for blending purposes, the French Monopoly would use a much greater quantity of this Colonial tobacco.—LAMM.

Cigar Slogan Becoming International

Following the general adoption of the new cigar slogan by all branches of the cigar trade in this country, comes the announcement that Great Britain and Ireland also intend to put the slogan to work in the interest of a bigger-better cigar business.

Just what our cousins across the water think of the slogan is set forth in the following communication from *Tobacco,* the organ of the British and Colonial Tobacco Trade, published in London, just received by the T. M. A.

"Allow us to congratulate your Asso- ciation upon the excellent cigar slogan. Can you loan us an electro of the slogan the size of the white space (inside the red border) of the enclosed window bill, for a bill that tobacconists in Great Brit- ain and Ireland can exhibit in their windows?

"You will see by the enclosed window bill how inspiration crosses the ocean. That applying to cigars could usefully follow."

The window bill referred to bears the following inscription:

"Yes—we have no tobacco, cigars or cigarettes that are not in perfect condi- tion. Put us to the test now!"

This expression from across the waters, coming on the heels of the busiest week the T. M. A. has yet had in the way of meeting demands for electros of the slogan from all sections and branches of the cigar trade in this country is an excellent illustration of how the slogan is filling a long-felt want.

Practically all of the leading cigar ad- vertisers of the country have already started using the slogan in various ways, and to judge from the host of specimens bearing the slogan pouring in on the T. M. A. it would seem that the use of the slogan is by no means limited to adver- tisements in newspapers, magazines, trade papers, etc., but seemingly all branches of the trade are placing it on their letterheads, envelopes, bill heads and other forms of stationery, manufac- turers are using it on their boxes, win- dow posters and other advertising matter, jobbers are placing it on their delivery wagons, retailers are displaying it to advantage, and every other possible means is being used to popularize the slogan.

Striking White Owl Signs

Perhaps one of the best illustrations of what is being done to popularize the slogan is furnished by the large illu- minated sign recently installed by the General Cigar Company at one of the busiest spots in New York—Broadway, between 51st and 52nd streets. This sign, 20 feet high and 60 feet long, bears the cigar slogan in black and white, coupled with an advertisement of the White Owl cigar, and is placed at a point which 500,000 people are estimated to pass daily.

This company is also enclosing a slip bearing the slogan in all their Handy Packages—that is, the White Owl Handy Package of 10, Robt. Burns Invincibles Handy Package of 5, and the Van Dyck Bankers Handy Package of 10. It is estimated that at least a million of these slips will be used in this manner within the next six months.

Nor is this all, for it is announced that as soon as it can be arranged, the same company will adopt a similar design to be used as box flaps on all of their brands, which means that every box of cigars packed by the General Cigar Com- pany will contain a flap with nothing on it excepting the slogan, "After all, nothing satisfies like a good cigar."

Electros of the slogan in six different sizes are being furnished by the T. M. A. to members of the cigar trade in rea- sonable quantities, without charge, irre- spective of their membership in the T. M. A.

Requests for such electros should be addressed to the Tobacco Merchants As- sociation of the U. S., 5 Beekman St., New York, N. Y.

Paraguayan Warehouses Burn

WASHINGTON, D. C., Sept. 17.—The Paraguayan Government tobacco classi- fication warehouses, said to contain about twenty thousand bales of tobacco, were totally destroyed by fire on July 10, as a result of an attack on Asuncion by revo- lutionary forces, according to a report received by the Department of Commerce from Consul Harry Campbell at Asun- cion, Paraguay. The total loss probably amounts to a half million dollars. This is the second time within the past year that the supply of Paraguayan tobacco has been affected by the revolution. Pre- viously, the internal disorders caused a decrease in production of almost 40 per cent during 1922-23. Tobacco is the most important agricultural crop in Paraguay, and is exported in large quantities to Argentine and to the Netherlands.—LAMM.

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NEW YORK, THURSDAY, SEPTEMBER 20, 1923

GLIMPSES OF LOS ANGELES

The metropolis of the west is seen at its best, naturally, by people who live in Los Angeles. There are glories that pitiable Easterners who never have been in southern California may not know.

In winter, the famed climate induces many thousands of tourists and millions of dollars to go to Los Angeles. But the biggest, most rapidly developing city on the Pacific Coast has prosperity that doesn't depend on seasons.

Los Angeles is an aggregation of activities. It has a multiplicity of important industries. The growth of business is substantial and continuous.

The city is inhabited principally by promoters, hustlers, boosters and believers. As population approaches the million mark, the progress of Los Angeles is attested by more than 200,000 automobiles. Not all of these vehicles are used daily in taking prospective buyers out to see desirable real estate.

In Los Angeles, obtainable money is represented by the gold in the sunshine, the silver lining of the cloud and the green that is seen in the landscape.

Land in the vicinity of the city isn't merely property that might be sold profitably to newcomers. Agriculturally, Los Angeles county excels every other county in the United States. North, south, east or west, not another county in the country can show farm crops equal in total value to what the farmers and fruitgrowers of Los Angeles County produce annually.

In area, one of the largest cities in the world, Los Angeles has space in which to expand. There is territory to be developed.

Los Angeles magnetizes. The city attracts. Drawn thither, in one way or another, crowds of newcomers stay and become attached. The hard worker, the loud shouter for Los Angeles probably was a resident of Iowa or Kansas sometime ago.

The city of perpetual publicity is full of hope. Courage, energy, confidence and willingness to co-operate are cardinal virtues of leading Angelenos.

If a stranger should ask: "Is the city up to date?" the immediate answer will be that Los Angeles is ahead of time.

If other cities, in envy, voice disparagement of a pushful rival, each jealous expression resembles a confession of fear. The actual harm is not of importance enough to be admitted, in the Jonathan Club. "Any knock from San Francisco is a boost for Los Angeles." That's what they all say in the citrus belt.

Among the dwellers in Los Angeles are numerous persons of world-wide popularity; "the best loved, most fascinating, highest paid" men, women and children. Confirmation of this sweeping statement may be found in every blurbing magazine devoted to motion pictures. A celebrity of filmdom may receive a salary amounting to more than a million dollars a year.

It is a scandal of Hollywood possibly that some of the immense amounts earned in front of cameras are payable partly in stage money. But a reel favorite gets enough real money to enable him or her to be a lavish spender, if so disposed.

Joyously they scintillate, verily they sparkle like stars, those heroines of screenland. They announce their altitude, they reveal their brilliancy, they proclaim their worth, by the glitter of gold, the glint of platinum, the white fire of diamonds, the red flame of rubies, the verdancy of emeralds, the lustre of sapphires, the softer shimmer of pearls or the effulgence of other jewels. Cash at command is an adjunct of greatness in the movies.

At work now, in or near Los Angeles, there are two hundred and fifty companies producing motion pictures.

Building operations in Los Angeles at present are widespread and associated with enormous expenditures. Present construction practically covers everything from skyscrapers to bungalows.

As the chief city of a region noted for oil production, Los Angeles is one of America's great petroleum markets.

Six transcontinental railroads enter Los Angeles. Besides the city boasts that it has the world's best system of urban and interurban electric railways.

Aforetime so far inland that no one then ever expected that Los Angeles would be a seaport, Los Angeles today has a harbor of tremendous importance.

Shipments from Los Angeles by sea in recent months have been so immense that even New York had reason to think that its supremacy was threatened.

The sea-borne trade of Los Angeles is not restricted to the Pacific Coast of North and South America. It reaches every ocean. It is extending constantly.

The facilities for loading, the certainty of obtaining large cargoes, the desirability of the port, the resourcefulness that acquired and improved the harbor keeps bringing to Los Angeles numerous ships that never came before.

Years ago, phthisis was a cause of migration to Los Angeles. The city was thronged with semi-invalids, frequently described as "lungers." Having or fearing tuberculosis, these unfortunate people escaped to southern California, there to receive all the aid they could from the climate. Benefitted much or cured entirely, many erstwhile "lungers" now are most energetic and sincere boosters of Los Angeles. Though for a time perhaps they worked for little, they regained strength and eventually obtained a competence. To them the flourishing city stands for about all a man could desire, this side of paradise.

The blue sky, the sunshine, the flowers, the fruit trees, the innumerable opportunities to obtain health, comfort, success and wealth in Los Angeles are attracting many middle-aged people who, in most cases, seem to be moderately well-to-do.

Going to Los Angeles, to invest their money and spend their remaining days, these new residents add much to the solid prosperity of the city. Real estate prices are steadily rising because newcomers continually show inclination and ability to buy.

In the course of events, increased capital seeks profitable employment. New enterprises appear. Additional industries are started.

Payrolls are barometers of the cigar business. Where wages are good, when workmen all are busy, cigar stores are sure to have larger sales. This is according to the rule.

Without attempting to exaggerate success as dealers report now, it can be said truly that most of the tobacconists in Los Angeles are doing well.

Wholesale grocers and drug concerns having cigar departments are placing larger orders. Jobbing houses handling tobacco products exclusively are not complaining about conditions in Los Angeles now. Expansions are taking place. Excellent holiday trade is anticipated. Factory representatives say that southern California today is "dependable territory."

In Los Angeles, the more expensive cigars and cigarettes *de luxe* are in demand. "Per capita, for cigars and cigarettes, Los Angeles spends more than any other large city does," it is claimed. Assertions of this sort are hard to verify. Complete statistics, pertaining to tobacco consumed in various cities, are not available. But there is reason to believe that the statement is true. Newly rich movie stars and the number of wealthy visitors, do strengthen the supposition.

"Good spenders" are numerous in Los Angeles. Also the city contains thousands of men who will not pay more than a nickel ordinarily for a cigar. Between those who get what they desire regardless of price, and those whose most liberal indulgence would be represented by the expenditure of a dime at a time for two smokes there is the great middle class. The average man, except on special occasions, doesn't purchase cigars costing upwards of 15 cents apiece.

In Los Angeles, each important retailer displays brands and sizes in fine variety. In different stores practically all the wrappers are exhibited. Havana, Connecticut shade-grown, Sumatra, Java, Porto Rican, Florida-Georgia shade-grown, Connecticut broadleaf and Manila are featured.

Comprising cigars made in the States, Hawaii, Porto Rico, The Philippines, Cuba, Mexico, Jamaica and Costa Rica, one salesman on his rounds through Los Angeles recently enumerated 732 brands.

American made brands of course were greatly in the majority. Manila came next, then Cuba and Porto Rico. Three Mexican brands were shown. Hawaii had two. Jamaica and Costa Rica had one each. The Costa Rican importation was confined to one box of perfectos obtained through motives of curiosity.

Manila cigars, principally in Class A, have obtained popularity in Los Angeles, very notably of late. Usually in two or more sizes, Manilas are sold steadily by nearly every cigarist in the city. According to one authority, "more than a fourth of all the cigars sold in Los Angeles are of Philippine origin." A number of retailers are handling Manilas in Classes B and C.

Though Mexican cigars, deprived of the benefit of a tariff differential, have to pay more duty than imported Havanas do, a certain demand for dark, rich Mexican elegantes causes the importation of a case or two occasionally. Two dealers explained that the call for Hawaiian cigars was small but insistent enough to make it profitable to have a few. The Jamaican cigars were forwarded from Panama to gratify the desire of a retired sea captain. One retailer in Los Angeles carries 164 brands of cigarettes. "I'm prepared to give customers what they ask for; it pays," he says.

A considerable number of retailers in Los Angeles pay very high rents. Yet such choice locations seem to be profitable. In places Los Angeles thoroughfares are so thronged that the congestion is comparable to conditions in the Loop at Chicago, or at Forty-second street and Fifth avenue, New York.

"Yes, sir, cigar business is good in Los Angeles."

PRICE FIXING

Inability to solve the problem of surplus production by price fixing is shown in a summary of various attempts to accomplish that end, published in the Kansas City *Star*. Experiments made have invariably shown that producers are influenced to plant only crops for which there is an established price, thus creating a surplus of favored commodities and a shortage of others.

A price for coffee was established by Brazil a few years ago with the hope of protecting its large coffee planters from losses due to market fluctuations. In the face of this established price, countries, which normally would not seriously contend for Brazil supremacy in this field, began to break the Brazilian hold on the market. As a result, the high price could not be maintained and the stability of the national currency was seriously threatened by the severe strains thus placed upon it.

In this country the producers of such a highly specialized product as raisins tried, through co-operative marketing, to establish a fixed price for that food, but even that attempt failed. On the other hand the same disastrous result occurred in Kentucky from an entirely different cause. A high price for White Burley tobacco caused such overplanting the following year that heavy losses were sustained by most of the growers.

The trouble with the system seems to be that centralized or co-operative selling does not create the market demand necessary to maintain high prices. It also seems that when the demand does set a high price, the following year there is such over-planting of the crop that disaster results. The answer to the politicians who hope to remedy these conditions by simple legislative measures the above facts speak forcefully. Legislation has not yet found a remedy for the problem of price maintenance.

Only by diversification has the farmer of this country made any headway, and even that does not appear to be an altogether satisfactory method. The solution is still in the future and is not unrelated to a reformation of the processes of marketing, transportation and the free intercourse of the producer with the consumer, not only at home, but abroad.

These are the things that might challenge the activities of our statesmen, in which event they might let "price-fixing" alone.—*Chattanooga (Tenn.) Times.*

OF COURSE

Even those who have become most resigned to accepting the tobacco situation in America as an inescapable evil cannot help but be startled at the disclosure made recently by the Internal Revenue Bureau that during the month of July, 1923, taxes were paid on nearly 6,000,000,000 cigarettes. This number, it appears, represents an increase of more than half a billion over July of last year. No wonder some of the State legislatures are taking steps to curtail the sale of tobacco products to minors. That is the least they can do.—*New Haven (Conn.) Union.*

And this editorial opinion is published in a State, whose farmers expect to reap a reward of more than $20,000,000 for the tobacco crop raised there this year! But, of course, Connecticut does not produce cigarette tobacco.

"TOBACCO NEXT?"

One of the speakers before the national convention of the W. C. T. U. at Columbus, O.—he was of the male persuasion—made an eloquent plea that the organization conduct its "next great fight" against tobacco. "The goal," said he, "must be legislative enactment that will protect the nation against the poison that is akin to the poison of alcohol."

Whether the dreadful fumes of tobacco do contain a poison that is akin to that of alcohol, we do not pretend to say; we leave it to the toxicological sharps. It is probable, however, that a good many users of the soothing weed will not see a great deal of resemblance between the two "poisons," and would resent any attempt to legislate tobacco-using into a crime.

Let no one, however, think that such a thing is impossible. Prohibition was thought just as impossible in 1890, say. Thirty years from now may ring the requiem over the departed Princess Nicotina, unless her devotees are better organized than were those of the late J. Barleycorn.—*Boston Post.*

CIGARETTE CONSUMPTION

Time was—and not so long ago—when the thin paper tube containing a modicum of tobacco was generally referred to as the "deadly cigarette," or the "coffin nail." Those who sought to control the personal habits of others demanded that Congress enact a law prohibiting the manufacture and sale of cigarettes. They succeeded better with alcoholic beverages.

It may surprise most persons to learn that the consumption of cigarettes in the United States during July this year amounted to about six billions. The Internal Revenue Bureau reports that taxes were paid on 5,839,707,747 during July, an increase over July of last year of almost 600,000,000.

There has not been any report that the death record has been increased by this extensive use of cigarettes. And yet it is not at all improbable that the reformers who enthuse over the Volstead act will make a crusade against cigarettes.

In countries where the cigarette has been in general use for a century or more, the physical status of the inhabitants has not deteriorated. As the best cigarettes in the world are made in America, the increase in their consumption in the United States will not cause alarm except to those who see danger in anything that does not meet with their personal notions of right living.—*Albany (N. Y.) Journal.*

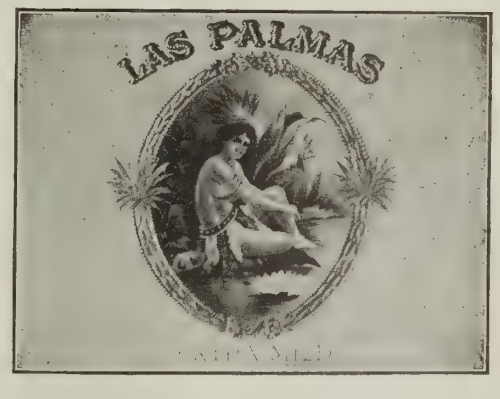
STANDARD 5c CIGAR VALUES



All Long Filler

Handmade

Mild and Aromatic



We concentrate on a few sizes especially adapted for the discriminating American Smoker.

Our Brands are firmly established and successfully distributed by the leading jobbing Houses from Coast to Coast

BECAUSE we give **QUALITY** and **SERVICE**
at moderate Prices, leaving Jobbers and Dealers substantial Profits.

We sell to direct Importers only and fully guarantee our cigars.

MANILA COMMERCIAL COMPANY, Inc.

MANILA
Philippine Islands

CIGAR FACTORY, A-4-331
Our Slogan: "Not to undersell, but to excel."

11 Water Street
New York, N. Y.

JEFFERSON LEAF TOBACCO Co
SPARTA, WIS.
Packers of
WISCONSIN TOBACCOS

Industrial Leaf Tobacco Co.
INCORPORATED
Cigar Leaf Tobaccos
151 WATER STREET, NEW YORK

LA PLATA TOBACCO Co
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Packers of
PORTO RICAN TOBACCOS

Tobacco Stocks

American Cigar
Amer. Machine & Foundry
Amer. Tob. Div. Scrip
Geo. W. Helme
MacAndrews & Forbes
Mengel Company
Porto Rican Am. Tob.
R. J. Reynolds "A"
Schulte Retail Stores
United Cigar Stores
U. S. Tobacco
Universal Leaf Tob.
J. S. Young

We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

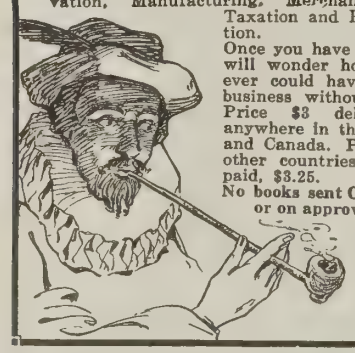
Stone, Prosser & Doty
Specialists in Tobacco Stocks
52 William Street, N. Y.
Tel. Hanover 7728

TOBACCOLAND
By
CARL AVERY WERNER

EVERYTHING you need to know about tobacco and the tobacco business, is in this remarkable book. It covers the entire subject—History, Literature, Cultivation, Manufacturing, Merchandising, Taxation and Regulation.

Once you have it, you will wonder how you ever could have done business without it. Price $3 delivered, anywhere in the U. S. and Canada. Price to other countries, postpaid, $3.25.

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THE TOBACCO LEAF PUB. CO., 140 Front St., New York

The Connecticut Valley Tobacco Ass'n, Inc

JOSEPH W. ALSOP, *Pres.*
FRED B. GRIFFIN, *Gen'l. Mgr.*

Headquarters:
225 State Street
Hartford, Conn.

Schulte Earnings Increase

"We estimate our earnings from the Schulte stores will be 15 per cent better during the last six months than they were during the first six," said David A. Schulte, president of the Schulte Retail Stores Corporation and Park & Tilford Co., sailing on Cunarder *Aquitania* for a month's business trip to Europe. Net in first six months of 1923 after charges but before federal taxes was $2,000,000.

"The first two months of this quarter have already justified that estimate. We will follow a conservative policy and for the present there will be no change in the dividend rate.

"I am going over in the interest of Park & Tilford to establish foreign connections in order that we may have exclusive agencies in this country for the distribution of certain foreign products through Park & Tilford. I will probably make more connections in France than in England.

"It is our aim to put the Park & Tilford lines all over this country through jobbers. We intend to look after the wholesale business more than the retail end. Later on, at certain centers throughout the country, we will establish retail stores which will act as advertising agencies for the distribution of the Park & Tilford wholesale products."

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.	76	79
American Cigar Co. Pfd.	83	87
American Mach. & Fdy.	135	..
Bayuk Bros. Com.	52½	54½
Bayuk Bros. 2nd Pfd.	111	113½
Bayuk Bros. 1st Pfd.	96	99
British-Amer. Tob. Co.	22¼	23½
Eisenlohr & Bros. Com.	65	70
Eisenlohr & Bros. Pfd.	95	99
Geo. W. Helme Com., new.	48	*51
Geo. W. Helme Pfd.	110	*113
Imperial Tobacco Co.	16	17
International Cigar Mach.	54	60
J. S. Young Com.	104	110
J. S. Young Pfd.	104	110
Johnson Foil	80	90
MacAndrews & Forbes Com.	132	135
MacAndrews & Forbs Pfd.	95	100
Mengel Co. Com.	24½	26½
Metropolitan Tobacco	70	95
Patterson Bros.	7½	..
Philip Morris	13	14⅛
Porto Rican A. T. Co.	70	74
Porto Rican A. T. Script.	75	85
R. J. Reynolds "A"	125	..
Schulte Retail Stores	95	96
Schulte Retail Stores Pfd.	110	*113
Tobacco Prod. Export	3⅛	3¼
United Cigar Stores	185	220
Universal Leaf Com.	..	92
Universal Leaf Pfd.	..	91
United Profit-Sharing	5½	5⅞
U. S. Tobacco Com.	50	54
U. S. Tobacco Pfd.	105	108

*Ex-Dividend.

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	120	139
American Snuff Pfd.	90	96½
American Sumatra	21	21½
American Sumatra Pfd.	33⅜	55
American Tobacco	144	145
American Tobacco "B"	143	144
American Tobacco Pfd.	101½	102
Consolidated Cigar	18	19
Consolidated Cigar Pfd.	63½	75
General Cigar	80	81½
General Cigar Deb. Pfd.	103¼	107
General Cigar Pfd.	100	106½
Liggett & Myers	187	204
Liggett & Myers "B"	180	200
Liggett & Myers Pfd.	110	117
Lorillard, P.	160	163
Lorillard, P., Pfd.	111	115
Tobacco Products	52	52⅜
Tobacco Products Pfd.	107¼	109⅞
Tobacco Products "A"	81¼	82
United Cigar Pfd.	185	210
United Retail Stores	73½	75

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign. Demand... 4.53⅜ Cables.... 4.53⅝

FRANCE—Par 19.3 cents per franc. Demand... 5.77¾ Cables.... 5.78

ITALY—Par 19.3 cents per lira. Demand... 4.40½ Cables.... 4.41

BELGIUM—Par 19.3 cents per franc. Demand... 4.83 Cables.... 4.82

GERMANY—Par 23.8 cents per mark. Demand.. .0000004 Cables.. .00000

AUSTRIA—Par 20.3 cents per crown. Demand.. .0014⅛ Cables... .0014

DENMARK—Par 26.8 cents per krone. Demand...18.11 Cables....18.15

GREECE—Par 19.3 cents per drachma. Demand... 1.78½ Cables.... ...

HOLLAND—Par 40.2 cents per florin. Demand...39.29 Cables....39.32

HUNGARY—Par 20.3 cents per crown. Demand.. .0057 Cables... .0057

NORWAY—Par 26.8 cents per krone. Demand...16.04 Cables....16.08

SPAIN—Par 19.3 cents per peseta. Demand...13.48 Cables....13.50

SWEDEN—Par 26.8 cents per krona. Demand...26.51 Cables....26.55

SWITZERLAND—Par 19.3 cents per franc Demand...17.65 Cables....17.67

CHINA—Cents per silver dollar f Hongkong; per tael for Shangh and Peking.

Hongkong— Demand...52.46 Cables....52.58

Peking— Demand...74.25

Shanghai— Demand...70.75 Cables....70.87

PHILIPPINE ISLANDS—Manila: Par cents per silver peso. Demand...49.25 Cables....49.50

JAVA—Par 40.2 cents per florin. Demand...38.75

JAPAN—Par 49.8 cents per yen. Demand...48.38 Cables....48.50

ARGENTINA—Par 42.44 cents per Argen tine paper dollar. Demand...32.90 Cables....33.00

BRAZIL—Par 32.45 cents per paper milrei Demand... 9.88 Cables.... 9.93

CEDAR CAN LININGS
PRESERVE THE AROMA OF FINE CIGARS
We Specialize in Cedar Linings for Cigar Cans
THE CEDAR PRODUCTS COMPANY
Philip L. Hans & Son Proprietors
76 MAIN STREET LONG ISLAND CITY, N. Y.
Telephone 0543 Astoria

COMPANIA GENERAL DE TABACOS DE FILIPINAS
35 South William Street, New York
Owners of
LA FLOR DE LA ISABELA
Factory at Manila, P. I.
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Cigarette Paper "EL PINO"
In Reels, Reams or Books
MIQUEL y COSTAS & MIQUEL
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CIGARETTE PAPERS
IN BOBBINS, REAMS AND BOOKLETS
ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS
MAX SPIEGEL & SONS CO., Inc., 54 Lispenard St., New York

JOSEPH HOLZMAN
185 Water Street, New York
Telephone, John 693. Cable Address, Testadura
IMPORTER OF SUMATRA AND HAVANA **TOBACCO** PACKER OF DOMESTIC

Phone Canal 5517
Broome Street Pipe Works
Manufacturers and Repairers of
Meerschaum & Briar Pipes and Smokers' Articles
Repairing Our Specialty

346 BROOME ST. NEW YORK

bacco Products Helped by Dividend Increase

: is estimated that at the present time, ıacco Products Corporation through ıted Retail Stores controls approxi- ely 90 per cent of the common stock United Cigar Stores Co. Recent ad- cement of the dividend rate by United ar Stores from 8 per cent to 12 per annually should give Tobacco Pro- ts Corporation an additional $1,180,000 ually.

ıssuming that the 12 per cent dividend maintained on the United common ck, Tobacco Products should receive ıl annual revenue on its 90 per cent dings of the $32,866,000 of approxi- tely $3,400,000. This compares with ıl net earnings in 1922 before Federal es of $5,588,000 coming from all rces. On the basis of the increased rating revenue and dividends this r, Tobacco Products Corporation ould be able to attain previous estimates earnings of approximately $10 a share the 450,425 shares of common stock, er dividends on the preferred and ıss A cumulative common stock, pre- usly estimated as this year's earning wer by the corporation.

For the six months ended June 30, last, bacco Products reported net earnings sources $2,542,203 compared with 203,557 for the corresponding period a year ago.

Tobacco Products does not segregate ual earnings from operation from se received in the form of dividends. ily late approximation of the ratio of ual earnings to those received in the m of dividends is for the four months ded April 30, last, when of approxi- ate net of $2,000,000, $970,000 was from erations and the balance in the form of vidends.

Both operating earnings and dividend yments to the corporation in the last lf of the year will naturally exceed e rate maintained in the first half.— *ily Financial America.*

Manhattans Going Strong

A cigar that is steadily growing in vor, especially in the Metropolitan District, is the Manhattan cigar, manufactured by the Central Cigar Mfg. Co., of 505-511 Canal street, New York. This popular brand is a Sumatra wrapped, Havana filled cigar, and is made in seven popular shapes and sizes. Manhattans retail at from 10 cents to three for 50 cents.

Error in One Way

The Burley Tobacco Growers' Co-operative Association made an error last week that is bound to be amusing to a number of newspaper men in western Kentucky. We don't like to keep a good joke from our readers, so here it is:

The Burley Association has a very active publicity organization for the purpose of furnishing publishers all over the state *free* news matter about their association. Well, for many months we west Kentucky publishers have been getting *free* publicity regularly from this organization, and it usually comes under a two-cent postage stamp, too. Considerable expense attached to this, for there is a bunch of newspapers down in this end of the state to mail the stuff to.

But last week something different came out. We received an order for a paid advertisement from the Burley Tobacco Growers' Co-operative Association, with instructions to render bill for same. And we printed it.

Before the ink had hardly had time to dry on that ad we got a letter from the Burley people telling us of their mistake, that they didn't intend to send the ad at all; that there wasn't a chance for it to do them any good at all; that they would pay us but their money would just be wasted, so to speak. Quite a few other west Kentucky newspapers evidently received the same kind of a letter, because they printed the ad too.

Now what do you think of that? After asking us for months and months to please publish some of their stuff for them, they turn right around and tell us that it would not have been worth a plugged nickel.

There's always a difference between getting something for nothing and having to pay for it.—*Dawson Springs (Ky.) Progress.*


In Perfect Condition
BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.
MADE BY
RACINE PAPER GOODS CO., Racine, Wis.

For Gentlemen of Good Taste
SAN FELICE
2 for 15c
Two Good CIGARS
EL VERSO
10c — 2 for 25c — 15c
The Deisel-Wemmer Co., Mfrs. :: :: Lima, O.

Cable "Boasel," Buffalo
KEISER & BOASBERG
Packers of Leaf Tobacco
and
Importers of Havana
Offices: 173-175 Elm St., Buffalo, N. Y.

L. SCHMID & CO., Inc.
Importers of Sumatra Tobacco
138 WATER STREET NEW YORK

GUM TRAGACANTH
Special Grades for Cigar Manufacturers
PERFECT CIGAR GUM (Powder)
RICHO POWDERED GUM (3 Grades)
GENUINE SPANISH LICORICE (Powder & Extract)
RICHO LABEL PASTE (Powdered)
F.E. RICHARDSON & CO., 114 JOHN ST., NEW YORK, N.Y.

ROBERT SCHUBERT CO., Inc.
SUMATRA and HAVANA TOBACCO
124 Maiden Lane (Nr. Water St.), N. Y. Phone John 3147

MANUS, MULLER & CO., Inc.
152 WATER ST. (cor. Maiden Lane) NEW YORK
Importers of SUMATRA and JAVA TOBACCO

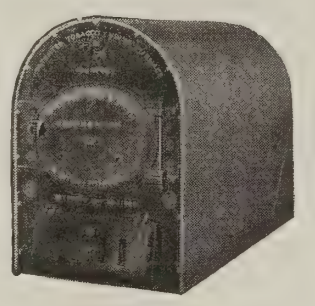
THE cost of operating a rock furnace is too great to allow the right profit from your tobacco. A JOHNSON TOBACCO CURING FURNACE will give the proper cure, in the shortest possible time, and with the smallest cost of any tobacco curing furnace.

Every JOHNSON TOBACCO CURING FURNACE owner, is increasing his profits —by decreasing his cost of curing.

"Write for complete information."

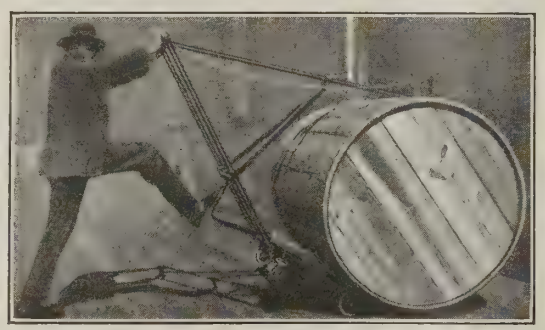
Southern Iron & Steel Corporation

Winston-Salem **North Carolina**



"You pay for a furnace whether you get it or not."

ONE-MAN TRUCK



Saves

Labor
Tobacco
Hogsheads
Floors

Users Throughout the World.

Sold Only by

WATKINS & HARVEY **DANVILLE, VIRGINIA**

To Cigar and Cigarro Manufacturers—

The only

SCRAP CUTTER

built for economical results and service



Made in two sizes.

WHAT IT DOES

Cuts damp tobacco. Cuts 2500-3500 lbs. per day. Cuts uniform. Is adjustable to different sizes. Consumes little space and power.

WHAT IT DOES NOT DO

Does not choke up.
Does not tear or drag the leaf.
Does not make over 1-10% dust.

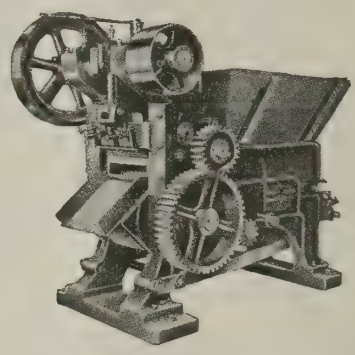
Himoff Tobacco Machine Co.
13th Street
LONG ISLAND CITY, N. Y.

THE QUESTER CUTTER

FOR CUTTING ALL KINDS OF TOBACCO

CAPACITY 4,000 LBS. TO 10,000 LBS.

"THE ONLY MACHINE THAT WILL STAND UP AND DO THE WORK"



THE LEADING TOBACCO CUTTER

Write for Price

BRIGGS-SHAFFNER COMPANY
FOUNDERS AND MACHINISTS
MACHINE WORK OF ALL KINDS WINSTON-SALEM, N. C

The Fight, Fast and Furious for Trade Up-St

Even Manholes Are Smoking—Lil' Drops of Falk, Not W —And Grains from Yon Desert—Ole Owl, New Oa Sparring at Spa Stopped—Where Is Them Such F marks?—Shine 'Em Up, Sir—Now What Does That Sy My Children?

New York State Capitol District.
Fight Week, 1923.

"And, as I was telling you, Sam," went on Jim Stubb, still describing the diversion of one Dempsey with Senor Luis Angel Montezuma Firpo, which Jim attended as the accredited representative o' the Hot Chair Club for Stubb & Ash, Inc., "this feud Firpo had over the gate receipts with jealous Jack got so warm at the middle o' the first round that the athelete o' the Andes was hitting the canvas almost so fast as you strike that penny key on the cash box for match sales!"

"So that should be what yuh paid it $3.30 for, hey?" glared Sam Ash, ringing up another nickel cigar sale, just to alter the monotony o' the battle for dimes and dollars. "When yuh should be here in the store, unnerstan me, helpin' with this here, now, advance Christmas rush, which started when them cold mornin's made it even the street manholes smoke!"

Drips and Drops, via Falk!

"Yes, we have no such lull in trade as was visible last month," encouraged Serene O'Hagan, third assistant chancellor of the House o' Tareyton for the Falk Tobacco Company, N'Yawk and Richmond, London and New Haven. "One reason for better business is the drop shipment game on our high grade smokings. Now we are authorized to accept reasonably small retail shipments, direct from factory, for practically all our brands. As an inducement, we allow a liberal gratis to the trade. Besides, we are advertising our Tareyton line heavier than ever before. One of the recent features is this life edition sign of Herbie Tareyton himself, from spats to monocle!"

And Grains O' Sand from Cameltown!

"Our advertising is also covering the boards right now," added Cecil Jordan, caravan commander for the Camel crew in the Capitol District. "More spontaneous posters, characterizing the Camel cigaret and Prince Albert tobacco in actual use, are of high visibility all around Albany. And our drop shipments are not entirely suppressed, either. Jobbers may make factory shipments for retailers again. This makes it much better for both wholesaler and retailer, f eliminates delivery charges for the mer, and gets action and speed of tribution to the dealer, no matter v located."

New Oak for Same Old Ow

"That's the sort of service we rer advised Paul Wesels, showing the Chair Club a General Cigar Con packing it had never seen before. here is another example of it. It' new ten-packing of the Owl cigar. the change. Formerly, you know, Owls were put up only in the stiff board box, or the ordinary cigar l Now we have this latest slide packi lighter construction, far more conve for the man who carries White wherever he'd carry a pocketbook."

No More Sparring at the Sp

"Well, no use carrying a pocke or anything else to Saratoga again season," remarked Pat Doyle, chai of the Chesterfield styleplus-crew Liggett & Myers Tobacco Compan he returned to the Hot Chair Club. " Jack Dempsey's training quarter White Sulphur Springs are close course. So, with the attractions of toga and the lake sections over fo year, nothing more remains for th garet salesmen to do but close acc with the vacation resorts. It was a g good year up North, however, an kicks are not nearly so numerous a boys have had in other seasons on in general."

From a Rubber Stamp Postoff

"Glad to hear it!" endorsed Jim S again demonstrating to a new cust just how Firpo finished—flat on the "And here is a picture post card our ole friend Johnny Beltz, he o Philadelphia Beltz cigar factory, is somewhere in Schwenksville, or s thing near that in Pennsylvania. Johnny says here that he's on his w Albany from his vacation ground Hancock Point, Maine. This point i place where the Gov'ment hires a m keep the lamp lit, rain or shine, in tree Light. Gotta do that, Johnny else ships would pile up on the shor way them destroyers destroyed t

RED EDGE WOVEN **STANDARD** WOVEN **CABLE CORD** VULCANIZED

CIGARETTE BELTS

Manufactured by

SOUTHERN ENDLESS BELT CO.
PETERSBURG, VA.



CHRISTMAS BOXES

Will

Increase Your Cigar Sales

We will originate a design that will retain the characteristics of your cedar cigar boxes—assure recognition and fill your patron's preference for this more convenient style of package.

PRACTICAL AND MODERATELY PRICED

THE ROCHESTER FOLDING BOX CO.

Main Office and Factory: ROCHESTER, N. Y.

BRANCH OFFICES: New York Boston

After all nothing satisfies like a good cigar

BRANCH OFFICES: Syracuse Philadelphia

ves on the Hollywood coast the other r. Fog or no fog, Johnny insists this line coast is much worse than Hiram nson's scenario location. Way up re, even the original State o' Maine—ks up there say it that way—prohibi-nists couldn't find a red-nosed bootleg-r on a moonshine night if it wasn't for coast-guard, which hunts 'em down—up!"

One Shine, Ten Coupons!

"Uh-huh, an' I should also see a new otblack on South Pearl street," sput-ed Sam Ash, selling the next customer pretty fair ten-cent cigar for fifteen nts. "Anneyways, he should not be so w, y' unnerstan, for he's taken an old ance—high rent! For this here bixby-y musta induced George Whelan or me of them other United Brothers to t the South Pearl street store almost to sixty-forty halves, unnerstan me. An' en, in the forty-half, this here shinola-d polishes a shoe like one of those there regon skookum apples. While, in the xty-half, left to the United-We-Stand, ny smoker should sometime save up, say, n coupons an' get it a shine next door r practically nothin', unnerstan. Then, hen extra certificate day rolls around, s it always does, the customer should uite likely get it a shine, polish, lacers, n' his Panama hat cleaned for Yom Kip-ur, all for practically nothin', y' unner-tan."

Blue Ski, White Smoke, Quite Lucky!

"And did you notice the sky today, Sam?" inquired Jim Stubb, making a pass t the Honorable Secretary o' the Hot Chair Club even as Bill Harrison would lo it—or Jack Dempsey. "All nice and blue and ev'rything! Then, all of a sud-len, you might say, up from Albany's Roosevelt Field shot a hornet! Looked ike a hornet, anyway, 'til someone said it was Cap Bradley come back to town again in his air-flivver. And the Cap he had some more white smoke in a box on he back of his bus. This smoke he blew out in a nice, long 'L.' Then a big 'U-C-K-Y.' Taking a fresh start he next got going on a seventy-two point 'S-T-R-I-K-E.' It was worth the money, Sam, to see how many men—and women—left their chores at the sink, and so on, to come out of the house and spell out that ad. One fellow I met reckoned 62,743 in Albany, 4,654 in Rensselaer and 7,952 other folk in the County turned out to watch that one ad. Now I didn't stop to figger that up, Sam, but if even half that number stood out in the middle of the street watching that smoke, I call the performance even a better advertisement than though the same money was actually spent in the First Methodist Church fair program, huh?"—THE SMOKER.

Tobacco Smoke Not Guilty, as Charged

MILWAUKEE, Wis., Sept. 12.—Tobacco smoke is less deadly in carbon monoxide gas than scientists of the past have claimed. This is the opinion expressed by three investigators of Pittsburgh before the semi-annual meeting of the American Chemical Society here today.

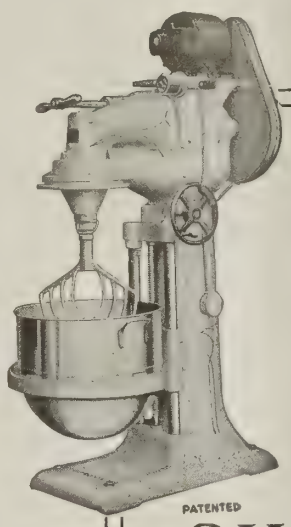
The investigators, G. W. Jones, W. P. Yant, and L. B. Burgess, made tests in Pittsburgh when three subjects were placed in a non-ventilated room of 1,000 cubic feet capacity, where for two hours they smoked cigars, cigarettes, stogies and pipes.

They claim the smoke was four to six times more concentrated than would be permitted under ventilated room conditions, the eyes of the smokers being protected by goggles.

After the test it was reported the highest carbon monoxide content of the room was .02 per cent. Previous investigators had shown that undiluted tobacco smoke contains .5 and .12 per cent monoxide, said to be most deadly of organic gases.

The investigators further reported that carbon monoxide saturation of the blood was not greater than 5 per cent, even in two subjects who each inhaled the smoke of twenty cigarettes.

In concluding their report the experts stated the tests showed that the concentrated smoke does not enter the alveoli or lung tissue cell.



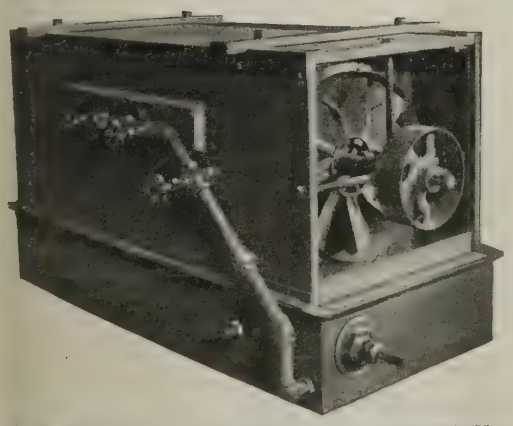
IF YOU MIX "Gum Trag" IN YOUR SHOP YOU SHOULD INVESTIGATE THE QUALITIES OF THE READ 3-SPEED PASTE MIXER.

Further information upon request.

READ MACHINERY CO.

YORK, PA.

THE "EBULATOR SYSTEM" of AIR CONDITIONING HAS NO EQUAL



A Single Machine (This Type) Will Produce 80% Humidity in a Room of 100,000 Cubic Feet. Perfect Diffusion of Moisture Secured.

LET ME PROVE IT ON YOUR PREMISES

Individual Machines for Separate Rooms, or One Large Machine Serving Several Rooms Using Distributing Air Ducts. Have Your Choice.

HERE IS THE VERDICT FROM GOOD JUDGES

CONN. VALLEY TOB. ASSOC. Hartford, Conn.	*Highly pleased. Know of nothing equal.*
A. N. SHEPARD & SON Hartford, Conn.	*Pleasing results. Yours the best yet.*
BREWES BROTHERS Hockanum, Conn.	*Saves coal and is far superior. Machine is of rugged build.*
KARL C. KULLE Suffield, Conn.	*Now using five machines. Four separate orders. Discarded old methods.*

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"A Clean Pipe in a Clean Pocket"

A case made of the finest rubber and lined at the bowl with an incombustible material—very handy and takes hardly any room in the pocket.

Sold extensively abroad and selling readily in this country.

Popular priced article affording excellent profit for retail trade and also in quantities for large distributers.

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ROMEO y JULIETA

U. S. REPRESENTATIVE
WM. T. TAYLOR, 50 E. 42nd St.

Some Notable Changes Taking Place in Chica

Henry Hamann Resigns and Joseph Feiger Becomes Schu Branch Manager—Fred Wells Has More Mexican "Ju ing Beans"—Success with Private Brands.

CHICAGO, Sept. 16.—The news that Henry Hamann had resigned as manager of the A. Schulte Co., Chicago branch, came as a big surprise to the local trade. Mr. Hamann has been in charge here for several years. Previous to his connection with the Schulte Co., he was for many years general manager for Albert Breitung, who operates the largest independent chain of stores here. Hamann will remain in the cigar business and will announce his future plans shortly. He is succeeded by Joseph Feiger, a former Milwaukee cigar man. He has been connected with Schulte for a great many years, as a department manager in Milwaukee, Chicago, New Jersey and New York City.

Giving Good Account of Self

Gene Pohly is doing well here for the Consolidated Cigar Corp. He is an old time cigar artist, and does most of his heavy work for Clarence Hirschhorn & Co.

The Zinke Co., wholesalers of Fond Du Lac, Wis., will place Wm. J. Seidenberg's S. P. V. Tampa Resagos throughout their territory.

The Van Buren Smoke Shop shows a very classy window display of El Javana, a Detroit made cigar.

Convincing Evidence

Fred Wells, at his main store, 300 West Jackson Blvd., has a new window display of live Mexican Jumping Beans, which he retails at 3 for 25 cents. Once a year Mr. Wells gets these "Jumpers" from Mexico. Last year through an item that appeared in TOBACCO, he wholesaled several thousand, even getting an order from a dealer in Canada, who subscribes to TOBACCO.

On Display

Emanuelo, from the D. Emil Klein Co., of New York, is shown in large window displays at several of the Schermerhorn stores.

Fred Davis of the New York-Tampa Cigar Co., New York and Tampa, a recent visitor to this market.

Featuring Private Brands

Mort Hammer, with Marcelino & Co., Tampa, is visiting the trade. says it has been wonderful this year him in the way of orders. He fea private brands and has over fifte the best dealers here featuring their brand, made by Marcelino Perez &

Greately Gratified

Carl Sanders of the Sanders & Wa Cigar Co. is highly pleased over the ception the trade has given "Tenny cigars. While still new on the ma hundreds of Chicago dealers fea Tennyson on the show case.

Branching Out

The Economy Cigar Stands, Inc., w succeeded to the business of Lieberm Horwitz, operators of several Loop store stands, is branching out and taken over the cigar departments of t McLean Drug Co.'s stores on the No side. The managers state that they other locations in view to be op shortly.

Comoy Pipe Line

Sam N. Zinberg, with a full lin Comoy pipes, was a recent caller.

On the Way

Notice has been received by the t that Sam Fisher of Storm, Fisher & "is on the way." Mr. Fisher has s good live accounts here.

The Virginia and Gladstone Hotels have stocked Pancho-Arango made bond cigars.

Have Large Call

Hi Hammer of Corral, Modiska & is expected here any day. Both his ing and Lucius cigars have a large in Chicago.

In the Spot Light

Tebbetts & Garland, fancy grocers 16-20 North Michigan Ave., are a

AIXALA & CO.

Packers and Dealers of Havana Tobacco
ALSO PORTO RICAN TOBACCO

New York Office
M. A. André 169 Front St.
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Corrales 6, 8 and 10

HINSDALE SMITH & CO.

Established 1840
Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco

125 Maiden Lane SPRINGFIELD, MASS. New York
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Webster Cigars

STANDARD FOR OVER FIFTY YEARS

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

turing Pancho-Arango cigars. Sev-l new sizes have been stocked and a ge window display shows off this ionally known, clear Havana to great vantage.

In Aid of Japan

Showing the "I will" spirit, the cigar l tobacco trade of Chicago is busy at sent collecting funds for the Japanese thquake sufferers.

Herman Rieser, president of the J. & B. os Co., has been selected as chairman this division, and with a large force assistants, thousands of dollars are be- collected daily from the cigar trade.

Getting Results

P. J. Rubey & Co., who recently took r the distribution of Girard cigars, re-t steady sales. Many Girard displays seen all over the city.

Half page ads of Chesterfield and Pall ll special cigarettes are being displayed the Chicago newspapers.

'Nothing Succeeds Like Success"

A call at the Congress Cigar Co., nch, 30 South Wells St., found every-ly busy rushing out orders for La lina cigars. The demand for this cigar ows bigger each week. Jacob Paley the Congress Cigar Co., Philadelphia, s a recent visitor to the Chicago anch.

Fred Charles, who represents Tampa d Pennsylvania factories looked over buyers a few days ago.

Booking Orders for Boston House

Estabrook & Eaton are well represented re by Francis Braynard who is booking ny orders for imported brands of cigars. Wm. Rheaume, who was with the Mel-rino Co., is no longer connected with s establishment. He may announce a w connection shortly.

Popper's Ace is in much demand. ardly a show-case does not display a tin this fast selling 10 cent cigar.— L. H.

Happy Days Abroad

Word has been received from Venice at Milton Durlach, of Durlach Bros., c., 181 Water street, and Mrs. Durlach e thoroughly enjoying their honeymoon Europe. From the city of canals and ndolas, the happy couple propose to plore Switzerland. They plan to re-rn to New York from Hamburg early xt month.

Key West Key Notes

KEY WEST, Fla., Sept. 15.—Work in the factories here continues at top notch. The Cortez factory on Monday placed extra tables for the additional cigar makers needed to meet the demands for their famous brands. This increase of force at the Cortez came at an opportune time to provide employment for the cigar makers who had lost their places at Mi Favorita factory, which closed as the result of the change in ownership.

Good Prospects

The Havana American continues to operate a large force and this is also the case at Thompson & Co.'s factory. The E. H. Gato is another factory where a large number of cigar makers find employment, and with the approach of the winter season, it is expected that all factories will continue to increase the number of workers to keep pace with the holiday orders, many of which are being received now.

The tobacco division of the Key West customs house shows that 236 bales of tobacco entered this port during August and the value of this tobacco was $26,103.

The report of the exports for May, which has just been issued from the office of the collector of customs for this district, shows that 245,000 cigarettes were exported from this country through Florida ports during August. Also that there was a small quantity of bright flue cured tobacco sent to Cuba and British West Indies. Cigars and cheroots sent to ports in the British West Indies numbered 2,000, and plug tobacco went to Cuba to the amount of 45 pounds.

May Imports

The imports for the same month show that 89 pounds of wrapper tobacco came from Cuba for Florida factories, of unstemmed leaf tobacco there were 224,307 pounds, valued at $191,448. Of stemmed leaf tobacco there were 113,857 pounds valued at $116,631. Of other tobacco there were 129,925 pounds valued at $33,765.

Faustino Rendueles, general manager of the E. H. Gato Cigar Co. here, who has been in Havana conferring with other officials of the company, returned to Key West Wednesday on the steamer Cuba.

The county commissioners of Monroe

SOBRINOS DE A. GONZÁLEZ

HAVANA LEAF DEALERS

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Habana, Cuba

P. O. Box 495 Cable ANTERO

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Cable: Palupe
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PACKER AND LEAF DEALER IN

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ROCHE & GALVAN

Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

H. UPMANN

HABANA

H. UPMANN & CO.

ESTABLISHED 1844

Bankers and Cigar Manufacturers

HAVANA, CUBA

HAS. LANDAU, Agent, 35 Wall St. New York

Glass Cigar Box Covers

Highest Quality - - Lowest Prices

Our Style D Suits the Purpose

100 ..... 15 cents each
250 ..... 14 " "
500 or more ..... 12 " "

Includes Printing on Glass or Metal.

Choice of Five Colors. Send for Sample.

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Manufacturers

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Established 1867 Original Factory No. 1

The Standard Clear Havana Cigar Factory

Manufacturers of

La Flor de Sanchez & Haya

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Leaf Dealers, Packers and Exporters OF

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Escogedor de Tabaco En Rama

SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana

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GERVASIO 182, HABANA, CUBA

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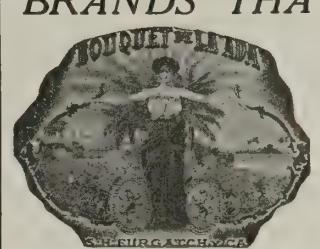
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Dealers in All Kinds of Havana Tobacco

Specialty—Remedios & Vuelta Abajo Tobaccos

SITIOS 11, HAVANA, CUBA

BRANDS THAT BUILD UP BUSINES



VEGA DEL REY
BOUQUET DE LA ADA
ARRIUS
AFFECIONADA
CAPITOL CLUB SPECIA

S. H. FURGATCH Y CA., 75th St. & Ave. A., New York

county have voted in favor of a resolution to call a bond election on October 16, for the purpose of bonding Monroe county for the sum of $300,000 and more, if necessary, to construct a road to the mainland across the Florida keys. When this road is completed it will be the most novel of its kind in the world, coming as it will across islands in the sea from the mainland of Florida to Key West. In the construction of this road there will be several bridges across streams, and one bridge will be of the cantilever type. The building of this road to the mainland will be as unique as the Florida East Coast Railway, which crosses the ocean to this point, and it will be a considerable benefit to the cigar industry of Key West.

Liverpool Tobacco Report and Market Comment

LIVERPOOL, Eng., Sept. 6.—The following figures and comment are taken from the regular tobacco report issued by Edwards, Goodman & Co., showing the hogsheads and tierces of tobacco on hand, imported and delivered:

Virginia

	Leaf	Strips
Stock, July 31	88,092	43,732
Imported in August	802	477
	88,894	44,209
Delivered in August ...	3,848	1,200
Stock, August 31	85,046	43,009

Western

	Leaf	Strips
Stock, July 31.....	13,097	8,970
Imported in August	1,871	657
	14,968	9,627
Delivered in August ...	742	418
Stock, August 31	14,226	9,209

On Hand August 31

	1922	1921	1920
Virginia Leaf...	90,409	90,738	60,005
Virginia Strips..	49,759	55,358	35,873
Western Leaf...	12,996	13,760	12,457
Western Strips..	12,350	15,459	15,979

Quotations

Prices in Pence per Pound

Leaf	1923	1922
Western—		
Filler	—@6½@12	—@ 8@12
Medium	14 @ 21	14 @ 18
Good to fine ..	22 @ 25	19 @ 25
Burley	—@ 20@32	—@18@—
Virginia Dark—		
Filler	— @ —	— @ —
Medium	—@ 18@—	—@18@—
Good to fine...	24 @ —	— @ —
Virginia & Carolina Bright—		
Semi-dark to Semi-bright .	—@ 8 @14	—@10@14
Medium bright	15 @ 24	15 @
Good to fine....	25 @ 42	25 @
Nyasaland and Rhodesia Bright—		
Semi-dark to Semi-bright .	—@ 11@16	—@1
Medium bright	18 @ 21	16 @
Good to fine....	22@ 28@--	19@2

Strips

Western—		
Filler	—@8½@15	—@9½
Medium	16 @ 24	15 @
Good to fine..	25 @ 30	23 @
Burley	—@ 22@—	—@2
Virginia dark—		
Filler	—@ 13@18	—@1
Medium	20 @ 28	21 @
Good to fine...	30 @ 36	30 @
Virginia & Carolina Bright—		
Semi-dark to semi-bright	—@11@20	—@1
Medium Bright ..	21@27	1
Good to fine	28@—	2
Nyasaland and Rhodesia Bright—		
Semi - dark to Semi-bright .	—@ 16@24	—@1
Medium bright.	22 @ 25	20 @
Good to fine...	26 @ 30	— @

Market Comment

The business done during the n amounts to a full average, dark We Leaf and Strips comprizing the bu the sales. Bright Nyasa Leaf and S were wanted but there are few off and of the crop now arriving nearl have been cured dark, and owin weather conditions is generally lacki substance.

Crop reports from Kentucky and ginia are not good, too much rain h fallen and rust appearing on the p though the later setting may still of good tobacco being grown.

Co-operatives Are Exemp from Taxes

WASHINGTON, D. C., Sept. 15.—Commissioner of Internal Revenue issued amendments to the regula governing co-operative associations plaining that co-operative dairy co nies engaged in collecting milk an products and in distributing proceed its sale among producers are ex from tax so long as the proceeds distributed on a proportionate Accumulation of a reserve, sinking or surplus, to provide for the erecti buildings, etc., does not destroy exemption. Other co-operative ass tions organized as purchasing agent farmers, etc., to buy supplies are exempt. Every association must e lish the fact that it has no net in for its own account other than reflected in its reserve or sinking

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IMPORTERS & PACKERS

Havana & Porto Rico Tobacco

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BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa, Florida
Main Office: 1181 Broadway, New York

Tampa Cigarmakers Go Out in a Two-Day Protest

Like Umbrage at the Alleged Control of Adjustment Committee by the Manufacturers—Resolve Not to Enter Prolonged Strike—Miscellaneous News and Notes.

TAMPA, Fla., Sept. 16.—Tampa cigarmakers "quit the works" for a two-day resentment recess," Friday and Saturday, as the result of a mass meeting held Thursday night at Fourteenth street and 7th avenue. At this open-air meeting, said to have been attended by some 6,000 workers, it was decided to strike for two days, in protest against the alleged control of the adjustment committee by the manufacturers.

Latin clubs throughout the city were crowded with tobacco workers Friday, the workers thronging to these centers in the absence of the usual call of their occupation. Some of the factories were closed throughout the day, others kept open, even though in some instances their corps of workers had been diminished.

The decision to call the protest strike for 48 hours resulted from a compromise between the extremists and the pacifists in the ranks of the workers. The tobacco workers are understood to hold as their principal grievance, an alleged "packing" of the adjustment committee, in the interest of the manufacturers. Workers have expressed the belief that 8,000 or more tobacco workers participated in the protest strike.

Back "On the Job"

The disgruntled cigarmakers voted to return to work Monday morning, according to a communication signed by "The Committee of 39 Factories," addressed to the chairman and members of the Board of Trade of the city of Tampa, Florida." The resolution states that no general strike will be condoned at this time, because it is understood such a strike would injure the general interests of the city. The resolution, as quoted, was authorized by the mass meeting of 6,000 of the cigarmakers Thursday night.

Officials of the manufacturers' association have stated that no meeting of the manufacturers has been called to consider the present 48 hour strike, or any of the questions growing out of it.

Cigarmakers' Grievances

The manifesto addressed to the Board of Trade follows:

"In the meeting held by the cigarmakers of Tampa, Fla., last night, Sept. 13, 1923, it was resolved to subject to your honorable consideration the resolutions that were adopted, which are as follows:

"This mass meeting solemnly declared and resolved that it does not desire and will not accept a general cigarmakers' strike, because it understands that this would hurt the general interests of this community, and does resolve and declare a general stop of work for 48 hours, in protest of the attitude of the manufacturers, for their not taking in consideration our just demands.

"Therefore, in the event of any general stop or suspension of work in the factories shall be brought about exclusively by the manufacturers, who shall be solely responsible.

"We intend to keep working without rest until we obtain the scale of basis of 1918 with the prices of the present, besides three additional bases or clauses that we consider necessary to guarantee the necessary impartiality.

"This scale of 1918 is the only one that we consider legal and just because it is sanctioned by the three contracting parties, viz., the manufacturers, the Board of Trade and the cigarmakers.

"The present scale that it is pretended to make us accept is recognized by the manufacturers only."

(*Continued on page 40*)



MADE IN BOND

IN A FULL LINE of IMPORTED SHAPES

Each size is a perfect value and made of the finest Imported Cuban tobaccos, under climatic conditions and methods similar to Havana.



Office—TAMPA, Florida—Factory

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THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

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Established 1873 Manufacturers New York

HEYWOOD, STRASSER & VOIGT LITHO. CO.

Manufacturers of High Grade

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Western Representatives

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139 North Clark St., Chicago | Windsor Hotel, Denver, Colo.

R. LOPEZ TRUJILLO

Manufacturers of Clear Havana Cigars Exclusively

KEY WEST, FLORIDA

La Mas Fermosa—Comal—Magnetica

PERFECTO GARCIA

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Manufacturers of

World's Finest Havana Cigars

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U. S. BONDED MANUFACTURERS

HAVANA CIGARS

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TRADE MARK

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OF

Connecticut Shadegrown Wrappers

Florida and Georgia Shadegrown Wrappers

Connecticut Broadleaf

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AMERICAN SUMATRA TOBACCO CO.

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STROUSE & HOLZMAN
Dealers and Packers of
LEAF TOBACCO
Conn. Shade - Broadleaf - Porto Rico - Havana
197 WATER STREET :: :: :: NEW YORK CITY

Connecticut Notes

ARTFORD, Sept. 15.—There was a light t this morning, the first of the sea- The tobacco that was out shows ght touch on the extreme top of the t, but the damage is figured out to small; the acreage affected was not e. The local weather bureau sent warnings early Friday of a possible t. This was done by telephone to wers in different districts of Connec- t and Massachusetts, with a special iest to spread the warning to all who tobacco still in the fields, and during day, Friday, growers got busy and tically made a "clean up" of what had standing in the fields. How- , there was some that was caught, as acreage standing was too big to dle in a single day.

he percentage of tobacco that was out ery small, probably from 2 to 5 per of the entire acreage, and the ma- ty of this was very small patches tered around the valley.

ince the beginning of the harvesting son, and continuing through the har- t, the weather has been uniformly ir and not excessively warm, and very e mugginess which would cause pole at and do untold damage to the nper crop of 1923, as it did in 1922. le curing season has been ideal and the has "come down" to the entire satis- tion of growers, and with an occa- al warm rain followed by good clear ather the crop will be ready to take vn, thoroughly cured and ready to put the bundle very shortly.

he primed tobacco has made good gress and much is already in the at rooms, and the warehouses are ex- ted now to open on the 24th, to assort l put on the final touches, making leaf ready for market.

arly in the season the local leaf lers contracted with the growers who re not members of the Connecticut lley Tobacco Association, for their to- co, price ranging from 40 to 60 cents pound in the bundle, and on Broad- f, where it was assorted, prices as h as 75 cents per pound was made. le prices made were based on the acco being sound when delivered. is early flurry in the buying has been lowed by a lull and it is not likely t there will be any more buying until er the tobacco is taken down and is the bundle, so that its real merits may seen and can be bought with no "ifs l ands."

rowers feel well satisfied that their 23 crop of tobacco is a banner one and l go down in history as being one the best ones ever produced in the nnecticut Valley. The crop is a clean , free from disease, grown under ideal ditions, and free from hail or heavy ds, which usually do damage during growing season. When it was har- sted the conditions were favorable, and crop went into the sheds a sound one, d will come out with a very small centage of pole sweat, if any, and with ceptionally fine colors.

The 1922 Havana seed controlled by association has now practically all en sold, and before long the final pay- nts are expected to be made to the members. With the Broadleaf growers, the tobacco was largely sweated by natural process; the work of sampling is now under way, and within the next few days it is expected that the leaf will be ready to offer to the trade.

V. A. Sanders of the U. S. Department of Agriculture has released a bulletin on the Connecticut Valley tobacco crop and reports it to be the best crop for several years. Massachusetts expects a crop of 16,530,000 pounds, compared with 11,925,000 pounds of last year and the five-year average of 14,467,000 pounds. Connecticut's crop indicates 48,165,000 pounds, compared with 35,000,000 last year and the five-year average of 40,195,000 pounds.

Next week the association will make its first exhibit of tobacco at the Eastern States Exposition at Springfield, Mass. The exhibit includes a portion of a shed with tobacco hanging, a painted New England tobacco field as a background. In the foreground of the exhibit will be shown samples of Havana seed and Broadleaf and pictures of association members' fields. Three mammoth cigars, four feet in length, will also add to the exhibit and will show that the Connecticut tobacco is capable of making a man's-size smoke.

The association will also put on an exhibit at the one hundred and fifth anniversary of the town of Manchester, Conn., next month.

The membership of the association now numbers 3,451 and represents over 23,000 acres of tobacco raised in the river valleys of the Connecticut and Housatonic rivers, and grown in the states of Connecticut, Massachusetts, New Hampshire and Vermont.

It is estimated that to handle the 1923 crop of Havana and Broadleaf that it will cost considerably over $3,000,000.

Tobacco Saves the Day in Connecticut Valley

The farmers of the valley are fortunate in that their losses on the onion crop will be made up by their gain in the tobacco crop. The seed onions are a near failure, while tobacco is a great success. Seed onions are small and few of them will measure up to the standard. The yield of seed onions will be one of the smallest on record, though the price is high. About $3 a bag of 100 pounds is now the price. The onion sets were a splendid crop and the acreage very much larger than ever before and this will help out those farmers who put in both sets and seed. The tobacco crop of the valley has now been harvested. It has not been hail cut nor worm-eaten and is curing remarkably well. It will be the best quality tobacco raised in this valley in nine years, and will weigh 400 pounds to the acre more than last year. One-fifth of the tobacco is grown by farmers outside of the Association and that has nearly all been sold at from 40 to 48 cents a pound with 49 cents reported in a few cases. The tobacco on many farms will bring about as much as the farm would sell for, buildings and all. Thus diversification of crops is again justified for the farmers of the valley. If they had depended on onions alone there would be great distress in the valley, especially in view of the partial onion failures of the last few years.—*Northampton (Mass.) Gazette.*

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Danville Mart to Open October 2

DANVILLE, Va., Sept. 19.—The Danville Tobacco Association at a called meeting held on Monday afternoon decided to open the Danville market October 2, instead of September 25. This was done at the request of T. M. Carrington, president of the Tobacco Association of the United States, who stated that the South Carolina crop is late and that it was impossible for the larger companies to put buyers as early as September 25 in the Old Belt markets. The crop in this section is also late and little is expected to be lost by the change in date. It is estimated that fifty per cent of the crop is still on the hill in this section.

Farmers are very busy cutting and curing, and have their hands full. They report shortage of labor on the farms. The whole farm labor problem is reflected as a serious one, since many of the growers have been compelled to undertake smaller crops than they would have, had they the assurance of being able to secure the necessary help to cultivate, house and cure the leaf.

In some sections where rains have fallen in the series of storms, some damage has been done and there is complaint of the sudden turn in the weather. All things considered, however, the crop is shaping up well and is curing with good color.

Senator Ellison DuRant Smith of South Carolina, one of the organizers of the "farm bloc" in the Senate, spoke here on Thursday before a good crowd of farmers. The attendance was smaller than had been anticipated by reason of the demand on the farmers at this time, both in the field and at the curing barns. He lauded what co-operative marketing had accomplished, made a bid for continued unity by the farmers and predicted greater things for the organization of which he is an ardent champion. He was received with considerable warmth.—TETLEY.

Prices Run Up to 72 Cents at Greenville

GREENVILLE, N. C., Sept. 15.—Continued rain and unfavorable weather conditions for general work have given time for considerable grading; consequently, much more tobacco has been marketed this week than was expected. The quality continues low and prices do not average above the grade. Some little good tobacco was on this week and prices ranged for this up to 78 cents. But the great proportion of the tobacco continued to be lugs and tips of low grades. Prices have been around twenty cents for this. Big sales expected next week, as weather has been good for grading.

About 2,250,000 pounds were marketed this week. The total to date is near 6,000,000 pounds. Indications are Greenville will sell about 35,000 pounds for the season. Tobacco is c ing from many sections not hereto patronizing this market. Farmers not in the best of spirits over toba but realize that its poor quality is sponsible for poor prices. Better gra are not expected before October, in great quantity.—KING.

Henderson Auction Ma to Start Sept. 25

HENDERSON, N. C., Sept. 15.—With addition of another warehouse this sea the Henderson tobacco market for 1923-24 season will open for sales on open warehouse floors on Tuesday, tember 25. It is expected by all t in touch with the situation that the son will be a very active one, with l sales and good averages.

Word from eastern North Car markets, which have been in progress ready for two weeks, is that com grades of tobacco are bringing prices, and the better quality of wee holding its own, although not a g deal of the finer types of the weed as yet made their appearance there.

Practically all curing in this sec has been completed, and farmers will a large part of their tobacco ready marketing when the season starts.

The Henderson market this yea opening three weeks later than it di 1922, largely due to the lateness of crop, which got away to a bad star this section of the state, on account of big drouth during the latter part of spring; that delayed planting. At time the outlook for tobacco was bad in this part of the state. and m farmers were beginning to wo whether they would be able to put in weed at all. Early plantings suff greatly from lack of rain, and the s plants had to be watered by hand in s instances. Most farmers were ha more than half through their plan when the dry spell set in. This was of most crops in this section, and it counts for the lateness of the crop the start of the marketing season.

Henderson will have three auc houses this season, as against only last year. The large quantity of tob handled by the two that ran last offered encouragement for another year, and there was talk even of a fo in the competition, but this did not velop. The Cooper warehouse, the o now in operation on the auction ma will again be so operated, and will s the field with the High Price, which done big business here for the past years or more. The Planters, one of largest in the city, which was under last year to the co-operative associa and still is so far as that goes, has sub-leased by that organization to J Cheatham, who will run it this seaso an auction house.

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Correspondence invited. Cable address: "Lea," Danville, Va.

ll of the three warehouses are ready the word to go. Their forces are plete, they have put their floors into e for the season, and a big break is ed for on the opening day. It is cted that the price range will be nd 20 to 22 cents. Common types are cted to feature the early dealings on market.

ne Tobacco Growers Co-operative Asation will open in this, the old belt, on sday, October 9, it is understood. vy receipts in their warehouses in the h Carolina belt, which have kept their rts busy longer than usual, have been cause for the delay in opening their on here. In the lower territory they the auction houses to it, but were ented from doing so here on account heir men being tied up in the other tory.

g Auction Sales Daily at Wilson

WILSON, N. C., Sept. 15.—Only 676,000 nds of tobacco was sold yesterday, ing the lightest sale day for some . Total sales during the 14 sales the market has been running 8,453,- pounds. Average for the fourteen $21.25 per hundred. For the past s, up to yesterday, the sales have heavier than ever before in the ry of the market, the average for five days previous to Friday being 730 pounds daily. As it was not d convenient to put on quintuple s the rate of selling per hour was eased from 240 piles to 300 piles; as there are six houses running, with increase in speed, it is exactly the valent to five sales at the 240 speed each per hour. The buying comes are feeling the strain of such ense daily receipts, but are running r plants day and night so as to avoid congestion.

is going to pan out to be the iest crop of tobacco raised in this ion for years, with a greater perage of primings and ground lugs ever before. Many of the better les are now showing up and while color is there, yet the body is thin. e of the fancy grades are selling as as $75 per hundred but they are, angels' visits, "few and far between." does not appear to us as if the ket has been as strong during the week on any of the grades except real fancy, as for the week previous. CFARLAND.

xican Import Stamp Tax Partially Reduced

WASHINGTON, D. C., Sept. 15.—The p tax on cigars and cigar clippings, ngs, cut tobacco, wrappers, chewing cco and snuff imported into Mexico reduced to 10 per cent on the cost production or its equivalent, by decree une 20, effective July 7. The tax on rettes remains at 20 per cent. This was formerly 20 per cent for all the ducts listed.—LAMM.

Tarheelia Pays Up

North Carolina paid $140,000,000 in taxes to the federal government last year, an increase of a trifle more than $18,000,000 over the amount collected the previous year. This increase alone is more than the total payments of the states of Alabama, Arkansas, Florida, Mississippi, or South Carolina, and nearly as much as those of Georgia, Kentucky or Tennessee. North Carolina's total payments lacked only about $40,000,000 of equalling the payments of all the rest of the south—Texas excluded—put together.

The explanation is that we have a great industry that is especially heavily taxed—*tobacco*. But at that, tobacco alone did not put up the entire sum, nor anything like it; and the amount that tobacco pays is evidence that it is in an exceedingly prosperous condition itself. Strike off the tobacco taxes from the total, and North Carolina would remain an enormous taxpayer.

Nobody emits loud cheers when he receives one of Collector Gilliam Grissom's little reminders that burden the mails in the early parts of the months of March, June, September and December; but all the same, the tax collector wastes no time around the poorhouse, and these missives that go out in such vast numbers from the office of the collector of internal revenue are incontrovertible evidence that North Carolina is doing business in immense volume, and not for her health, either.

Furthermore, evidence accumulates that the $140,000,000 that Uncle Sam received from his Tar Heel nephews last year will be thrown into the shade by the towering sum that will be paid over to him when Tarheelia begins to cast up her accounts next March.—*Greensboro News.*

New Bern Season Average, $16.52

NEW BERN, N. C., Sept. 15.—Sales on the tobacco auction market here: Total sales for the week, 73,610 pounds; average per hundred pounds, $15.63. Season sales to date, 190,906 pounds; average per hundred pounds, $16.52.—NEW BERN TOBACCO Co.

Inspects Hartford Market

Luis Toro, president of the Porto Rican American Tobacco Co., manufacturers of the Ricoro and other popular brands, inspected the Connecticut tobacco market at Hartford last week, accompanied by Percival R. Lowe, the well known leaf tobacco broker, of 155 Water street, New York.

Marqusee in the West

Julius Marqusee, of Julius Marqusee & Son, Inc., 141 Water street, New York, is looking up his clients in the Western States and renewing many old friendships.

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VIRGINIA-CAROLINA TOBACCOS

Mullins, South Carolina

North Carolina Tobacco Sales in February

Warehouse Reports Compiled by Crop Reporting Servic U. S. and N. C. Departments of Agriculture Co-operatin

W. A. Graham, Commissioner. Frank Parker, Statistici

RALEIGH, N. C., Sept. 15.—The following sales were reported for August 56 auction warehouses operating on 24 markets during the month, with estimat unreported markets. Comparative prices for August sales in 1923-1922 are sh The compilation, made by Catherine Haig, is summarized as follows:

Markets	No. Houses	Producers' Sales	Dealers' Resales	Warehouse Resales	Total Sales	Average 1923	
Ahoskie	2	98,235	.....	1,336	99,571	$19.88	$
Chadbourn	2*	225,984	21,380	45,399	292,763	22.11	
Enfield	2*	46,254	.....	1,134	47,388	20.43	
Fair Bluff.....	2	1,131,821	167,382	85,296	1,384,499	22.20	
Fairmont	2	3,903,624	478,342	86,712	4,468,678	24.79	
Farmville	2	105,068	2,132	4,994	112,194	21.13	
Greenville	6	611,943	1,034	35,914	648,891	20.03	
Jacksonville ...	1	67,008	396	.....	67,404	19.42	
Kinston	4*	519,510	4,794	25,866	550,170	19.21	
Newbern	1	55,054	.....	.....	55,054	17.65	
Robersonville ..	1	77,698	.....	3,610	81,308	19.98	
Rocky Mount..	3	214,306	96	2,320	216,722	21.81	
Rowland	1	244,104	33,764	17,046	294,914	21.18	
Smithfield	1	263,166	614	3,224	267,004	18.42	
Tabor	2	592,522	88,376	52,034	732,932	21.15	
Tarboro	2	133,054	.....	680	133,734	19.97	
Warsaw	2	191,268	.....	8,572	199,840	16.13	
Washington ...	3	200,086	888	1,884	202,858	20.11	
Wendell	3*	103,446	.....	870	104,316	17.75	
Whiteville	2*	1,152,704	61,292	100,795	1,314,791	24.55	
Williamston ..	3	125,858	.....	.....	125,858	20.00	
Wilson	6*	1,138,402	7,214	31,724	1,177,340	21.67	
Zebulon	3	62,162	222	1,636	64,020	17.53	
Wallace	2	145,638	788	7,070	153,496	19.80	
State totals..	58*	11,408,915	868,714	518,116	12,795,745	$22.52	

NOTE: There were six warehouses failing to make reports as indicated by (the first column. These are estimated. They were: Chadbourn Warehouse, bourn; Enfield Warehouse, Enfield; Atlantic Warehouse, Kinston; Star Warel Wendell; Planters Warehouse, Wilson; Wilson Warehouse, Whiteville.

Comments from Warehouse Reports

The quality of the crop being marketed at present is showing up only fair. M lugs and common grades are being sold. Warehousemen from Wallace repor the crop in that section is far above the average in both quantity and quality

Crop Forecast

The condition of the tobacco crop according to the U. S. Department of culture's September crop report is 86 per cent of normal for North Carolina. forecasts a crop of 355,266,000 pounds from 510,000 acres this year, and a per acre of 696.6 pounds. The national crop, with a condition of 86.6 per c forecasted at 1,550,716,000 pounds. The state forecast is 48,000,000 pounds than the 1922 crop.

August Sales

The sales at warehouses during August amounted to 11,408,915 pounds ducers') as compared with 18,159,580 pounds sold during August last year. average price of sales ($22.52 per hundred) is slightly better than the 1922 av though the quality of the tobacco sold this year is about the same as that ma during last August. Fairmont and Whiteville showed the highest averages f month.

T. S. WILLIAMSON & CO., *Leaf Tobacco Dealers*

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x of Dark Crop Harvested

PKINSVILLE, Ky., Sept. 17.—The l of the tobacco crop in this section ntucky and Tennessee has probably cut now and is being cured out. crop is reported to be a big one, was hard hit by black fire. Some in Christian county were so badly zed that the owners wouldn't go to ided expense of cutting, housing and g them. This perhaps is extreme, ere are many crops that have suf- greatly from the disease. The black ontinued to spread, the rains keep- p sufficiently to cause this, if the y that only wind and rain in com- on will cause a spread of the le, but it also grew worse during lear days.

result is that the farmers who suffered from it are sick, and g the tobacco growers generally is a feeling of fear that unless the e is checked and a preventive found that tobacco growing will be sub- ally decreased.

Many Barns Burn

th the fires going in the barns g the tobacco the usual destruction ng reported. The firing season is 's a time of danger and scores of are burned every year. This year oving no exception. But so far the do not appear to be covered by ance, as has been the case mostly insurance could be secured. Just this is the case is not known, but ome reason the farmers seem not to insured their barns and crops. At more barns that have been burned been unprotected than usual.—M. E. N.

A Large Leaf

INSON CITY, Tenn., Sept. 15.—A nen of Burley tobacco, grown in ington county, near Limestone, the s of which measured 45 inches in h and 22 inches in width, was ex- d in Johnson City recently by one e county's most successful tobacco ers. This is said to be a represen- tative sample of the tobacco grown in that section, where the crop generally, it is reported, is very satisfactory.

Immense Crop Predicted

Throughout the county, there are evidences that the tobacco farmers are going to market the biggest crop in the history of the industry in this section. The acreage was larger this year than in any previous year; the season has been very good in most sections, and improved methods of culture have had their beneficial results.

Invents Oil Burning Curing Device

DANVILLE, Va., Sept. 17.—Considerable interest is being manifested in an invention which has just been perfected here by J. A. Johnson, a crude oil burner designed so as to be placed in any tobacco barn and which would cure leaf tobacco with heat derived from oil instead of wood. Mr. Johnson has not yet put his invention on the market, but has applied for a patent in order to protect the device. He has proved it to be a success in experiments already made, according to his report. The oil burner would heat a series of coils which would give off odorless hot air which could be regulated more quickly than is possible at the present time. Mr. Johnson claims that it would cost $7.20 to cure a barn of tobacco by the crude oil process, whereas the average cost of the wood burned in curing a barn is about $20.

An Ingenious System

Attached to the burner is a thermostatic contrivance which would cause the sounding of a bell when the heat reaches a certain low or high level. This would enable the farmer to sleep by his barn with the comfort of knowing that he would be awakened automatically when the barn needed attention.

Farmers are showing interest in the apparatus, which will be exhibited in workable model, attached to a miniature barn, at the Danville Fair.—TETLEY.

HOPKINSVILLE, KENTUCKY, U.S.A.

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HEADQUARTERS OF THE DARK TOBACCO GROWERS CO-OPERATIVE MARKETING ASSOCIATION

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Also, millions of pounds of tobacco are marketed here each year by the independent growers by auction on the loose leaf floors.

INFORMATION GLADLY FURNISHED BY J. W. HANCOCK, PRESIDENT OF THE HOPKINSVILLE TOBACCO BOARD OF TRADE.



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The Tobacco that has maintained its
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ROSS TOBACCO COMPANY, (Incorporated)
(Formerly called ROSS-VAUGHAN TOBACCO CO.)
BUYERS, REHANDLERS AND REDRYERS OF
LEAF TOBACCO and STRIPS ON ORDER
FOR HOME TRADE AND EXPORT
Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.
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FACTORIES—OWENSBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.
Buyers on all Hogshead and Loose Leaf Markets in Burley and Dark Sections

G. F. VAUGHAN TOBACCO CO.
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LEAF, STRIPS, STEMS AND SCRAPS
FOR HOME AND EXPORT TRADE
Samples Submitted. LEXINGTON, KY. *Contracts Solicited.*

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J. S. PHELON
Leaf Tobacco Broker
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to green Rivers and Burleys.
Stemmery and Air Drying Factory
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A B C 5th Edition
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TANSY TOBACCO CORPORATION
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All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf. We respectfully request your inquiries and Orders.
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Slate Seed Company
The Largest Tobacco Seed Growers in the World
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Freight Brokers and Forwarding Agents
For over 50 years we have handled the shipping of the *largest tobacco accounts* in the world
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ORDERS AND CONTRACTS SOLICITED, SAMPLES ON APPLICATION
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BUYERS AND REHANDLERS
LEAF, STRIPS, SCRAP AND STEMS
PHILADELPHIA TEXTILE MACHINE AND AIR DRYING
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ALL GRADES VIRGINIA AND CAROLINA TOBACCOS
Represented on the Principal Markets
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LEAF TOBACCO DEALERS
Unexcelled Facilities for Handling All Grades of Leaf Strips, Scraps and Stems
WRAPPERS A SPECIALTY CORRESPONDENCE SOLICITED
Samples on application DANVILLE, VIRGINIA, U. S. A.

Louisville Tobacco Market Reports

LOUISVILLE, Ky., Sept. 15.—The Louisville Tobacco Board of Trade reports the hogshead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to September 14

Warehouses	Week—Auction Sales	Week—Private Sales	Week—Total for Week	Year, Jan. 1st to Date
Turner	..	..	...	792
Kentucky	141	80	221	7,204
Main Street	24	..	24	2,710
Planters-Farmers	95	63	158	8,933
New Tenth Street	24	4	28	3,467
Louisville	..	..	...	4,102
	284	147	431	27,208
Year 1922			730	53,447
Year 1921			1,094	51,492
Year 1920			1,624	40,525

Classifications of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	349	.....	349
Dark	82	.....	82
	431	.....	431

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	9,449	14,705	24,154
Dark	2,481	573	3,054
	11,930	15,278	27,208

Classification of Sales to Same Date

	1922	1921	19
Burley	49,821	47,682	38
Dark	3,626	3,810	2
	53,447	51,492	40

Comparisons with Previous Year

	1923	1922	1
SALES—			
Total sales of new crop to date	19,800	14,878	42
Sales of new crop to date. Original inspection	16,058	12,363	34
REJECTIONS—			
Rejections this week:			
Burley	98	.....	
Dark	2	.....	
Total	100	238	
Percentage of rejections to auction sales:			
Burley	37	.....	
Dark	12	.....	
Total	35	35	
Rejections, Jan. 1 to date:			
Burley	5,376	.....	
Dark	532	.....	
Total	5,908	11,110	11
RECEIPTS—			
Receipts this week	159	551	1
Receipts, Jan. 1 to date	19,962	32,071	42

Official Quotations at Louisville, September 14, 1923

	Burley—Dark Red	Burley—Bright Red	Burley—Colory	Dark Manufactu
Trash (green or mix.)	7 to 8	8 to 9	9 to 11	to 4
Trash (sound)	10 to 12	12 to 14	15 to 17	4½ to 5
Common Lugs	12 to 14	14 to 16	18 to 20	5½ to 6
Medium Lugs	15 to 16	16 to 18	20 to 22	6 to
Good Lugs	18 to 20	20 to 22	22 to 25	7 to 8
Com. Leaf (short)	12 to 14	14 to 16	18 to 20	8 to 1
Common Leaf	15 to 17	18 to 20	22 to 25	10 to 12
Medium Leaf	22 to 24	24 to 26	27 to 30	14 to 1
Good Leaf	26 to 30	30 to 32	32 to 35	18 to 2
Fine and Selections	35 to 40	40 to 42	42 to 49½	22 to 2

N. B.—Unsound or defective in condition, length or color, or mixed packa from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

Paducah Prospects

PADUCAH, Ky., Sept. 15.—There has been considerable inquiry during the past week for common to medium leaf. Some independent sales have been closed at prices ranging from 15 to 25 cents. The sales were small, though aggregating about 50 hogsheads. The association has also made some sales of common grades of English ordered tobacco that we know of, and no doubt it has sold some that we know nothing about. There is some inquiry and demands for practically all grades, but it is impossible to give the quantity or prices. Will say, though, that the market is practically bare of lugs and good leaf.

The past week has been more favorable for cutting and housing this year's crop. Farmers have worked throughout the week to full capacity in harvesting the crop, and we think that 60 to 70 per cent of the crop in this district is in the house.

We have ridden over the greater part of the district and find black fire raging in both well matured and late tobacco, and this is being cut as rapidly as possible. Something like 35 to 40 per cent of the crop is seriously affected by this disease. Very little of the crop is going in fully matured, because of the continued wet weather. We fear that heavy-bodied tobacco is going to be scarce, but there will be an abundance of medium weight of rather good quality, but the crop is not going to be what we expected a few weeks back. The quality is greatly reduced and the yield will be nothing like what was looked for. Still, with the large acreage and the rather large growth, we will have considerably al a normal yield, and while we have estimating the 1923 crop at above million pounds, we are forced to cut estimate to not over 95 to 100 mi pounds. It is impossible to get an int gent estimate on account of the rapid velopment of black fire. The matured bacco is also burning on the botton the plant, which is causing further terioration to the leaf. Black fire done more injury during the past than all before that time. It seems t growing faster during the cool wea than it did while it was warm and r We cannot tell what the final outc will be on what is left in the field doubt farmers will continue cutting there will be very little left in the at the end of next week. I think, tho we are safe in estimating this year's in the Western District at 95 mill which means about 10 millions more the 1922 crop. Farmers hardly enough barn room to take care of crop properly, and no doubt we wil further damage from house-burn, bu hope the quality and quantity will be ter than it appears.—W. B. KENNE

To Move to Gotham

Effective November 1, the Contin Can will remove main offices from S cuse to the Pershing Square Buil New York. President Thomas Cranwell, Vice-President Frederick Assman, Treasurer Arthur G. Chase others of the executive staff will to New York.

FRIEDBERG BROS., Inc. Dealers in All Kinds of **LEAF TOBACCO**
BRANCHES
N. Y. Office, 185 Canal St.
311 S. Charles St., Baltimore, Md.
1025 W. Main St., Louisville, Ky.
Barnesville, O.
We operate in all principal markets
Virginia, Carolina, Kentuck
Maryland, Tennessee and O

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The Tobacco Trading Corporation

G. O. TUCK, President

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G. O. TUCK & CO., Branch, International Planters Corp.

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LOUISVILLE, KY., U. S. A.

RICHMOND OFFICE
Allison Building
Richmond, Virginia

CABLE ADDRESS
"Tradewell" { Louisville, Ky. / Richmond, Va.

CODES USED
Western Union 5 Letter
A B C 5th Edition
Leiber's—Bentley's

All Grades Kentucky-Tennessee and Virginia-Carolina Leaf, Strips, Scraps and Stems.

Kentucky Tobacco Sales During August

gures Compiled by the State Commissioner of Agriculture

ANKFORT, Ky., Sept. 15.—W. C. Hanna, State Commissioner of Agriculture, s report of sales of tobacco in all warehouses in Kentucky during the month ugust, 1923, as follows:

	1921 or Previous Year's Crop			1922 Crop		
	Pounds	Value	Average	Pounds	Value	Average
y Tobacco sold for growers.	2,045	$144.73	7.00	980	$127.40	13.00
y Tobacco sold for dealers.	23,165	1,746.10	7.53	186,295	45,211.86	24.28
y Tobacco resale.....	37,275	2,417.88	6.49	75,160	5,627.07	7.48
al Burley and average....	62,485	4,308.71	6.89	262,435	50,966.33	19.42
ucker sold for dealers....	.....	.....	....	115,035	9,713.76	8.44
ucker Tobacco resale.....	2,665	251.54	9.43	23,300	2,579.02	11.00
al One-Sucker and average.	2,665	251.54	9.43	138,335	12,292.78	8.87
al Fired Dark and average.	.....	.....	....	3,300	226.15	6.85
nd total and average.....	65,150	4,560.25	7.00	404,070	63,485.26	15.71

rley Balance Has Not Yet Been Sold

XINGTON, Ky., Sept. 16.—The Burley cco Growers' Co-operative Associa- has not sold its holdings of the 1922 as reported in a widely circulated r prevalent throughout the Burley ict, according to President and Gen- Manager James C. Stone, of the Bur- Co-operative, who tonight gave out a ment to the effect that the tobacco not been sold.

r. Stone's statement in full follows: With reference to a widespread rumor the Burley Tobacco Growers' Co- ative Association has sold all the to- on its hands, I want to say that rumor has no foundation in fact. have sold some tobaccos, but the er part of our redried holdings re- on hand the first of September we have, and will have until we obtain r and profitable price for it. It will e 'dumped.'

am unable to account for the report e rumored sale, which seems to have ed all parts of the Burley district. bers of the Burley Tobacco Grow- Co-operative Association will be noti- through the press of the district when tobacco is sold, just as they have notified heretofore whenever we made any sales of consequence.

rospects for the sale of our tobacco favorable, judging from the interest n by some of the manufacturers."

rley Growers Association Activities

EXINGTON, Ky., Sept. 15.—A complete us of the tobacco crop of 1923, in and of the Burley Tobacco Growers' Co- ative Association, is being taken by bers of the field service division of association, who at the same time are soliciting new members, Chief William Collins, of the field service, said today, and the recent additions to the membership have pushed the total up to 90,567, a gain of more than 20,000 since this time last year.

The census which is being taken is complete in every detail, showing the name and address of the grower, the acreage grown and the probable yield per acre. It will enable the officials of the Burley co-operative to know the approximate production throughout the Burley district before the new crop is brought to market.

After the census is completed, which will be about October 1, Mr. Collins said, a vigorous membership campaign will be conducted until the books of the association close for the year. No closing date has been fixed as yet.

Director of Warehouses Ralph M. Barker will go to Batavia, Ohio, Monday, to take over a warehouse and from there to Johnson City and other points in east Tennessee to provide receiving facilities for the new members in that section. He will visit Hopkinsville Friday to make reciprocal arrangements with the Dark Tobacco Growers' Co-operative Association for the joint use of receiving plants in border counties, to save the cost of establishing and maintaining two receiving plants where one is ample for the tobacco produced in certain border counties in which both dark and Burley tobacco are grown.

To Study Tobacco Industry

Jose Aixala, Jr., of Aixala & Co., Havana, and 169 Front street, New York, has arrived in New York from Cuba, for a two months' visit in the United States, and expects to make a thorough study of the tobacco industry in this country.

Cable: Austin, Greeneville

BURLEY BRIGHTS STRIPS SCRAP

CODES: { Arnolds No. 5 / A B C 5th Ed. Improved

LEAF TOBACCO
THE AUSTIN CO., Inc.
GREENEVILLE, TENN.
Latest Proctor System

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

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Incorporated
Louisville, Kentucky, U. S. A.

PAPER TOBACCO BAGS
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WAX LINED BAGS
Especially adapted for Chewing Tobacco
TOBACCO CARTONS
THE U. S. PAPER GOODS CO.
Manufacturers of Envelopes, Paper Bags and Paper Boxes
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Cable: Kennedy Codes: Arnold's 5 and 15, A. B. C. 5th Edition
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Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips
Business Solicited on Orders for Commission
Factories: Paducah, Ky., Murray, Ky., Mayfield., and Martin, Tenn.

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BURLEYS, DARKS AND GREEN RIVERS

PORTO RICAN

The Tobacco Inevitable to a Good Mild Cigar

Manufacturers who have been the most successful in "getting a run" on certain brands of cigars are those who have produced a cigar that is mild to the taste, free in its burning qualities and at the same time fragrant in aroma.

No tobacco in the world combines all these requisites to a good mild cigar in so marked a degree as Porto Rican. In fact, much of the popularity attained by the "Mild Havanas" is attributable to the ideal blending of Porto Rican Tobacco in the filler.

"A WORD TO THE WISE"

Cigar Manufacturers should be sufficient. If you are not using Porto Rican Tobacco at present, try it, and see if your customers are not better satisfied. But ——

BE SURE YOU GET PORTO RICAN

There is no excuse for paying for something you do not get. By means of stamps of various colors the Government of Porto Rica CLASSIFIES all Tobacco exported from that Island either in the leaf or as cigars, as follows:

CIGARS

WHITE—Manufactured in P. R. with Tobacco Produced in P. R.
BLUE —Manufactured in P. R. with Porto Rican and other tobacco.
PINK —Manufactured in P. R. with tobacco not a product of P. R.

TOBACCO

WHITE—Genuine Porto Rican growth.
BLUE —Mixture of tobacco grown in P. R. and other countries.
PINK —Tobacco of foreign growth.

For further information about the Guarantee Stamps or Porto Rican Tobacco write or call

GOVERNMENT OF PORTO RICO

TOBACCO GUARANTEE AGENCY

J. F. Vazquez
Agent

136 Water Street
New York City

Telephone
John 1379

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Grower, Packer and Stripper of the Best

PORTO RICAN

IN-LAND TOBACCO

Juncos, Porto Rico

Correspondence and Inquiries Solicited

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Orizaba —*Sept. 11*

	Cases
Park & Tilford	42
B. Wasserman Co	8
S. S. Pierce Co	9
Estabrook & Eaton (Boston)	10
G. S. Nicholas & Son	7
T. H. Hart & Co	6
General Cigar Co	5
United Cigar Stores Co	6
Grosvenor Nicholas & Co	3
Faber, Coe & Gregg	3
A. J. Billin & Co	6
C. B. Perkins & Co. (Boston)	2
Stearn Co.	1
American Metal Co	1
W. A. Davis	1
L. S. Cohn & Co	1
To Order	3

S. S. Ulua —*Sept. 17*

Park & Tilford ..... 10 cases

Tobacco from Cuba

S. S. Orizaba —*Sept. 11*

	Bales
J. Bernheim & Son	250
Max Schwarz	146
S. Rossin & Sons	220
M. Greenhall	15

	Barrels
Hinsdale, Smith & Co	150
D. E. Klein Co	10
American Cigar Co	72
H. Duys & Co	30
W. K. Gresh & Sons	10
R. Corsa	12
S. Rossin & Sons	21
M. A. Andre	5

	Packs
J. Bernheim & Son	170
G. H. P. Cigar Co. (Philadelphia)	159
M. Greenhall	19
Yocum Bros. (Reading, Pa.)	15
M. A. Andre	5
S. Rossin & Sons	4
Consolidated Cigar Corp	2
To Order	12

Cigars from Porto Rico

S. S. Zulia —*Sept. 11*

Infanzon & Rodriguez ..... 21 cases

S. S. Ponce —*Sept. 12*

	Cases
Porto Rican American Tob. Co	266
United Cigar Stores Co	
A. Moss	
Royal Bank of Canada	
M. A. Andre	

S. S. Caracas —*Sept.*

Porto Rican American Tob. Co.
United Cigar Stores Co

Tobacco from Porto Rico

S. S. Zulia —*Sept.*
To Order ..... 15 b
S. S. Edith —*Sept.*
National City Bank 24
National City Bank ..... 29 ba
S. S. Ponce —*Sept.*

American Cigar Co
J. B. Lichtenstein & Co
G. H. P. Cigar Co. (Philadelphia)
Hamburger Bros. & Co
Leo Hirsch
J. Marqusee & Son
Pedro Costa
Equitable Trust Co
Stern-Mendelsohn Co.
Max Gans' Sons, Inc
M. Lopez & Co
N. Rodriguez

Ba

Stern-Mendelsohn Co.
E. Rosenwald & Bro
Hamburger Bros. & Co
Durlach Bros. Inc
N. Rodriguez
Industrial Leaf Tobacco Co
Leo Hirsch
Pedro Costa
M. Winter & Co
Max Gans' Sons, Inc
Theyskens & Shaw
J. Marqusee & Son
A. Riera & Co
Ruthenberg, Derizanz & Co
Porto Rican American Tob. Co
Isadore Cohen
L. A. Jordan
M. Lopez & Co
Rosenstadt & Waller

S. S. Caracas —*Sept.*

American Cigar Co
Selgas & Co
Durlach Bros., Inc
Hamburger Bros. & Co

LEO HIRSCH

Grower and Packer

PORTO RICO TOBACCO

Warehouses: MARTIN PENA, PORTO RICO
Office: 173 WATER ST., NEW YORK

RUTHENBURG, DERIZANZ & CO.

Packers of

Superior Vegas of Porto Rico

Main Office: San Juan, Porto Rico
New York Office: 126-128 Maiden Lan

F Rosenwald & Bro..... 26
Isenstadt & Waller..... 44

Barrels

Merican Cigar Co..... 260
Erlach Bros., Inc..... 169
Sgas & Co..... 460
Emburger Bros. & Co..... 245
F Rosenwald & Bro..... 104
Erlach Bros. Inc..... 169
Ax Gans' Sons, Inc..... 51
J Cohn & Co..... 45

Tobacco from Rotterdam

S. S. Veendam —*Sept. 15*

Bales

E Duys & Co..... 171
A Bornholdt & Co..... 51
F Rosenwald & Bro..... 18
Erzog & Sarluy..... 6
E Dreux, Inc..... 2
Ax Maier..... 2
V Van Doorn..... 10

Cases

E Duys & Co..... 5
V Van Doorn..... 47

Tobacco from London

S. S. Verbania —*Sept. 13*
I Order.....31 bales

Tobacco from Salonica

S. S. Carson —*Sept. 15*
E Serefas.....410 bales

Tobacco from Canton

S. S. Roman Prince —*Sept. 15*
Eisfer Co.....425 bales

Cigarettes from Porto Rico

S. S. Ponce —*Sept. 12*
Fto Rican Amer. Tob. Co.....2 cases

Cigarettes from Alexandria

S. S. Carson —*Sept. 15*
EWasserman Co.....1 case.

Cigarette Paper from Marseilles

S. S. Vechtdyk —*Sept. 11*
E. Waters.....8 cases

Briar Pipes from Southampton

S. S. Homeric —*Sept. 13*

Cases

A. Oppenheimer & Co..... 2
Western Briar Pipe Co..... 2

S. S. Mauretania —*Sept. 14*
J. W. Sudbury, Inc.....1 case

Briar Pipes from London

S. S. Verbania —*Sept. 13*
To Order.....1 case

Briar Pipes from Havre

S. S. France —*Sept. 15*

Cases

A. Oppenheim & Co..... 16
H. De Jean..... 2
Perry, Ryer & Co..... 2
D. A. Schulte, Inc..... 1

Smokers' Articles from Southampton

S. S. Homeric —*Sept. 13*
F. Murray Hill & Co.....11 cases

Licorice from Havre

S. S. Hudson —*Sept. 11*
First National Bank.....306 bales

Licorice from Marseilles

S. S. Vechtdyk —*Sept. 11*
Peek & Velsor.....20 bags

Licorice from Tarragona

S. S. Mar Caribe —*Sept. 15*
H. Utard .....250 cases

Gum Tragacanth from Bombay

S. S. Egremont —*Sept. 17*
Goschens & Cunliffe.....74 bags

Cases

Goschens & Cunliffe..... 42
American Exchange Nat. Bank..... 15

"Sniffing" and "Dipping" Snuff

CINCINNATI, O., Sept. 15.—While fashion designers are looking forward to the early return of the hoopskirt, bustles and other whims of bygone days, there are others who predict the rapid return of customs in vogue in the eighteenth century.

The old-fashioned snuff box, like Dobbin, is staging a rapid comeback in Cincinnati, according to retail tobacconists here who claim sales on snuff for the present year are almost double the 1922 figure.

Women, dealers say, are the largest buyers of snuff and are as particular about certain brands as the men are about the brands of cigarettes.

Always Popular Here

Cincinnati always has been a large consumer of the pulverized form of tobacco, according to jobbers and manufacturers who supply this territory, but the demand heretofore has been noticeably distributed among the foreign population.

The present demand seems to have shifted into the more fashionable section of the city, and neighborhood stores are called upon to furnish milady with the inhaling powder.

According to dealers, snuff is used in two ways.

Some still prefer to "sniff it," as did the fashionable women of the eighteenth century, while others prefer the more modern method of "dipping."

Today It's "Dipped"

The first method was in vogue in the earlier days, says the *Post*, when a pinch of snuff was placed in the nostrils.

The present-day snuff enthusiasts use it in the form of chewing tobacco or by "dipping," using a brush.

It is noticeable, however, that women who use snuff do so in privacy, but so did the women who took to cigaret smoking, which is now fashionable.

Surveys Local Market

Charles Loeffel, of the Cyana Cigar Mfg. Co., Sioux City, Ia., was in New York early this week, surveying the local leaf market in the interest of his company.

THE JOBBER AND THE RETAILER

can obtain this

BIG 5c.

ight shape, long filler and Banded Cigar at prices convenient to make m a leading seller.



ILANG-ILANG

is packed in 100s

Exclusive territory for

JOBBERS

n't Delay—Get this brand for your territory.

Henry Ottenberg

16 Front Street New York

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Growers and Packers of

High Grade Porto Rico LEAF TOBACCO

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Importer and Packer of

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24-25 and 26 Wall Street BINGHAMTON, N. Y.

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Packers, Growers & Importers of

PORTO RICO TOBACCO

197 Water Street, New York

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Packer of Porto Rican Cigar Leaf Tobacco

Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.

Quality, Not Price **SANTURCE, PORTO RICO**

RAMON MORAN & COMPANY

Growers, Packers & Strippers of

Porto Rican Leaf Tobacco—Exclusively Inland

MANATI, PORTO RICO

Cable "Jarieraco," San Juan **Codes A. B. C. 5th Edition**

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THE TOBACCO PALACE

58-62 Tetuan St., San Juan, P. R.

Importers and Exporters of Leaf Tobacco

The oldest tobacco house in Porto Rico

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Bayamon, P. R.

RODRIGUEZ, HEVIA & CO.

Barrio Nuevo, Bayamon, P. R.

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Specialty—Comerio and Naranjito Tobacco

El Gallo Del Tabaco

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Importers and Exporters of

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Supplying the trade for eighty-three years

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EXTRACT POWDER ROOT

Laurel leaves, Deer Tongue, Lavender Flowers, Slippery Elm Bark, Star Anise, Orange Peel, Angelica Root, etc.

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76 William St. New York, N. Y.

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If It's TOBACCO *We Have It*

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ESTABLISHED 1885
LANCASTER TOBACCO COMPANY
Exporters of LEAF, STRIPS, SCRAPS
CUTTINGS and SMOKING TOBACCO
Factory equipped with the latest improved machinery for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.
Office and Factory:
Correspondence Solicited. FLORIN, PA.

Write Us if you need
PENNSYLVANIA
Correspondence Solicited
Seedleaf Tobacco Growers Company, Inc.
LANCASTER, PA.

W. K. Gresh & Sons
NORRISTOWN, PA.
Manufacturers of
The MEDITATION Cigar

PENNSYLVANIA TOBACCO
All Lancaster County Grown
The Cream of the Rich Northwest Section
MT. JOY FARM PRODUCTS CO., Inc.
Co-operative Packers and Jobbers
MT. JOY, PENNSYLVANIA

YORK TOBACCO CO.
LEAF TOBACCO
South Sherman St. YORK, PA.

CIGAR FACTORY EQUIPMENT
CIGAR MOLDS
CIGAR MACHINERY
SUCTION TABLES
BUNCHING MACHINES
SCRAP CUTTERS
TOOLS AND SUPPLIES
THE MILLER, DUBRUL & PETERS MFG. CO.
CINCINNATI, OHIO.

Pennsylvania '23 Seedleaf Crop Starts to M

Several Sales Reported at 25 and 26 Cents for "Wrap Grades, and Four to Eight Cents for Fillers—Keys State Likely to Feel Effects of the Wisconsin Loss.

LANCASTER, Pa., Sept. 17.—Buying of the 1923 crop of Lancaster County seedleaf has begun. Amid the many rumors of this and that price being offered to growers comes the definite information that at least several sales have been made, one at 25 cents per pound for wrappers and eight cents for fillers and others at prices in that neighborhood. Several growers are reported having sold at 26 cents per pound for their wrapper grade and from 4 to 7 cents per pound for the filler goods.

Wrappers, of course, used in the colloquial sense, means the better grade of cigar fillers which, when very good, may be used as binders in cigar manufacture. What the grower terms his filler tobacco is really the low grade offal. At 8 cents per pound, this type of tobacco can yield the producer a neat income, although it is likely that the larger percentage of crops bought at these prices are the better grades.

Cressmans Only Active Buyers

But one firm, Allen R. Cressman's Sons, has actually been doing any buying up until this time. It is exceptionally early in the season for the grower to part with his crop and the contracting by buyers at this date may have the effect of precipitating a rush of buyers to the fields in an effort to close deals on the good crops, which are not any too plentiful.

The High Price Levels

With prices so early in the season at their present high level and the 1923 goods apparently in great demand, the grower's reaction may be predetermined to a nicety. He will attach much value to his crop if it be at all worthy of consideration as first class goods; he will be reluctant to part with it at prices any lower than have already been paid; and he will, moreover, be somewhat in a position to do this, for the kind of tobacco now in demand is relatively scarce in the county.

Wisconsin Loss May Spur to Activities

All of the leaf that has been bought up to this time is of the best quality that has been grown this season. In local packing circles, the big cut in the Wisconsin crop through frost damage is looked upon as a possible spur to the activities of buyers already busy in fields throughout the county. The cigarleaf binder tobacco found in the good Lancaster county crops serves admirably when used in place of Wisconsin. If the loss in the crop of western grown tobacco is as serious as has been reported it is entirely probable that all locally grown leaf of binder quality will be held at pretty high prices this year.

Frost Appears

The first tinge of winter was in the air during the past two days and the first light frost was in evidence this morning. The sight of the whitened ground lent wings to the army of men employed in Lancaster county's tobacco fields and many of the 25,000 acres in tobacco this year fell under the cutter today. Growers are making every effort to house all of their seedleaf before a heavy frost takes toll in blackened, mushy, frozen leaves. From several low lying sections of the county slight damage was reported from this morning's frost, but no appreciable damage has been done as yet.

Normal Burning Qualities

It is well known that a "dry weather crop" is productive of very poor tobacco as a rule and that packers view as the tight-grained, leathery leaves result from cigarleaf grown in a dr season. The rainy period which s this section several weeks ago has a what had every appearance of be typical "dry weather" tobacco yea has saved the 1923 crop from bei poor burning quality. The ple moisture and the favorable conditi the crop to receive it made the fer elements available which produce th sirable burning qualities in the cig Federal and State experts in tobacc ture located in this section are re sible for the prediction that the bu the crop now in harvest will we proach normal and will be, on the normal.

Much interest in low grades and is still in evidence, the Lancaster p report. There is also considerabl mand for binder types but these are very scarce. Requests for old are many but there is little to b except some resweated 1921 and a 1922 leaf. Numerous small sales a transacted with the jobbing trad though nothing definite could b tained, it is said that prices have ch very little from what they were in the season.—KEYSTONE.

York County New

YORK, Pa., Sept. 15.—The erect a new federal building is to be ur the borough of Red Lion, which most important cigar manufacturin ter in the county of York. It is ered that the borough, because of i ment to the government of large of money in revenue from the manufacturing industry is justly to this recognition from Uncle Sam subject was under discussion at a ing of the Red Lion board of tr September 11, when sessions for th and Winter were resumed. The has planned to hold a booster ni September 27, when "Red Lion f Lion" will be the slogan. The est ment of a permanent substation Lion of the York office of interna nue for the accommodation of th manufacturing interests of the will be advocated.

The Interstate Tobacco Co. has three-story brick tobacco wareho Kaltreider avenue, near the M and Pennsylvania railroad, Red L Harvey A. Waughtel and J. Strayer, both of Red Lion, an Kalish, of York. The new owne take possession as soon as the sto be removed. The consideration building was $10,015. The new as soon as they gain possession, gage in the business of grinding t The plant was formerly used Meads Tobacco Co., before it b present large tobacco warehouse caster street and the railroad.

John W. Roseman, a former R manufacturer and well-known died on September 13 at his home Lion. Mr. Roseman underwent ar tion several months ago at St. Hospital, Lancaster. He was l moved to his home, but never rega health. He was 49 years of a leaves the widow and five children brothers and a sister also survi They are Charles F. Roseman, Sa Roseman and Benjamin F. Roser

D. DREUX, Inc
Successors to Wm. Quanjer, Inc.
Importers of Sumatra and Java Tobacco
Telephone John 2709 136 Water Street, New Yo



Little Trooper 5c

SUPERIOR VALUES

A better "Little Trooper" Cigar is now being made by us in Invincible short filler and Londres long filler, selling for 5c.

The Worthington is a high grade product in Invincible shape, Sumatra wrapped, Havana mixture, selling for 8c.

Made to Sell and Please Smoker

We make only good cigars

Jobbers and Dealers, Write

F. K. GALEBACH CIGAR CO.
Windsor, Pa.



Worthington 8c 2 for 15c

Red Lion, and Mrs. Charles Shaull, Lurel.

. T. Heiges has been elected trustee the creditors of William H. Mayers, krupt Dallastown cigar store manr. Mayers has no scheduled assets his liabilities are listed at $1,925.

Baltimore Market

ALTIMORE, Md., Sept. 14.—Gieske & Nmann, leaf tobacco merchants, make ort as follows:

ARYLAND.—While receipts the past k were 1,909 hogsheads, we had two s' holiday, and inspections were conrably less. Sales totaled 1,081 hogsds and the demand continued active all grades. There is, however, some mulation of common and tips.

HIO.—No receipts. Sales, 38 hogsds.

Association Data

he Leaf Tobacco Association of Balore City issues these statistics for the k ending September 13:

Receipts, Including Reinspections

	This Week	Previously	Total	Net Receipts to Date	Net Receipts Last Year
yland	1,913	20,846	22,759	21,216	20,716
	...	961	961	883	529
otal	1,913	21,807	23,720	22,099	21,245

einspections this week: Maryland, 4; to date, Maryland, 1,543; Ohio, 78.

Deliveries

	Maryland: Coastwise and Domestic	Maryland: Foreign	Maryland: Total	Ohio	Total
week	5	420	425	.....	425
iously	4,403	10,715	15,118	1,250	16,368
	4,408	11,135	15,543	1,250	16,793

Stock in Warehouses

	Maryland	Ohio	Total
k Jan. 1	9,590	3,025	12,615
ipts since	21,216	883	22,099
	30,806	3,908	34,714
ered since	15,543	1,250	16,793
s today	15,263	2,658	17,921

Sales

	Maryland	Ohio	Total
week	1,081	38	1,119
iously	14,978	1,105	16,083
	16,059	1,143	17,202

Watson's British Quotations and Market Review

LIVERPOOL, Eng., Sept. 6.—The subjoined tobacco price quotations and brief market review are culled from the regular monthly report made by Frank Watson & Co., Limited:

Quotations Western Leaf

Dry Filler	8d. to 14d.
Medium to Good	15d. to 20d.
Good to Fine	21d. to 24d.
Burley	... to ...

Virginia Leaf

Dark—	
Dry Filler	... to ...
Wrapper	... to ...
Bright—	
Semi	8d. to 20d.
Medium	21d. to 33d.
Good	34d. to 39d.
Fine	40d. to 42d.
Fancy	43d. to 48d.

Western Strips

Common to Good Filler	9d. to 15d.
Short Medium	16d. to 21d.
Medium	22d. to 26d.
Good to Fine	27d. to 28d.
Burley	... to ...

Virginia Strips

Dark—	
Common to Good Filler	... to ...
Medium to Good and Fine	... to ...
Bright—	
Semi to Good Semi	15d. to 30d.
Medium	31d. to 42d.
Good to Fine	43d. to 52d.

Market Review

Business during August was active for the time of the year, both in Virginia and Western tobaccos. The market in Southern and Eastern North Carolina opened very high on low grades, and in the Southern section better grades are realizing about same prices as last year, similar conditions being anticipated in Eastern North Carolina when the better grades appear. The quality generally is disappointing compared with last crop.

Kentucky tobaccos of medium and better grades are gradually being taken up and there are indications that these grades, of the 1922 crop, will be scarce before the new crop comes on the market.

We have to report a fair business in Nyassa Leaf, and there is a distinct shortage of tobacco of this growth with good color.

Inspects Local Market

Eugene Lilienfeld, of Jose Escalante & Co., Chicago and Tampa, inspected the New York leaf market last week.



Thomas Nelson
A Cigar of Quality
10c
and up

FIVE SIZES
Corona, Invincible, Perfecto, Perfecto Sublime & Panatela.

H. J. ROTH CIGAR MFG. CO.
BAIR, PA.



MARIE ANTOINETTE
A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes
"Bought When Quality is Sought"
Descriptive Booklet and Samples Sent Upon Application
E. KLEINER & CO., Inc., Makers
320-322 E. 63d Street, New York City

A. E. HARDEE
HARDEE TOBACCO COMPANY
Growers and Packers
FLORIDA SHADE TOBACCO
MADISON, FLA.



A. E. FRALEIGH TOBACCO CO.
GROWERS—PACKERS—DEALERS
Florida Shade Grown Tobacco
MADISON, FLORIDA

E. B. STRICKLER, Yorkana, Pa.
MANUFACTURER OF HIGH GRADE
CIGARS
"The House of Quality"
POLITANO
OMAR



THE preference of every smoker regarding shape, price and aroma can be invariably met by the store that carries Bayuk Products.

BAYUK CIGARS, Inc.

Originators of the
BAYUK INIMITABLE BLEND AND
BAYUK INCOMPARABLE BRANDS
PHILADELPHIA

New York, 119 Lafayette Street **Phone Franklin 3166**

MARSHALL FIELD

NO OTHER CIGAR IN AMERICA LIKE IT
IT IS DIFFERENT
THERE ARE REASONS FOR IT

The manufacturer has devoted his life in the science of tobacco curing, and the art of blending. The objectionable properties which tobacco contains are eliminated, such as Rosin Gum which makes tobacco strong, and the natural Ammonia which makes tobacco sharp and bitey. It is then ripened, mellowed, and blended.

All Marshall Field Cigars are

Very, Very Mild Regardless of Color

Distinctive Quality



Liked by all who smoke them

Marshall Field wrapped with finest Vorstenlanden Java.

Pioneer 10c., Field 2 for 25c., Bankers wrapped two in foil 2 for 25c., Marshall 15c., L. Corona 15c., Standard 3 for 50c.

THE CORAZA CIGAR CO.

HOWARD F. PENT, President

7th & Cherry Streets ***Philadelphia, Pa.***

Philadelphia Trade Gains With Fall Activ

Retail Cigar Business Moving Forward—Conditions Varic Described As Fair to Fine—Box Sales Show Improver —Leaf Market Seems to Be in Fair Shape.

PHILADELPHIA, Sept. 18.—With the return of autumnal activities in commerce and industry generally, the retail cigar trade in this city which, for a rather lengthy period was quiet, has also moved forward into a condition variously described as ranging from fair to fine. For the first time since the vacation preparations were being made, there came activity in sales by the box. But the largest benefit of the last seven days was in the livelier transient business. A spell of cooler weather was, of course, a contributing cause, the principal factor, however, being the presence of more people on the street by reason of termination of vacation holidays. The retailers have not noted any change in the character of business as favoring the better grades and the higher priced cigars. The trend of buying in at least the centrally located shops are for the more expensive cigars. Cigarette sales are continuing in regulation fashion. Smoking tobacco sales also showed a gain, but this was rather of seasonal character.

In the effort of manufacturers to effect a gain on production, the week brought out a handicap in the slowing down enforced by absence of hands celebrating the Jewish holiday. Previous to this, and again after passage of the celebration, a number of the larger plants had made arrangements for going on a twelve-hour schedule. In all of those with national distribution, just as many competent operators as applied were employed. The difficulty experienced, however, was that all insist on being given work on the highest priced cigars.

The leaf market showed satisfactory typical early fall business, most of it coming from the smaller and medium sized manufacturers with whom Porto Rico leaf just now is in favor. The Havana market is quiet, with firm prices.

Frishmuths Vindicated

By the irony of fate, within a short time after Robert Biddle Frishmuth, of the former century-old firm of Frishmuth & Co., Inc., 17th and Lehigh streets, committed suicide, because of worries over charges brought against his brother, John C. W. Frishmuth, Jr., who was co-executor of the estate of the late John C. W. Frishmuth, Judge Wells, in the Burlington County Orphans Court at Mt. Holly, during the week handed down a decision of dismissal of charges of mismanagement brought by some of the other heirs. The judge, in effect, declared that the estate was properly managed. Principal objection was that the executors asked an allowance of $2,000, representing the appraised value of 2,000 shares of the stock of Frishmuth & Co., Inc., belonging to the testator at the time of his death in June, 1921.

Two New Schulte Stores

Two additional stores are to be added to the Schulte string in the Philadelphia district, under the management of Vice-President S. M. Harris, of the Schulte Corporation. The newest stores to be opened here are located at Front and Market streets and in the newly erected Fox Building at 16th and Market streets. Including the two new stores, there are now ten stores under the Schulte ownership in Philadelphia proper, nine of them being in the central section and one in West Philadelphia. The Philadelphia management also includes one store in Trenton, another in Camden, Atlantic City and Wilmington, a total of fourteen in the zone. There is also one Schulte factory, the former home of the Sig. C. Mayer Co., at 306 Cherry street.

Testing Unbreakable Cigar Bi

The manufacturers are displayi terest in the report published in To September 6, stating that James S and Henry Ullman, professors of c try in Lehigh University, Bethlehe completed experiments for the tre of tobacco stems for the purpose o ing a cigar binder which will prev cidental breaking of cigars when in the pocket. The new product is offered to some of the manufacture they are making practical tests of

Douglass Irvine, advertising m for Otto Eisenlohr & Bros., Inc Market street, has returned from a trip to Ohio, New York and the west. The corporation is very oversold on Cincos and has leng its work-hour schedule to 12 hou day in all factories.

Concentration of production in gar factory of B. Feifer & Co., 101 mond street, is being placed upon Society and Feifer Union by Ab Feifer.

Edward M. Laing, of P. C. Fu & Bros., 927 Sansom street, who h on a week's vacation trip, leaves thi for a trip to northern Pennsylvan New York state, featuring the brand La Madrid, Marietta and I Mariettas have a broad distribu the Buffalo territory and much time will be centered in that distr

The Philadelphia factory of Bros. has been closed down sinc financial embarrassment followi meeting of creditors in the New headquarters and the settlement debtedness at the rate of fifty c the dollar.

Female Labor Scarcity

The scarcity of girl employees cigar box plant of the Henry Sh 6th and Columbia avenues, has in the establishment of a special the company's plant for the teac girls the pasting of labels on box Sheit Co. has a large booking of in advance for Fortieths in pre for the fall resumption of busin

Charles M. Hipple, of Hipple Co., 151 North Third street, w been on a vacation trip by autom Maine, accompanied by Mrs. Hip returned to headquarters.

Harold L. Velenchik, of V Bros., 134 North Third street, le ers, after an extended tour visit tories of the state, is again at h Hyman and Samuel Valenchik, firm, have been stopping at Atlan commuting back and forth to the resort.

Simon J. Shloss, of Shloss Br North Third street, is to visit for the purpose of purchasing He is also to supervise his own of Havana leaf, particularly the Spiritus leaf. The Shloss firm is izing on Havana, in which it has tensive patronage. Recently, Mr returned from a trip through the part of the state, where he b large number of orders for Co leaf.

Pipe Stages Comeba

The pipe in Chicago is comi into favor. Tobacco sellers ex as a move of economy. Further appears in the opening of new pi with lathes in the front window briar roots are cut into pipes w wait. Instead of rolling his o smoker has his own turned fo Gallatin (Mo.) *Democrat.*

AMERICA'S FINEST LABEL

GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request

H. J. FLEISCHHAUER
68 No. Fourth St., Phila. Pa.

Sole Sales Representa
EUGENE POPPE
2490 Davidson Ave., N

The Money Crop

farmers of Greene county are busy
it tobacco. The acreage is the larg-
er planted in this section. The
li is unsurpassed. Conditions being
they are in the Kentucky counties,
rmers should realize a good profit
hr labors. If the weed is got under
rin this fine weather, there should
cing to mar the bright prospects for
ng price.
h hard times that have hit farmers
rly all other parts of the United
and Greene county farmers pros-
out of debt and with a good liv-
ured. These men are far too wise
e the mistake of planting all their
one crop.

Diversified Farming

rever this is done and the squeeze
buying high and selling cheap
the farmer at the mercy of the
iers. Greene county farmers are in-
ent because they keep their living
r own hands. With food for the
and stock safely stored, the winds
h finance may blow their hardest
ing no suffering to Greene county
rs.—*Greeneville (Tenn.) Sun.*

ıbrace-Proof Cigars

Imas R. Marshall is known wher-
obacco is worshiped as the chief
ute of a good five-cent cigar, as-
; that it is the crying need of the
y. Coming at a time when he was
resident, his declaration received
idest publicity. It has been quoted
times and so far has never been
sfully controverted. Hoosiers take
pride in the achievement of Mr.
all in thus putting his finger on
tstanding desideratum of the time
ope that it will develop into more
a consummation devoutly to be
H. With all due respect to him,
wer, he only uttered a half truth
t has remained for comparatively
re professors of chemistry to confer
reatest boon on the smoking fra-
ry.
o members of the Lehigh Univer-
factulty, after a year of research,
apparently succeeded in perfecting
nbreakable cigar. They must have
pienced more than their share of the
which come from taking a presum-
good perfecto from the pocket, only
d that most of the wrapper has
ned, that the filler is rapidly unrav-
and an ominous crack threatens the
ienance of a proper draft through-
he length of the cigar. The pro-
rs concentrated their attention on
binder, the main strength of the
nke," which holds the filler and lies
rdiately beneath the wrapper. They
d that the tobacco stems left when
leaf is stripped, and presumably
wn away by the cigar manufacturer,
ld make a tough, paper-like material
sibling a tobacco leaf when rolled
n a paper pulp machine.
preserve the tobacco odor a liquid
eed from tobacco leaves was mixed
it during the rolling process. It
a good binder, but could not be
e because of the burnt paper odor
ed during the smoking. This, of course, would scarcely do even in a campaign brand and the two professors set about eliminating it by chemical methods. After a year's effort they devised a way of treating the stems which kept within the "pure cigar" law, left no unpleasant odor and formed a perfect binder.

May Fill Long Felt Want

The discovery will prove a great boon to the married man. The lover will cheerfully sacrifice his cigars in the rapture of a fond embrace, but the less romantic married man may cool the ardor of his morning farewell if the finds that it is usually accompanied by the destruction of his smokes. Many a family tilt may have originated over an undue zeal for the welfare of a common black cigar. Much of this will be avoided through the discovery of the Lehigh professors. The wrapper may crumble, but the filler will remain intact. Only one fear remains. The application of the process may tend to retard the trend of prices in the direction pointed out by Mr. Marshall.—*Indianapolis (Ind.) News.*

Secures Choice Sumatra

Isaac Goldberg, of the Field Cigar Corp., of Detroit, Mich., was a heavy purchaser in the local leaf market last week, securing a quantity of very choice Sumatra wrappers for his corporation.

Hug-Proof Cigars

(*Continued from page* 11)

ing with the aroma of the smoke.
This will be a great godsend in this country, where the elaborate cigar cases of other lands have never come into general use. It will also put a stop to the practice of rather sheepish young men in slipping the cigars in their pockets into a place of safety when they go to call on their best girls, to say nothing of the married men who complain of the cordiality of their wives' greetings when they return home at the end of the business day.—*New York Telegram.*

Cleveland

(*Continued from page* 12)

Another Visitor

L. Altman, of the M. Rodriguez Co., was a visitor this week, pushing hard behind the good La Melinda cigar. This cigar is being featured at many of the best stores in town, due to the good work of its sponsor.

The Return

Concessionnaires are closing up their stands at all the nearby resorts and making their way back home again. Cool weather put a damper on the business at all the resorts of late, making it rather unprofitable to remain open. Only one or two of the very largest outdoor amusement centers are still open and these are slated to close in a very few days.—HERB.



the weather has anything to do with the quality of the cigars you make, if encased in our famous wood package, you will know they are safe from climatic changes.

MONROE JARRETT & SONS
MANUFACTURERS OF
CIGAR BOXES
S.W. COR. RANDOLPH & JEFFERSON STREETS
PHILADELPHIA, PA.

The Popular Seller from Coast to Coast



Best Value for the Money

Victor Size - - 10c
Packed 1-20 wood and 1-20 tins

American Size - - 2 for 25c
Packed 1-20 wood. Foiled and plain

Size
Corona — Packed 1-20 tins
Senator — Packed 1-20 wood } 15c
Delmonico — Packed 1-20 wood

BOBROW BROTHERS, Inc.
Manufacturers
Philadelphia Penna.
Makers of Famous "Bold" Cigar.

STICK TO Cinco - IT'S SAFE



2 for 15c
everywhere

OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

LA PALINA
IT'S JAVA WRAPPED
CIGAR

The cigar with the universal taste appeal. Sales in every section of the United States prove that La Palina will permanently satisfy any man who enjoys a fine cigar.
La Palina advertising is making more La Palina Smokers every day. New factories are being opened to provide for the increasing demand.
Are you getting your share of this La Palina business?

More than one hundred and fifty million sold yearly.
CONGRESS CIGAR COMPANY
Philadelphia

Harry Blum
NATURAL BLOOM
QUALITY CIGARS
New Natural Bloom Size
QUEENS
Superior Quality in a New Shape
—Put a Box in Your Case.
Office and Salesroom
122 SECOND AVE. N.Y.

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STAT

TOBACCO MERCHANTS ASSOCIATION OF THE U.S. TMA

OFFICERS AND EXECUTIVE COMMITTEE

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
William Best, New York, chairman executive committee.
Major G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichtenstein, New York, v president.
H. H. Shelton, Winston-Salem, N. vice-president.
Wm. T. Reed, Richmond, Va., v president.
Harvey L. Hirst, New York, vice-p dent.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel managing director.

Tampa

(*Continued from page 25*)

Opens Wholesale House in Atlanta

In order to help better its service, the Eli Witt Cigar Co. of this city recently opened a wholesale house in Atlanta. The Atlanta firm is the J. B. Withers Cigar Co., the former business under the same name consolidating with the Witt interests. J. B. Withers is the head of the new firm and C. J. Woodbury secretary and treasurer. William L. Van Dyke, vice-president of the Witt firm, returned Friday night after several days' visit in Atlanta. He was optimistic over the business outlook.

Files Charter

The Tobacco Products Machinery Co., recently organized, filed its charter Friday in the office of the clerk of the Circuit Court, giving the capitalization as $15,000 and its officers as William H. Haupt, W. J. Haupt and C. F. Bremer.

Abana Cigar Co.

Charter for the Abana Cigar Co., a new concern, capitalized at $40,000, was filed in the office of the clerk of the Circuit Court Monday. Incorporators are named as S. J. Nesbitt, W. E. Tuc others. The company is formed purpose of manufacturing cigars, c and other tobacco products.

Keeping Optics on Hava

The cigar manufacturers of are keeping in close touch with t dition of the leaf markets in Cu their earlier purchases they pr themselves as to quantity and sufficient to supply all their o needs, and are now only buying i quantities from time to time, wh vorable purchases can be made, to no shortage in meeting the inc demand for their goods.

Fred Davis, of the New York-Cigar Co., returned last Wednesda Havana.

J. J. French and M. Alvarez are to sail for Havana next Thursda

CLASSIFIED ADVERTISING

WANTED—Jobbers for distribution quality cigar, small size, long filler, han retailing at 3 for 10c. Samples and pri mitted by the Mella Cigar Factory, 304 St., Louisville, Ky.

ANNOUNCEMENT

You can now **BUY or RENT** latest improved Liberman Power Scrap Bunch Machines—illustrated at the right.

The work they are now doing in many high grade cigar factories PROVES that they:

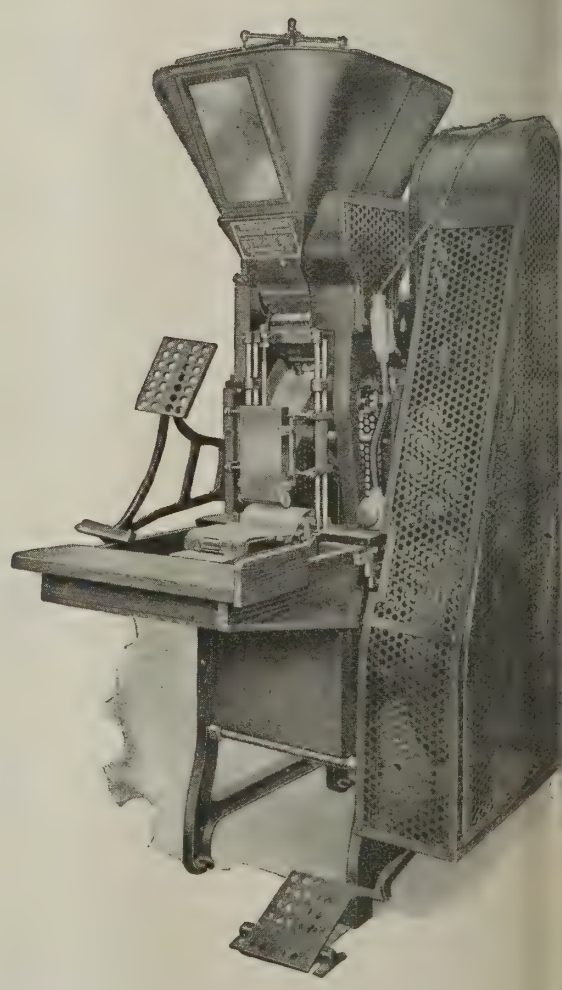
1. **Make Perfect Bunches** of any size and shape, out of any size scrap, large and small together, always evenly distributed.

2. **Enormously Increase Production**—4,000 to 7,000 Bunches Daily according to speed of operator.

3. **Save Binder** enough to more than pay for the machines.

4. **Have no complicated mechanism** — requiring no mechanic to adjust and keep in order.

Full Particulars on Application



LIBERMAN MANUFACTURING CO.
N.W. Cor. 20th St. and Allegheny Ave.
PHILADELPHIA, U. S. A.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXVI. No. 22 NEW YORK, SEPTEMBER 27, 1923 Per Annum, $3.00 This Issue, Per Copy, 25c

MACHINERY PACKAGES SUPPLIES

The Economic Importance of Machinery in the Tobacco Industries

Rapid Strides Made in Manufacture of the Cheer-Producing Weed As Result of Mechanical Ingenuity—Government Benefits from Adoption of Appliances Which Cause Greater Output and Consumption — The Age of Automatic Machinery.

By Dr. ARTHUR SELWYN BROWN

TOBACCO is one of America's greatest agricultural staples. In the early colonial days it was the chief source of revenue of the colonists and the chief of the colonial exports. For the best part of a century, America supplied the world with its principal tobacco supplies and furnished the European tobacco manufacturers with their supplies of leaf. But the invention of tobacco manufacturing machinery, largely the work of American engineering ingenuity, caused a revolution in the tobacco world and quickly raised the United States to the forefront of tobacco manufacturing countries.

Machinery, of a crude type, was used in a small way by some of the colonial farmers, who made tobacco from their own leaf. It was, however, not until the late eighties that machinery was introduced into American tobacco industries for the promotion of large scale production.

The "Bonsack," the "Comas," the "Eliot," and several other cigarette-making machines were invented and patented in the United States in the years 1889-1893. They were successful in operation and were adopted by manufacturers generally. Thereafter the tobacco industries started to increase production prodigiously and there has been no set-back. They are still growing annually at a great rate.

Production Made Rapid Strides

The Internal Revenue returns show that on June 30, 1863, the aggregate revenue from tobacco manufactured within the United States amounted to $3,100,000. In 1866, three years after the introduction of cigarette making machinery, it jumped to $16,531,000, or nearly sixfold what it was before automatic manufacturing machinery was used. The returns steadily advanced until in 1871, when they were more than double what the Government received in 1866, the figures being $33,600,000. In 1900, the tobacco revenues had mounted to $59,355,100, and in 1918 they ran up to $156,188,700. Last year the extraordinary revenue of $270,800,000 was secured by the Government through the taxation of manufactured tobacco. These great increases in the revenues from tobacco serve as a barometer to register the unprecedented growth of tobacco industries of the United States. They show, not only an unusual rapid growth, but also one of steady progress. It was the general adoption of automatic machinery through the tobacco industries and the large amount of capital it caused to be put into tobacco manufactures that gave the impetus to the stupendous growth of the industries.

Introduction of Modern Machinery

The Comas cigarette machine was put on the market by the Comas Cigarette Machine Co. in 1889. James A. Bonsack, was one of the directors of that company. The company marketed its machine throughout the United States and Canada and in Spain and Latin America. It was particularly adapted for making the Spanish type of tucked-end cigarettes. This machine now has a capacity of over 100,000 cigarettes per day. In its early forms, its capacity was not so large; but it was able to turn out many thousands of cigarettes per hour beyond the output of the largest hand-made cigarette factories.

Auxiliary Appliances

When the cigarette business increased further, the machine was equipped with numerous auxiliary appliances which automatically fed the paper and tobacco, tipped the cigarettes after they were rolled, stamped monograms and other devices on them when necessary and packed them in paper packages. Knife grinders, tobacco cutters, graders, granulators and numerous other machines were also added until today the Comas Cigarette Machine Co. manufactures a line of effective machines which will automatically manufacture, pack and crate cigarettes in a factory of any size.

Packing Machinery

To indicate the labor saving secured by automatic machinery in a cigarette factory, the operations of a modern cigarette packing machine can be witnessed. One of these will wrap and paste any number of cigarettes in a square or oblong package at the rate of from 40 to 60 packages per minute or between 400,000 and 500,000 cigarettes per day. It would take from 30 to 50 persons to pack that number of cigarettes. This is simply an illustration of what all the modern automatic tobacco machines are doing in increasing output, and in reducing costs and labor.

The Bonsack and Eliot machines were placed on the American markets shortly after the Comas. The first large instalment was made in the factories of W. Duke & Son, New York, and Durham, N. C. Subsequently the factories of Allen & Ginter, Richmond, Va.; W. S. Kimball, Rochester, N. Y.; Goodwin & Co., New York, and the Kinney Tobacco Co., New York and Richmond, Va., were equipped. These firms marketed several brands of cigarettes which quickly became world famous and were marketed in the remotest quarters of the globe. It was the excellent automatic machinery, as much as the fine tobacco which largely contributed to the success of these well known manufacturing firms.

Immense Production

Today, some of the American cigarette factories are consuming over a million pounds of tobacco monthly. This tobacco is removed from the bales or the hogsheads, in which it is packed, to the sampling, grading, cleaning, cutting, and rolling departments and is labeled and crated for marketing almost entirely by automatic machinery. And all this intricate and accurate work is done by the machinery without loss.

Naturally machinery, which runs and operates with the regularity and precision of a watch, requires to be installed in a proper building and well cared for.

Machinery in Snuff Factories

The machinery used in the snuff factories, introduced about the same time as that in the large cigarette factories, led to similar economies in costs, similar improvements in products and similar increases in business.

After the leaf is fermented it is dried in automatic revolving driers and grained. The tobacco is then ground in mullers or mills and passed through sieving machines. It is classified, blended and packed by other machines, the whole of the operations after fermentation are almost entirely carried on automatically as in cigarette making.

Smoking Plug and Twist

The use of machinery in making plug and twist tobaccos is just as extensive as it is in cigarette making. And the processes are almost as automatic.

Burley tobacco is chiefly used in the manufacture of smoking, plug and twist tobaccos. The wrappers, in the light grades are made of white burley. The leaf is recured at the factories in casks containing from 700 to 1,000 pounds weight. This leaf is unpacked and after being shaken out and cased it is sorted, leaf by leaf. It is cased again by steam or water as conditions indicate and each leaf is flavored by being dipped in a flavoring mixture. The leaf is then dried and weighed. It is divided into quantities suited to the size of the plug to be made from it. Each weighed and divided portion is then put into a mould and pressed into the plug form. These plugs contain the filler. They are sorted, weighted, inspected and passed to the wrapping department where the lighter colored wrapper leaves are put on. The wrapped plugs are again weighed, sorted and inspected. Those which are found perfect are fed into hydraulic presses. In these presses they undergo a further fermentation. Then they are weighed, sorted and inspected. Those which pass the tests are tagged or labeled, wrapped and packed, or, when they are to form smoking mixtures, they are sent to the cutters and rollers.

Chewing tobacco is made in the same manner as plug. However, it is flavored more highly and sometimes undergoes a little more fermentation.

The granulation, flaking, shredding or rolling of pipe tobaccos is done in special machinery after the plugs are made.

Sanitary Conditions

Most of the above operations in modern factories are carried out almost entirely by automatic machinery of the finest character. The tobacco plants are as carefully planned, managed and cleaned as the finest factories making food products.

The manufacture of snuff, which is still an important part of the tobacco industry, is also carried on by automatic machinery. This article is made in a similar way to plug and smoking tobaccos. But greater attention is given to the fermentation and flavoring of the leaf. The organic acids and essential oils in the green tobacco leaves are completely expelled in the fermentation processes.

When fermentation has been carried to the snuff stage, the leaf is dried and then grained in mills or rollers. The ground product is sieved and then seasoned and perfumed when necessary. Then it is packed ready for the market.

Tobacco plants are also equipped with a large amount of auxiliary machinery. There is a great amount of conveying, packing, printing, varnishing, wrapping, grinding, sieving, weighing, box-making, can-making, crating and labeling machinery used in every large factory. Everywhere machinery is used in place of labor, with the view of increasing the output, improving the products and augmenting the efficiency of the plant generally.

Proved Beneficial to Labor

The labor unions in the early days disliked the extensive use of machinery in tobacco factories and tried to prevent the improvements which machinery developed. Experience, however, has demonstrated that instead of restricting the use of labor, the equipment of tobacco factories with automatic machinery has been greatly to the advantage of the workers. It has increased the number of employees in every branch of the industry, given far higher wages than those received by the old hand workers and they are enabled to work under almost princely conditions as compared with the insanitary state of the old hand factories. A striking testimony of the benefits the equipping of tobacco factories has brought upon labor has been paid by Samuel Gompers of the American Federation of Labor. He was engaged as a cigarmaker for 36 years in a hand factory in New York City. He saw the improvements made in the working conditions of factories using machinery and boldly told the members of his labor organization that it is quite futile for workers to protest against the use of machinery in any industry. We are living in a progressive age and should alertly welcome every new device that will promote labor's efficiency and raise the dignity and social status of the working classes. Mr. Gompers challenged American workmen to show him a single instance of a factory where the introduction of modern machinery had made working conditions worse instead of better. Naturally, no one could show him. The testimony of the whole world is that machinery, while displacing labor in a certain manner, enlarges the scope for employment in other ways.

Tobacco Consumption

While the tobacco industry in the United States is the greatest in the world and the most highly organized, machinery is now almost universally employed in manufacturing tobacco and its products. Accurate statistics of tobacco consumption are not available. But the following figures, based upon official year books, consular reports, commercial attaché reports and trade estimates, give a synoptic view of the world's production of tobacco in pounds during the past three years. These returns will serve as a good measure of the world's manufacture of tobacco and in a lesser degree of the importance of the tobacco industries in the various countries.

World Tobacco Production in Pounds

	1922	1921	1920
Belgium	7,310,500	10,169,060	13,490,000
Bulgaria	44,593,532	34,113,420	64,807,921
Czechoslovakia .	4,778,272	2,618,352	3,885,200
France	46,963,400	52,468,240	45,934,460
Germany	77,000,000	65,961,312	66,061,280
Greece	38,936,700	49,863,240	69,849,665
Hungary	38,000,000	41,000,000	55,000,000
Italy	.....	36,545,000	28,260,000
Poland	.....	2,010,360	.....
Rumania	.....	23,072,720	37,620,000
Sweden	.....	1,436,600	1,690,000
Switzerland ...	790,000	814,000	860,000
Turkey	.....	*26,000,000	*20,000,000
Yugoslavia	.....	20,562,300	17,195,000
United States..	1,325,000,000	1,069,693,000	1,582,225,000
Canada	29,947,570	15,248,962	48,088,500
Cuba	44,200,000	40,300,000	126,577,000
Mexico	13,200,000	16,500,000	*.....
Porto Rico.....	27,500,000	24,711,000	25,340,000
Santo Domingo.	18,000,000	15,000,000	40,000,000
Argentine	18,298,000	24,911,000	.....
Brazil	175,760,630	190,990,000	162,362,176
Colombia	.....	17,416,340	16,534,500
Paraguay	.....	21,280,000	18,513,660
Peru	.....	.....	6,160,000
Uruguay	.....	.....	1,760,000
British India...	*450,000,000	.....	.....
Sumatra	35,980,000	27,800,000	25,840,000
Java	.....	.....	87,713,091
China	500,000,000	500,000,000	500,000,000
Japan	.....	133,261,200	134,906,400
Philippines	.....	116,160,000	143,070,000
Australia	1,500,000	2,912,000	2,650,000
British S. Africa	12,500,000	14,200,000	.....
Algeria	48,000,000	50,426,880	40,485,274

*Estimate—This same figure has been used for years.

U. S. Stands Out Boldly

The striking position occupied by the tobac industries of the United States is well illustrat by these figures. About one half of the worl tobacco is annually manufactured in Americ The increased returns being made in Franc and her colonies, in Germany and in Sou America are also interesting.

Comparative Production

Another important fact disclosed by the co parative production continues to increa rapidly. The great consumption which d veloped after the war continues. Last yea consumption was the greatest ever recorde This year's consumption, judged by productio statistics, promises to be as great. Improv ments in manufactures following upon im proved machinery are undoubtedly the bas causes of the increasing popularity of tobac and smoking.

One of Leading Industries

The manufacture of tobacco for smoking various forms, is one of America's foremost i dustries. It involves the investment of a va amount of capital and gives employment many of thousands of people. But it also i volves other valuable industries. The makin of tobacco pipes, cigarette and cigar holder tobacco containers, humidors, pouches and oth smoking requisites stimulate other important d partments of the industry, all of which emplo machinery most extensively.

Employment of Machinery

The successful employment of machinery any given industry may thus be seen to lea to its use in developing manufacturing pr cesses in many other allied industries. It fin new fields for the investment of capital, for th utilization of many materials, like amber, bri roots, calabashes, etc., which would have litt use otherwise, and benefits the social status the working classes by giving steady emplo ment, at good wages and under satisfactor sanitary conditions. While machinery do away with the skilled hand-worker, it opens most extensive field for the employment of le skilled people. In the process of its evolutio we have witnessed first man and horse powe then man and hand-operated machines, and no we are witnessing great, complicated factorie like a modern cigarette factory, wherein man intricate and delicate processes are carried ou entirely automatically and without the produc being touched by hand. Our times may, there fore, be truthfully called the Age of Automat Machinery.

Lightens Burdens

The injurious effects of fatigue are take away from the workers; they are able to wor shorter hours in agreeable surroundings an can improve their mental, moral and physic health in their longer leisure hours.

International Trade Stimulated

The larger aspects of social welfare are als greatly promoted by the increased use of ma chinery in the industries. International trad is stimulated by improving standard articles fo export and creating a demand for external ra materials and supplies. The increase in materia wealth causes the formation of new banks, sav ing and co-operative societies; makes a deman for more and better homes, public services an supplies. In other words, the widespread util zation of modern automatic machinery in th tobacco and other industries is causing a pro gressive, if barely noticeable, adjustment in th social welfare of mankind, as well as a rapi increase in National wealth and a general bet terment in the standards of civilization.

In addition to the financial investment an economic advantages derived from the ex tensive employment of machinery in tobacc manufactures the nation experiences importan benefits.

Use and Efficiency of Automatic Machinery in Cigarette Making

Inventions That Rank Among Wonders of the 19th Century — Basis of Immense Tobacco Industries in the United States—Excellence of Products Made in American Cigarette Factories Famous the World Over — Bring Honor to Trade of Country.

By GEORGE EDWARD LOCKWOOD

AUTOMATIC cigarette making machines, purely American inventions, and ranked among the wonders of the nineteenth century, a period that will always stand out in the world's history as one of the greatest epochs in civilization. The cigarette machine has formed the basis of the immense tobacco industries of the United States and enabled America to rapidly spring to the forefront in tobacco culture and manufacturing. The machinery employed in American cigarette factories has reached such a stage of perfection that the tobacco is almost untouched by hand from the time the leaf is unpacked from the bales or hogsheads in which it is received at the factories until it is formed into cigarettes and packed for the world's markets. The whole of the intricate process of manufacture is done by machines operating with the precision of clockwork.

Made Famous Everywhere

In some of the American factories over a billion pounds of tobacco is converted into cigarettes of the highest grade each month with comparatively no loss. This efficiency has led to immense investments of capital in cigarette making and has stimulated every branch of the tobacco business. The excellence of the products of the factories also has made the leading brands of American cigarettes famous on every portion of the earth where men smoke.

The general employment of machinery in cigarette manufacturing has not only led to improvements in the standardization of the quality of the manufactured products, in the uniformity of packing and packages, but also in the healthfulness of cigarettes. During the war, an immense impetus was given to cigarette smoking. The soldiers, sailors and artisans of all countries at war smoked cigarettes continuously and exclusively. The greatest tests cigarette smoking ever submitted to were made and the cigarette emerged triumphant. These triumphs were very largely due to the excellence of the manufacturing processes secured by the extensive use of automatic machinery.

Factory Improvements

Improvement has resulted in improved factory construction and increased sanitation. The modern factories are large, well planned steel and concrete structures, well lighted and ventilated, and fitted with every hygienic contrivance science has suggested as desirable. The temperature of the air in the factories, and the moisture contents are automatically regulated as the various processes need, and means are provided for the daily cleaning, polishing and overhauling of every piece of machinery in the factory.

Naturally, such excellent work can only be done by the employment of vast sums of capital. This is always forthcoming because experience has shown that the tobacco industries are among the most profitable and stable of all the American industries.

Before tobacco is ready for conversion into cigarettes it must be treated in many ways in storage and fermentation rooms. This requires from one to two years. Much capital is tied up in this tobacco until it reaches the cigarette factory.

Large Expenditures

The general employment of automatic machinery calls for large capital investments. A modern tobacco factory is an extensive establishment. It requires a large working capital. The consumption of raw materials is so great that buyers have to be kept in all the tobacco growing centers and marketing cities to purchase tobacco supplies to keep the factories in operation continuously. This also calls for large capital expenditures. The continuous working of the factories ensures a large and steady output of tobacco products which must be marketed by an important selling force. In other words, the great changes wrought by the extensive employment of machinery and automatic processes in the manufacture of tobacco has resulted in a great extension of the industry, increased capital investments and effective selling and distribution forces. These have necessitated improved economical and financial methods and the soundest and most efficient purchasing, handling, manufacturing and distributing organizations. The effectiveness of a large modern factory, in comparison with an old type of hand-labor factory, can be easily shown. The costs of a modern factory are considerably lower in every respect in every department of the industry.

"It Pays to Advertise"

The successful promotion of a tobacco product depends, to a very large degree, upon successful advertising. Astonishing results are obtainable by advertising smoking goods effectively on a large scale. This also entails large capital expenditures and can be best done by powerful companies. We, therefore, see improved advertising and sales methods progressing hand-in-hand with the increased use of machinery and the necessary larger capital investments in the tobacco industries.

The manufacture of tobacco begins when the leaf, which arrives at the factories in hard-pressed bales or in wooden hogsheads, is opened up and loosened so that the tobacco no longer sticks together through the compression of the packings.

The leaf is "mellowed" for a period of from three to five years. Although the tobacco reaches the factories in a mellowed condition, it must be opened up and be submitted to several interesting treatments. One is steaming. The leaf is taken from the bales or hogsheads and, in the case of Turkish and other European tobacco which is strung together in wreaths with twine, the leaves are detached and foreign matter is culled out. The tobacco is then stacked in rooms for several hours and steamed. This swells the leaves and freshens them so that they are less brittle and better suited to undergo the subsequent treatment. Assuming that the tobacco is to be utilized for making cigarettes, and for other purposes the processes are somewhat similar.

Subsequent to the steam reconditioning treatment, the leaves are stripped or stemmed. That is to say, the large mid-rib is removed from every leaf. The machinery employed for this operation is most ingenious. It works with uncommon efficiency, doing a delicate job expeditiously and without actually loss of leaf. When the leaves comes from the strippers they are divided into two equal halves called "strips."

Cleaning Tobacco

The loss in weight caused by stripping, cleaning and dusting amounts to nearly 30 per cent. The dusting is done by passing the leaves on traveling belts with magnets and in circular shaking sieves. The magnets and sieves separate the ribs, dust and any twine, wood, fibers and other foreign matters which may have been packed with the tobacco. There is no loss of leaf-matter in these operations. The large loss of weight is due entirely to the exclusion of midribs and dirt.

It is essential that tobacco be blended if a reliable product is desired. The grades of leaf grown in any given locality, as is well known, vary considerably each season. This variance increases with the distances from which any given stock of leaf is drawn. Consequently, unless some way be found to counteract these changes, we would be obtaining tobaccos of different flavors every time we purchased a new supply. The most practical way to overcome the variations in natural flavor, due to soil and climatic conditions acting on the growing plant or in the curing barns, is to blend to a uniform standard in the factory. This can easily be done by mixing a small quantity of high-grade foreign leaf, or its local equivalent, with domestic grades.

This blending is done in blending machines which are fed with definite quantities of the selected grades. Turkish leaf is usually employed for blending with good domestic tobacco for the best classes of cigarettes. The rich mellowness of the finest Turkish tobacco makes it exceptionally valuable for developing the rarer qualities of the best American leaf and most particularly the delicate qualities of our beautiful Virginian yellow or golden cigarette tobaccos.

Turkish Blends

Sometimes large quantities of Turkish tobacco are blended with American and the cigarettes are then distinguished by being called Egyptian or Turkish. These are both misnomers, because the Turkish tobacco comes from certain districts in Thrace, Macedonia and Thessaly, as well as Smyrna and Turkey, and practically no Egyptian-grown leaf tobacco is imported. However, cigarettes made from the so-called Turkish tobaccos are reputed to be among the best sold in all countries and no good will be secured by dwelling upon the laxity shown in the nomenclature.

The blended tobacco, now released from years of incasement, is spread on moving belts and carried to revolving cylinders, where it is treated by fine sprays of steam. Later it is dried in a "cyclone" by warm air and collected in trucks where a further intimate blending process continues.

Shredding the Leaf

Shredding the leaf now takes place. The tobacco is carried from the blending trucks to the shredding machines on traveling conveyers. These are large presses resembling the guillotines used in printing houses for trimming paper. A shredding machine has a daily capacity of about 2½ to 3 tons of tobacco. In order that the leaves may be cut into the fine, even threads necessary for high grade cigarettes, they are pressed in iron moulds and cut by giant knives resembling in construction those used in safety razors.

The tobacco cut in these machines falls in wavy streams from the hoppers under the shredders on to traveling belts and is carried to the large steam-heated drying cylinders where the excess moisture is evaporated at a temperature of about 150 degrees Fahrenheit. The tobacco has now a beautiful golden hue. It is again fed on to traveling belts and carried to cooling cylinders and thence is loaded into movable bins called "Saratogas" where it is allowed to ripen for about 24 hours.

Brought to Perfection by Machinery

The tobacco is now mellowed, and beautifully

(*Continued on page* 31)

Comas Cigarette Packing Machine

MODEL H. 2



Why Pack By Old Methods?

Why use two machines for the work of one?

How does this machine work?

WRITE

COMAS CIGARETTE MACHINE CO.

SALEM, VIRGINIA, U. S. A.

he Utility of Mechanical Devices in the Manufacture of Cigars

Employment of Automatic Machinery a Boon to Many Manufacturers — Plants Enabled to Standardize Products and Increase Output — Good Machine Turns Out Cigar in Less Than Seven Seconds—Uniformity Unexcelled by Hand Workers.

By H. J. LAUGHTON

IGAR manufacturing has been revolutionized in recent years by the employment of automatic machinery of great efficiency. This machinery enables manufacturers to keep up a large output of standardized products d to the most extensive needs of the cigar . Cigars are now made in some of the most ern factories almost entirely by machinery. ood automatic machine turns out a finished in less than seven seconds and its uniity is unexcelled by hand workers.

Old American Industry

gar making is an old American industry. an Block, a celebrated Dutch navigator and of the earliest settlers in New York City, blished a cigar store and factory on the ent site of 35 Broadway, in 1613. Pierre llard, a French snuff expert, came to New k in 1760 and established a snuff manufacng industry which quickly prospered and equently developed into the great modern rette and tobacco factories bearing his names. olonel Israel Putnam established one of the successful Cuban style cigar factories at ufret, Connecticut, about 1763. Later on pened one of the first import houses in New k which handled West Indian cigars.

here was an active cigar industry in Virn and at Maysville, Kentucky, in 1812, when rs were manufactured by hand at a cost of ents per thousand. Slave labor, of course, the cause of this extraordinary low cost.

New York's Preeminent Geographical Position

ew York, owing to its superb geographical tion, has always been a busy cigar manufacng and distributing center. The old city rds are full of interesting notes about the y cigar trades. This is a receipted bill dated w York, 24th October, 1796," shows that Mr. brook "Bot of Peter & George Lorillard" *segars* for which he paid eleven shillings. ssuming that the shillings given were not lish shillings but York shillings—a York ing was the eighth part of a dollar—the ing price of the cigars was $2.75 per sand.

nother bill, dated "New York, 13th Octo- 1809," showing that Balden Brown, Esq., ught of Peter & George Lorillard, 30 ltham Street," 200 *segars,* offers proof that ire Brown obtained his cigars at the rate $2.08 per thousand.

third document, having "New York, 14th tember, 1815" on the date line, is written lence that N. Willes & Co., who "Bought George Lorillard, No. 30 Chatham Street," for cigars as follows:

1,000 New Orleans *segars*	$4
1,000 Spanish *segars*.....	16
1,000 common *segars*	3

s cigars that passed through the custom se in 1815 paid duty at the rate of $4 per sand, it is evident that, of the items on bill, only the "Spanish *segars*" were imced.

Whether the "Spanish cigars" came from a or Mexico, who can say? At that time a Cruz shipped more cigars to the United es than Havana did. In those days, as the e indicates, New Orleans cigars were acnted superior to cigars made elsewhere in country.

n the bills above quoted from no mention is made of the size of the cigars. Nor is there any intimation of where the "common cigars" were made.

C. H. Lillenthal founded a tobacco business on Barclay street, near the Hoboken ferry, in 1812, and built it up substantially. The establishment he bequeathed to his son, Christian H. Lillenthal, was notably prosperous for a long time. But "trouble descended on the house" some years after the Civil War.

Charles Speights, who had a place of business at 73 Bowery in 1813, probably was the first dealer in New York to advertise mild cigars. On handbills that he distributed appeared the following verse:

"The old stand seventy-three,
Is the stand for me,
With its 'Maccaby' and 'Rosendee';
Its cigars, they say,
Smell like new hay—
They smoke so free and mild—
Just give us a call,
Both large and small,
Attention pays a child."

In New York, three-quarters of a century since, the Yara principe was a favorite cigar. It was "a rough and ready," having a twisted or as it was called then a "kink head." It had neither symmetry nor fine appearance. And Yara tobacco, a product of Eastern Cuba, is not so popular now as it used to be. Cigar making did not become an art much before 1840.

"Tom's Place" on what was Tryon Row, opposite the old Hall of Records in City Hall Park, was a resort for men who sought "fine cigars," 75 years ago. There Yara principes, "the very best, sir," retailed for three cents apiece. Those inclined to be more economical in the purchase of smokes could by "half Spanish cigars," cigars made more aromatic by cinnamon, or cigars flavored with anise, "two for one cent."

Thomas Hoyt was manufacturing cut tobacco and cigars at the corner of Dover and Water streets before 1850. His Sunny Side brand, afterwards owned by D. Buchner & Co., was introduced about seventy-five years ago. John Anderson's Solace, the source of his riches, was made in Duane street near West street. A Mr. Lemon's name was over the door after Anderson's, and S. S. Edmonston & Bro. subsequently became proprietors of the place. In the early fifties Anderson's original cigar store was on Broadway, between Duane and Pearl streets. Later he reared a marble-fronted factory on Liberty street, and fitted up his then palatial cigar and tobacco store in the brownstone building on the corner of Pine street and Broadway.

Tom Wayne had a cigar store and a small cigar factory in 1853, where the New York end of the Brooklyn Bridge is now.

Start of Great Fortune

Joseph Hall was a noted cigar manufacturer even in the late forties, and his son Thomas H., if then born, had not thought of the economical little cigars, Between the Acts, from which in after years he made fame and fortune. David H. McAlpin, one of the first of the great tobacco magnates then, had a prosperous cigar store and factory on Catherine street. In 1857, by purchase McAlpin became the owner of the cutting tobacco factory founded in 1849 by John Cornish, near Sixth street and Avenue D. There McAlpin originated the Virgin Leaf fine cut chewing tobacco, which proved a veritable gold mine for him.

The introduction of machinery into the cigar industries was gradual. Machine molding and bunching was first developed. By degrees other operations were carried out by means of machinery. Today there are plants operating machines which completely make cigars without handling. A machine made by the International Cigar Machinery Company, which is typical of modern practice, has an output of between 20,000 and 30,000 cigars weekly. These machines can be designed to make any size or shape of cigar having both binder and wrapper and any kind of tobacco can be used for filler, binder or wrapper.

The filler leaf is fed, measured, and segregated into the quantity required for the bunch at a cutting station and is then transferred to a rolling belt where it is wrapped in the binder leaf and formed into a bunch. A series of belts, guiding plates and gears conducts the bunches through the process of bunch rolling, softening and crimping. Very ingenious mechanisms then seize the bunched product and places the binder around it. Then the cigar is fed into the wrapping, rerolling and trimming divisions and finally to the banding machine. Banding machines are adjustable for any shape or size of cigar. They can place bands on cigars at the rate of from 15,000 to 20,000 per day.

Package Machinery

Other machines make the boxes and pack cigars in them. When cardboard is used for packing little cigars the board is printed, cut, creased and folded automatically and finishes the package by gluing, or clamping. Such packages are made at the rate of 30 to 50 per minute.

Many American cigar manufacturers pack their cigars in ornamental cans. These are also made, printed, stamped and packed by automatic machinery of a most efficient type.

Automatic cigar machinery not only enables manufacturers to increase their outputs to meet pressing trade demands but it considerably alleviates labor conditions and enables American factories to meet foreign competition in the world's markets.

Hand Work Expensive

Advancing wage scales have made it practically impossible to produce cigars by hand at a fair profit under existing conditions. The productive possibilities of an individual hand worker will not exceed 2,200 cigars weekly, and even at the top prices for hand work the cigar maker can not look forward to an income of more than $35 to $40 weekly. It is small wonder, therefore, that no young men are learning the cigar trade and the hand manufacturer finds himself struggling along with a steadily decreasing labor supply and steadily increasing costs.

When we carefully inspect the cigars made in a modern machine plant we are surprised to discover how uniformly they are filled, shaped, moulded, wrapped and finished. They are pleasing to the eye, just as they are satisfying to the taste. Automatic cigar making machines have benefitted the cigar trade precisely as cigarette making machines have benefitted the cigarette industry. They have likewise improved the sanitation of cigar factories and have made the modern cigar a thoroughly hygienic product. Like the cigarette machines, the cigar making machinery is almost entirely the result of American inventive genius.

Growth of Machinery in the Manufacture of Plug and Twist Tobac

Great Strides Made Between the Days of Crumbling Raw Leaf in the Hands and the Present Day Methods of Operating Massive Power Machinery in the Preparation of Blended Tobaccos for Chewing and Smoking—Industry a Worthy One

By CHARLES F. RICHARDS

GROWTH in mechanical means for preparing tobacco for use has been marvelous since the days when the raw leaf was "crumbled" in the hands, and "stuffed" into the faithful old pipe, until now vast manufacturing establishments are equipped with great batteries of massive machinery, driven by steam or electric power, in the preparation of chewing and smoking tobaccos.

Pipe smoking began with the early visits of Europeans to America. The Spaniards and British sailors learned the custom from the American Indians. Naturally, the early settlers were attracted to the custom and many of them became veteran patrons of the pipe. They all had their own little tobacco plots on which the leaves were grown and they manufactured the tobacco needed for their own consumption. In the colonial days almost every farmer grew and manufactured his own tobacco.

Farmers Showed Skill

Some farmers developed great skill in this work with the result that neighbors became desirous of purchasing some of the surplus farm supplies. This gradually developed into tobacco trading both locally, with ships and ultimately with Europe. Then came a period when tobacco culture and manufacturing became the principal sources of income and revenue.

Political complications were caused in Europe by the rapid development of these colonial industries, and we find that in 1639 the people of Virginia and other settlements agreed with the British authorities to restrict the production of tobacco to 1,500,000 pounds in that year and to 1,200,000 pounds in the next two years ensuing. This was done to stabilize revenues and to prevent the European markets from being demoralized by overstocking.

Early Exports

Prior to the Revolutionary wars, the yearly exports of tobacco from Virginia averaged about 55,000 hogsheads of 1,000 pounds each. The exports in 1758 were 70,000 hogsheads.

The exports from the United States between October 1, 1791, and September 30, 1792, were as follows:

	Manufactured	Hogsheads
New Hampshire	.....	3
Massachusetts	110,525	1,221
Rhode Island	.....	1,429
Connecticut	.....	105
New York	1,600	1,952
New Jersey	.....	5
Pennsylvania	2,140	3,203
Delaware	.....	8
Maryland	780	28,992
Virginia	2,025	61,203
North Carolina	.....	3,546
South Carolina	624	5,290
Georgia	180	5,471
Total	117,874	112,428

Valuable Pointers

These statistics are valuable on account of the picture they present of the state of the American tobacco industries in the early days. They show that even early exports of manufactured tobacco exceeded the exports of leaf tobacco. They also show how quickly the early colonists discovered the states and localities best adapted for raising crops and for sites for tobacco manufacturing.

Crude Machinery Used

Machinery, in a crude form, was used by the early settlers. There are drawings in old manuscripts of colonial times showing wheels and looms for weaving tobacco twists, moulds, trimmers, cutters and presses for plug and chewing tobacco and sieves and drying cylinders for the treatment of leaf. The manufactures of plug and twist tobaccos have undergone continuous improvement since the earliest times. Hardly a year passed without some substantial improvement being made in the process and plant for converting tobacco into usable forms.

Cigarette Machines Showed the Way

The successful operation of the cigarette-making machines in the early seventies stimulated improvements in the whole line of machines used in the tobacco factories. The statistics show that manufacturers of plug and twist tobaccos were enabled to keep pace with the great development of smoking caused by the popularity of the improved machine-made cigarette by the new inventions made plug making machinery. The machinery has now reached a very high state of development, but it is being continually improved. Today, plug tobacco, like cigarettes, is made almost entirely by machinery.

Plug and Twist Tobacco

Burley tobacco is chiefly used in manufacturing plug and twist tobaccos. The first step in the manufacture is the shaking out and casing of the tobacco received at the factory in hogsheads. This is done with the object of freeing the leaf and separating trash and foreign materials from it. There are various types of scrap and cleaning machines. The general principle of these machines is an inclined plane sieve upon which the tobacco falls and an upward air current from a power blower which effects the separations of the lighter materials. The heavy materials are separated by conducting the screened leaf through heavier conicle trommels. The capacity of the ordinary cleaner is between 1,500 to 2,000 pounds of leaf per day. In some factories the screened leaf is passed over mechanical picking tables which are operated by endless belts. These machines assure the total exclusion of foreign materials from the leaf.

Screening Machines

When sand appears in fresh leaf, the tobacco is passed through a sand screen. These are large, revolving screen cylinders, operated by gearing which shake and screen the tobacco thoroughly. Sometimes the tobacco is passed through a series of these machines having screens of different mesh.

The tobacco is then sorted and cased by water-sprays of steam. The mid-ribs are removed by special machinery and each leaf is then dipped into a flavoring mixture to aid in the development of a special flavor after a succeeding fermentation. Licorice, sugar and molasses are substances employed in flavoring mixtures. They are found to exert favorable effects in developing the aroma and taste of good tobacco in the fermentation and aging processes probably by the promotion of bacteriological activities.

The tobacco is segregated and weighed into quantities large enough to form plugs. Each of these is fed into a mould and pressed by hydraulic power into the plug form. Then the wrapper leaf is put on and the plugs are again pressed and subjected to the final fermentation while under pressure.

Essential Features

This is the most delicate part of the manu ture. The character, aroma and taste of finished product very largely depend upon care and skill exercised in this operation. plugs are finally branded, tagged, wrapped packed in boxes or casks for the market.

Some plugs, intended for making cut or r tobacco, are run through cutting and ro machines, and in some cases, roasters and processing operations in order to develop sp characteristics.

Granulated Mixtures

Some pipe mixtures are sold in granul form. The granulation is done in granula These machines comprise a stem breake grinder, a separator, a fiber fan and roller g ulator. The capacity of a granulator plant va from 4,000 to 8,000 pounds per day.

Fine cut tobacco is the result of special t ment in power cutters. These mach straighten out the strands of the leaf, sift and cut them into the desired sizes.

Auxiliary Machinery

In every tobacco factory, in addition to above process machines, there is a large am of auxiliary machinery for conveying the to co from department to department, to and the presses, screens, casing and flavoring c ders. Everything is arranged to make the tire process of plug making as automati possible. The result is that between the re of the raw tobacco at the factory and the going, packed and crated finished product tobacco is hardly touched by hand.

Twist tobacco is made precisely as plug is only cut and moulded differently and ir final treatment it is twisted in special twi machines while hot and moist.

Chewing Tobacco

Chewing tobacco is simply a highly flav variety of plug. It is made in exactly the manner. The flavoring is made in the treatment of the leaf and is intensified and veloped in the final fermentation process u high hydraulic pressure. Chewing has al been a favorite method of using tobacco workmen and farmers. The manufacturin chewing tobacco has kept pace with all forms of plug, twist and cut smoking mixt There are numerous brands of highly este chewing plugs on the market and these, lik other forms of American tobacco manufact continue to show increased consumption an creased exports.

The Secret of Success

The extensive employment of modern ma ery in tobacco factories and the resulting e lent products are the secret of the extraord increase in the demand for plug and twis baccos. Last year's figures show that smoking is now more popular and prev than at any previous time and it promis rapidly increase.

American tobacco manufacturers have al been optimists. They realize that as Am produces the finest leaf tobacco, the expend of capital, the use of the best manufact processes and the employment of the finest most efficient machinery would enable the forge ahead in meeting the world's compe in smoking tobaccos. They gained the away back in the early colonial days and have never been surpassed. The statisti record show that America has led and cont

ead all countries in both tobacco production
l in manufactures. All the world over this
premacy is recognized.

Age-Long Reputation Maintained

n early colonial times, the quality of Ameri-
tobacco was established and the high stand-
ls then attained have been kept. The smok-
world knows very well that every need of
smoker with respect to the type and quality of tobacco desired by him can be met by American manufacturers. With the spread of smoking, there has developed a great variety of smoking mixtures.

There are fine or coarse, mild, strong or flavored, to meet a multitude of tastes. It is, therefore, not to be wondered at that, as a result of American pre-eminence in tobacco manufactures, the great variety of smoking tobaccos made, the splendid manner in which they are packed and displayed, and the fine reputations enjoyed by the leading manufacturers, that tobacco smoking is forging ahead by great leaps and bounds, and the tobacco industries are experiencing an ever-growing prosperity.

They finely illustrate how well it pays to utilize to the utmost the latest and most efficient machinery and to be unsparing in the proper equipment of factories. The industry is worthy of all the many improvements made.

he Manufacture and Use of Tobacco Snuff From Sixteenth Century

Machinery Plays Important Part in Production of Snuff, Which Is a Valuable Industry — Use of Snuff Keeps Pace With Other Tobacco Products — Mechanical Means Enable Manufacturers to Provide Uniform Article Unknown in Early Days

By DR. ARTHUR SELWYN BROWN

SNUFF in these days of cigarettes, cigars and pipe mixtures, is not so much talked of as in earlier days. Nevertheless, snuff making is a large, growing and valuable industry, in which machinery is quite an essential factor.

the year 1896, 12,708,919 pounds of snuff ere manufactured in the United States as com-red with 11,761,690 pounds of fine cut smoking bacco.

There are at present 35 factories in the United ates, employing 1,328 wage earners, manu-cturing snuff, valued at many thousands of llars per annum. The capital invested in these merican snuff factories, for plants, machinery id equipments, amounts to about $45,000,000.

The progressive development in the produc-on of snuff in the past decade, largely due to achinery is shown by the statistics in the fol-wing table:

American Snuff Production, 1897-1922

Year	Pounds	Year	Pounds
897	13,768,455	1910	31,445,178
898	13,607,631	1911	28,943,754
899	14,723,392	1912	31,363,651
900	13,805,311	1913	32,898,056
901	17,513,317	1914	30,595,640
902	18,682,341	1915	31,898,407
903	22,689,767	1916	33,969,594
904	20,221,400	1917	33,516,802
905	23,671,078	1918	37,100,382
906	26,115,285	1919	35,024,104
907	24,175,219	1920	35,007,882
908	24,035,738	1921	34,349,000
909	28,454,958	1922	35,100,000

Habit Increasing

These figures very clearly indicate that the snuff-using habit is increasing and is creating a cumulatively larger demand for snuff each year. Between 1897 and 1909, the production of snuff was doubled. Today the annual production is nearly three times as large as it was in 1897.

Increased Revenue Collections

The increased demand for snuff is also shown by the revenue returns. These disclose that between 1863 and 1922 the following taxes were annually paid on the manufacture of snuff in the United States:

Internal Revenue on Snuff Manufactures, 1863-1922

Year	Revenue Tax	Year	Revenue Tax
1863	$ 34,466	1905	$1,267,912
1866	689,174	1906	1,362,452
1869	525,584	1907	1,404,072
1870	373,785	1908	1,352,866
1873	1,082,049	1909	1,621,178
1875	1,067,033	1910	1,920,603
1878	1,063,714	1911	2,251,747
1880	634,609	1912	2,406,359
1884	448,212	1913	2,656,757
1889	645,089	1914	2,621,339
1890	737,731	1915	2,387,126
1895	649,889	1916	2,653,655
1899	1,751,798	1917	2,830,220
1900	1,790,090	1918	4,049,402
1901	2,003,021	1919	5,134,366
1902	1,696,429	1920	6,948,931
1903	1,130,455	1921	5,795,402
1904	1,209,456	1922	6,300,520

Since 1918, the revenue taxes on snuff manufactured in the United States have averaged about $5.000,000 per annum. This is five times the average about the 1898 period, and ten times the average about 1870. These increased returns are due chiefly to greater production, sales and consumption of snuff. A comparison of these statistics with those showing the growth of cigarette and plug tobacco production indicates that the consumption of snuff in America is keeping pace with the consumption of cigarettes and other forms of tobacco.

The Growth of Snuff Taking

Snuff taking developed in Europe and America in the early part of the sixteenth century, when tobacco was believed to be a universal curative agent. It was smoked in pipe to remedy bronchial and stomachic troubles after it had been prepared by drying and rasping to a fine powder. Every pipe smoker carried a tobacco rasp to pulverize his pipe tobacco. From the use of pulverized smoking tobacco to the inhaling of snuff was a short step. We, therefore, find that tobacconists soon displayed powdered tobacco prepared ready for smoking or snuffing.

Neander, in a text-book of medicine published about 1600, referred to snuff as follows:

"Sternutatories, especially those which are made of tobacco, when drawn into the nostrils, induce sneezing and release the slimy humors from the ventricles of the brain. These remedies benefit patients whose brains are full of vapours or are lethargic, despondent, angry or have headaches." He then gives several recipes for snuff mixtures as is customary with medical men. These are just formal combinations of herbal extracts with tobacco powder. Neander showed that these early snuffs were much milder than the sternutatories they displaced, which were made of ginger, euphorbium, pyrethorm and helleborous. Other medical works of the period state that snuff is a sterling remedy in cases of catarrh and diseases of the throat and lungs.

Snuffed for Medical Benefits

Society in England and France took snuff for medicinal purposes so extensively that they developed a liking for it and snuff, thereafter, became a great and expensive luxury. Accounts of certain English noblemen show that they spent over $1,000 per annum in purchasing snuff. The following are a few of the items of snuff consumed by the Earl of Harrington in 1830; 18 pounds of Old Bureau snuff; 18 pounds of Old Cologne snuff; 18 pounds of Old Arras snuff; 12 pounds of Old Havre snuff; 18 pounds of Bureau D. G. snuff; 6 pounds of French Prize snuff; 1 pound of French Prize snuff; 5 pounds of Old Rouen snuff, a favorite variety.

The Prince of Wales, the King and other famous users of snuff spent much larger sums than Lord Harrington. Many of the big snuff consumers had fancy snuffs named after them. The King, for instance, was honored by the names of the following snuffs sold in England: The King's Morning Mixture; The King's Evening Mixture; The King's Plain Mixture, and The King's Carothe snuff. Other popular snuffs were: The Frankfort, Seville, Morocco, Paris, Longueville, Scholten, Bordeaux, Tabac de Paris, Curasoa, Spanish Bran, Morlaix, Tabac de Rouen, St. Vincent, Mannheim, Strasbourg, Violet Strasbourg, French Carothe, Macouba, Masulipatam, Bureau Fine, Gureau Demigros, Etrenne, Marina, French Prize, Rapé de Lyon, Fason de Paris, Buenos Ayres, King's Martinique and varieties of these which went under other fancy names.

The price of snuff early in the eighteenth century was about one pound sterling per pound. That would have been equivalent to between $20 and $25 in our money in purchasing power at that time. The King's Martinique snuff was quoted in London in 1830 at 21 shillings per pound, or about $15 in present equivalents.

New Types Introduced

New types of snuff were put on the English markets in 1840. The Duke of Rutland's Lord Edward Bentencks, Old Paris, Fribourg's Mixture, Amsterdam, Arthur's Club Mixture, Dutch Carothe, Light Dutch, Dunkirk, Bolongars, Brazil, Prince Regent's Mixture, Robillard, Hardhams No. 37 Mixture, the Letter F Mixture, Cuba, Cologne, Nut Brown, Oronoco, Dieppe, Scented Bergamothe, Montagne, Montaban, the Queen's Mixture, Brussel's, Marino de Leipsic, Doningo, Villegranche, Dutch Bran and d'Abbeville.

Chiefly French and British Make

These were chiefly of French and British make. Holland, Germany and other European countries, however, also made snuff, some of which was marketed in England.

The naming of a mixture after the Queen indicated that women were like men, devotees of snuff. The account books of the old snuff makers show many names of women buyers. These women bought snuff as freely as men.

An Expensive Luxury

Spanish Bran snuff was first made in 1760. It enjoyed a wide popularity and in 1800 cost £3, or the equivalent of about $30 in purchasing power today per pound. It was moistened with an aromatic rose-scented vinegar called Vinagrillo, imported from Spain. Similar flavoring extracts were used with other snuff powders. Aromatic powders were also sold to be mixed with certain brands of snuff before they were used. Ladies were large consumers of Dutch Bran snuff.

Macouba and Masulipatam were Oriental snuffs richly flavored with the attar of Persian and Turkish roses. These snuffs were too rich

for use without dilution. They were sold in fancy glass bottles from which they were withdrawn with specially made spoons or skewers. The cheaper kinds of snuff were used to mix with them so that they could be taken with comfort. Brazil snuff was also extensively used for flavoring cheaper varieties. A dash of Brazil always improved the tone of other snuffs.

Used in Moist Condition

All the above snuffs were taken in a moist condition. They were moistened with water containing a little salt and an aromatic oil. This was slowly and carefully worked into the snuff in a wooden mortar.

Some snuffs were used in a dry state. Irish, Welsh and Scotch snuffs were first used dry. The Lundy Foot High Toast snuff, a popular Irish brand, was used dry for over a century. It is still obtainable. The Welsh and Scotch types of snuff were always of much finer grain and quality than the Irish. They are still popular in Europe.

Sabilla snuff, manufactured in Spain, has a brick red color, and is considered a valuable tooth powder. It also has a reputation as an antidote for toothache, neuralgia and other facial pains.

Sold in Fine Packages

Snuff was sold in the early days in fine glass bottles and artistic pottery. The various manufacturers spent no pains, like modern perfume makers, in putting up their snuffs in the finest kinds of packages.

Ordinarily, a snuff taker consumed between one and three ounces of snuff daily. Great snuff takers like Lord Petersham, took almost double that amount.

The art of the jeweller was taxed in making tobacco rasps and snuff boxes for fashionable snuff devotees. Many of these, as well as fine samples of glass and pottery snuff jars are preserved in European museums.

A Snuff Formula

A text book on snuff making, published in 1700, described the process of snuff manufacture then employed as follows: "Powder the dried tobacco and put it into a strong linen cloth bag. Soak it in a trough of distilled water for 24 hours. Squeeze the water from the tobacco and spread the powder in wicker hurdles to dry in the sun. Store carefully at frequent intervals. When thoroughly dry, put the powder into a bowl and gradually add distilled water and perfumed oils and mix to a paste. Dry the paste and then work in the finishing perfumery and aromatics."

Rose-leaves, mint, cloves, cinnamon, and other substances rich in aromatic oils were often dried, powdered and mixed with snuff to add characteristic flavors. The finishing and blending of the snuff in the great days of snuff making was work which required the services of highly paid experts like the tea and tobacco tasters and blenders of today.

Chambers Encyclopedia, the 1727 edition, says of snuffs then in use: "The kinds of snuff and their several names are infinite. New ones are continually being invented. They are classed in three main divisions—granulated, bran and powdered."

Early Antis

There were strong opponents to snuff taking when it first became universally popular, just as there are today opponents to smoking. The snuff-takers, however, had plenty of champions. The English poet, Arbuckle, for example, answered an opponent rhymster's verse with the following interesting poem:

"With snuff the beauteous Celia shades her face,
And adds a foil to every obvious grace;
Her lips o'erspread with dusky Vigo, speak
The brighter color on her lovely cheek;
Nay, underneath the tawny shade they wear,
The lips themselves more beautiful appear.
For beauty masked, like the great few who shun
The praise and honor by their merits won,
By how much it denies its own applause
Or seems but so to do, a greater draws
For, apt to imagine more than is concealed
The fancy heightens every charm that's veiled."

Captured Shipload of Snuff

The dusky Vigo referred to in the third line of Arbuckle's poem was a very favorite snuff of the time which was captured by British privateers from Spanish ships off the coast of Spain. Just before the poem was written, Admiral Sir George Rook, with a fleet of warships, captured a convoy of Spanish ships which were loaded with Havana snuff. This glutted the British markets and brought the price of snuff down to 4 pence (8 cents) per pound.

The fashionable world in Europe began to discard the elegant habit of snuff-taking to promote sneezing in favor of cigars and pipe smoking about 1850. In 1859 the amount of cigars and smoking tobacco sold and consumed in England was as large as the snuff consumed. In the "sixties" the use of tobacco outstripped the use of snuff and has since kept up its lead.

A Change in Customs

George Evans, a member of the firm of Frebourg & Treyer, among the leading London tobacconists, which were formerly the greatest manufacturers of snuffs in Europe, writing of the decline of the firm's snuff trade, said:

"Up to 1830, the sale of tobacco and cigars was comparatively insignificant to that of snuff. Snuff predominated until 1845. In 1859 cigars and smoking tobacco exceeded snuff consumption.

"The use of snuff among the gentry then very gradually declined, although it was not entirely finished with at the end of the nineteenth century. The last customers of our firm to order snuff in quantities of two pounds at a time were the late Earl of Mansfield and A. R. Hudson of Pershore. Other notable customers in the last days of society snuff-taking were Judge Vaughan Williams, George Richmond, R.A., and Lord Russell of Killowen, the distinguished lawyer.

"Fortunately for the snuff houses, the decline in the use of snuff was gradual and the sale of tobacco and cigars quickly replaced the profits lost on snuff.

"When our firm began the sale of cigars and tobacco, our customers regularly made a practice of dropping in to our store in the afternoon to sit there for an hour and smoke a cigar. It was a regular custom of the time. In most cases, these customers expected to talk and be talked to and the time that was unavoidably taken up in this way was considerable. Some customers made a practice of keeping an open box of cigars of their own so that they could come in and help themselves when they liked, the idea possibly being that it was more economical to keep an open box of cigars at Freborg & Treyer's than at their own office. A special department was kept for these boxes, each of which bore the owner's name. At this time, the firm gave its customers credit. Fully 70 per cent of its customers had accounts on its books and were personally known to the shop attendants."

The Methods of Manufacture

In a modern American snuff factory the process of snuff making is similar to that used in preparing smoking tobacco excepting that fermentation is carried further. Machinery is used in the preliminary stages exactly as in making smoking tobacco.

It requires between six months and a year to convert the raw materials into finished snuff. Fermentation and seasoning operations consume most of this time. The raw leaf tobacco is choice two-year-old or older stock and only the finer leaves are selected.

After fermentation, the leaf is dried in drying cylinders and is then grained. It is then ground in milling machines or millers. Then the ground product is sieved and sorted. The finished product is then seasoned in seasoning rooms, the process requiring from three to six months. Afterwards the snuff is packed, labelled and marketed.

Varieties of American Snuff

The chief varieties of snuff made in Ar
are strong or plain Scotch, Sweet Scotc
Salt Scotch. A heavy Scotch snuff kno
Hightoast was once largely made, but it i
going out of favor. Maccaboy, a moist
very highly flavored, is another old favorit
is falling in unappreciative days. Rape
French type of snuff, is made in limited am
and also Swedish snuff, a coarse, highly fla
moist snuff.

The extensive use of machinery in snuf
tories enables manufacturers to turn
uniform standardized product which is p
and labelled as attractively as cigarettes
smoking mixtures. Since the wide introdu
of automatic machinery in snuff factories,
types of snuff have been marketed and th
numerable varieties made by the old hand m
facturers are almost forgotten. It is prob
however, that the modern factory product
the whole, just as superior in comparison
the old type of snuff as modern machine-
cigarettes are superior to the old hand-
brands.

The Cardwell Machine C

For nearly a century the Cardwell Ma
Co., of Richmond, Va., has been manufa
ing tobacco machinery, beginning
shapes or moulds for plug tobacco. In
when the business was established, the
pound lump plug was made in a wo
frame. The first successful iron shape
made in 1842. From that beginning, m
improvements have been made, culmin
in the tobacco shapes or moulds of toda

Starting with tobacco shapes or mould
plug tobacco, the Cardwell Machine
gradually enlarged their line, until they
practically a complete line of machinery
the manufacture of plug tobacco, then
smoking tobacco, cut, and cigarette tob
until they were able to produce a com
line of machinery for the tobacco indust

The first branch of their business st
in 1829. The second in 1849. These
consolidated and incorporated in 1890.
started building their new plant in 1893,
moved into it in the summer of 1894.
plant is equipped with modern tools and
chinery, special appliances for turning
their product to the best advantage.
are continually designing and getting up
and improved equipment to meet the
mands of the industry.

The Cardwell organization has for y
been developing equipment to utilize as m
of the tobacco as possible, and to this
they have devoted great attention to
vide efficient methods of cleaning and s
rating the tobacco from foreign matter
also separating different kinds of tobacc
different products of tobacco, each mor
less valuable when separated but of littl
no value until it is separated.

The plant is a large one, comprising
machine shops, blacksmith and forge sh
woodworking and pattern shops, and eq
ment for iron and brass castings. The
chine shop equipment is up-to-date. The l
shop can bore and turn a wheel 10 fee
diameter, and turn and thread a screw 24
long. In it are lathes, planers, drill pre
milling machines, gear cutters and all sin
machinery for turning out the best clas
work. The small machine shop is equip
with a full assortment of tools for buil
automatic machinery or producing work
quiring extreme accuracy.

Among the products of the Cardwell
chine Co. may be mentioned the hydra
tobacco press, duplex pump and the
bill basket truck.

The hydraulic tobacco press has pr
its worth for a number of years. The st
ard press gives nearly 30 tons pressure

te tobacco; the extra heavy press, 40 tons. Hundred-ton presses can be supplied if required. The standard press has a 6-inch solid ram, with a safety device which prevents it being pumped out, an accident which would be likely to break the plunger. The press has 9 feet "daylight" between the floor and the top plunger. This permits the use of a high curb and a hogshead is usually filled completely at one operation. The top plunger is 4 feet deep, built of double extra heavy pipe and wrought iron rods and plates, with no threads to strip under pressure. Stout wrought iron saddles support the cylinder. The dimensions of the press may be varied to conform to a customer's requirements.

The Cardwell presses are simple and durable. With the press are furnished special trucks or drawings from which the trucks may be built by the customer. A hogshead is loaded on one of these trucks and run on the press. The pump is then started and the tobacco is pressed down into the hogshead. The pump is stopped, the return valve opened, the plunger comes down and the hogshead is run off. After the hogshead is completely filled, the head is put on, preferably by use of the Cardwell heading-out device which enables a man working on the floor to nail in the head.

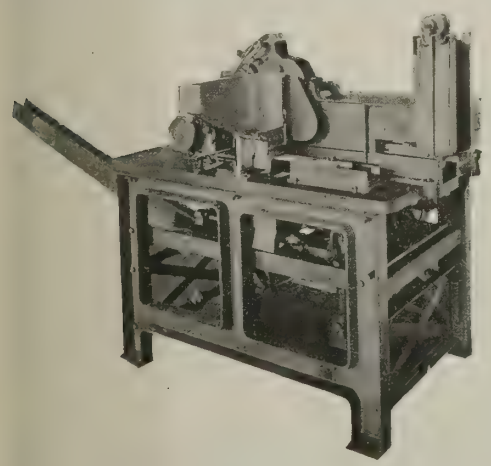
The duplex power pump, belt-driven, is used for the rapid operation of hydraulic presses. It is solidly built and weighs about 1,700 pounds. It has four plungers, two large and two small, all of which are set to work in starting so that the ram goes up quickly. As the resistance increases, the large plungers are cut out automatically and the small ones run up the pressure. A hogshead is usually prized in less than a minute.

The pump runs at 175 to 200 r.p.m. It is fitted with 36-inch by 6-inch tight and loose pulleys. A 5 h.p. electric motor or a 6 h.p. gasolene engine furnishes sufficient power to operate it properly.

The duck bill basket truck is built with a steel bottom and the sides are heavily reinforced with steel. The axles are turned and wheels bored. Roller bearings are fitted when desired. The truck is well built and durable. The wheels are small so that the truck is low and may be slid under a basket or pile of tobacco with little danger of upsetting it. It is the invention of C. W. Bohmer, of Lexington, Ky., and is rapidly taking the place of the wooden tobacco truck.

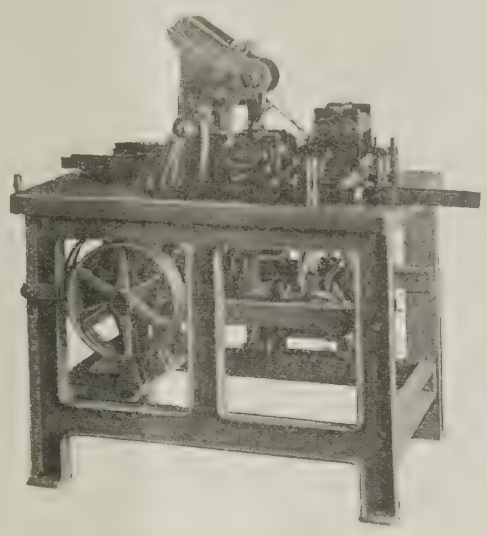
Comas Cigarette Machine Co., Incorporated

The Comas Cigarette Machine Co., Inc., of Salem, Va., has been manufacturing cigarette machines since 1889. This enterprising corporation manufactures solely machinery for the cigarette and tobacco industry. It concentrates its entire effort on the study of manufacturing problems, and is constantly designing new models to meet the ever-growing demand for efficient production.



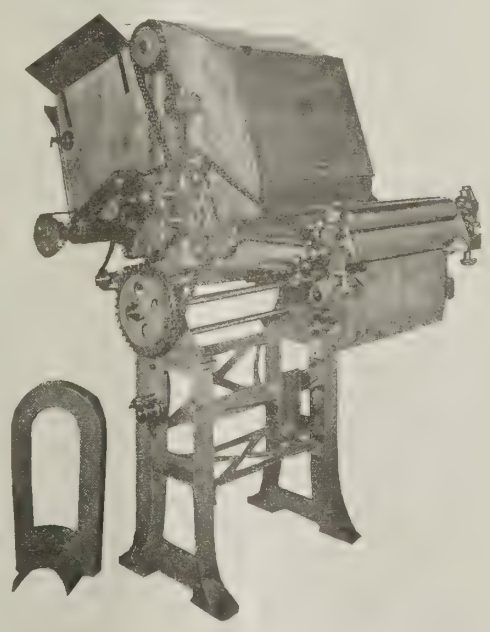
Comas cigarette packing machine Model H2

This organization has perfected a cigarette packing machine which will pack cigarettes in pouch packages of twenty, without the use of the pouch making machine. The machine automatically counts the cigarettes, measures and cuts off the tin foil, and completes the package, the wrapper for which is fed automatically, in one operation. The machine requires one-half horsepower and can be supplied with a motor drive if the customer desires. This machine is a decidedly forward step in the economical wrapping of cigarettes in the pouch package. It is known as their Model H-2.



The Comas Model D2 packer

The Comas Cigarette Machine Co., has supplied a large number of cigarette packing machines, known as their Model D-2, to the Latin-American trade, and have recently shipped a large consignment of machinery to El Buen Tono, of Mexico City, and also a large number of machines to the Chilean Tobacco Monopoly. The Model D-2 Cigarette Packer packs cigarettes in the wrapper of paper only. Its efficiency and production are well known in the Latin-American markets.



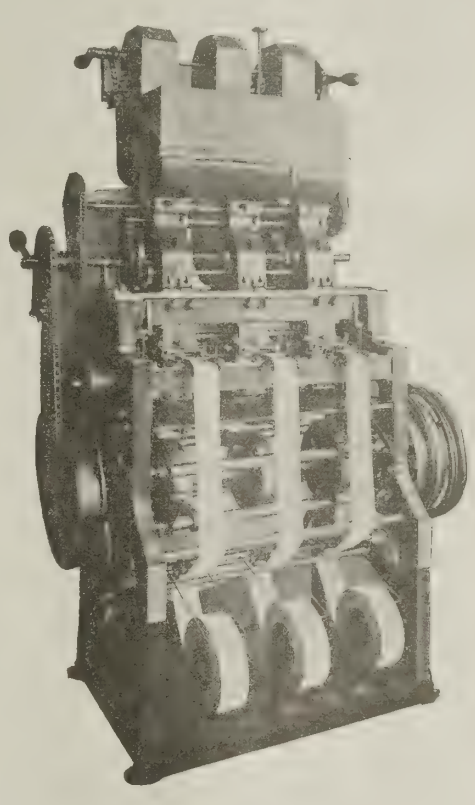
Comas improved automatic feeder

The Comas Cigarette Machine Co., several years ago, perfected a very efficient Automatic Tobacco Feeder, to take the place of the hand feeding on cigarette making machines. This Feeder has been sold in large numbers to the largest cigarette manufacturers in the United States and foreign countries. The most recent factory to be equipped with the Comas Automatic Tobacco Feeders is that of Piccardo & Co., of Argentina. The Comas Cigarette Machine Co., is prepared to furnish automatic tobacco feeding machines for any hand-fed machine now on the market.

It is a well known fact that the automatic tobacco feeder feeds much more regularly than the old style hand feeding, and that hand-fed machines of low production, with the use of the Comas Automatic Tobacco Feeder, can be speeded up to a much higher rate of production without lowering the quality of the cigarette made.

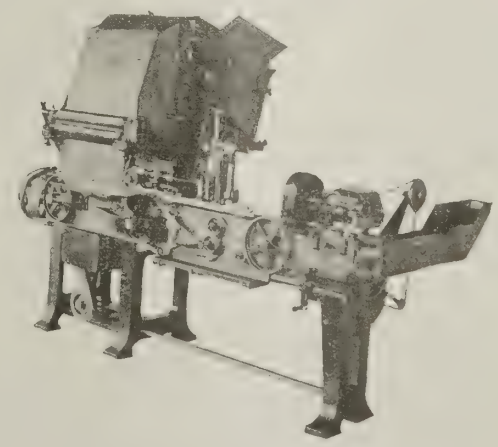
The Comas Cigarette Machine Co. still enjoys a splendid market for its tucked-end, or Spanish Form Cigarette Machine, popularly known as the Comas Standard. The word "Standard" was incorporated because this machine became the standard of the entire manufacturing world for tucked-end machines.

In addition to the above mentioned machines, the Comas Cigarette Machine Co., supplies an open-end, or American Form cigarette machine, known as the Comas American Machine. This machine is equipped with compression wheels and can handle the coarsest kind of tobacco. It is the simplest of all open end, or American form of cigarette making machines and can be operated with unskilled labor.



The Comas "Standard" cigarette machine

The Comas Cigarette Machine Co., maintains a show room at its factory in Salem, Virginia, where its machines are being constantly demonstrated to visitors from all parts of the world. The entire personnel of the factory always welcomes visitors to its plant.



Open-end Comas cigarette making machine

In passing, it might be well to call attention to the ability of the Comas Cigarette Machine Co., to duplicate parts for its machines. Careful records are kept of machines in the field,

and with their modern methods of production, interchangeable parts can be furnished from stock on short notice.

In order to supply the quick demands of the cigarette industry, the Comas Cigarette Machine Co., carries machines in stock, and as soon as a customer advises the Company of the size of cigarette or package which they desire, special parts are immediately made up and assembled for quick shipment.

Research Work

In addition to the development of new machines, the Comas Cigarette Machine Co. makes a constant effort in research work covering the needs of cigarette manufacturers, and gives its entire attention to the serving of the cigarette and tobacco industry.

The officers of the company are: F. V. N. Painter, chairman of the Board; S. C. Markley, president; C. Markley, vice-president, and Douglas Bunting, secretary and treasurer.

American Machine & Foundry Company

Free drawing, even burning, uniform quality, and careful manufacture, combine the four virtues that help to form the perfect cigar. Every cigar manufacturer dreams of the day when he can put the perfect cigar in the smoker's mouth, with a minimum of effort to himself. Perfection is a state that is seldom attained, at least in the mortal sphere, but perfection in cigar manufacturing comes closest to those manufacturers who have stabilized their shapes, and placed the volume of their business on a machine production basis.

Machinery in the cigar manufacturing line is an innovation of the last few years introduction, at least as far as complete machine manufacture is concerned. Approximately six years ago the first "out and out" cigar machines made their appearance in the cigar manufacturing field; that is, machines that in a single series of uninterrupted operations weighed and bunched the filler, rolled it in the binder and delivered the bunch to a wrapping station, where it was wound with the finest of Sumatra wrappers and deposited on an inspection table as a completed cigar. In six years' time many improvements have been added to the original model, and year by year the American Machine & Foundry Co., creators of the "out and out" cigar machines, come closer to reaching that ultimate goal of the perfect smoke.

Despite the fact that the cigar machine is still passing through the development stage, it can be safely said that from the cigar manufacturers' standpoint, the machine from the day of its original installation has at least cut in two the usual trials and tribulations of hand manufacture. Machinery has removed from cigar manufacturing the element of human uncertainty, and has substituted the exactness of mechanical accuracy. Today the machine manufacturer knows that every cigar that leaves his factory is an exact duplicate of its predecessor, and that when it reaches the smoker's mouth it will draw easily and with a uniform burn.

It has been frequently and truthfully said that machine made cigars smoke with the ease and free burning qualities of a cigarette. Properly adjusted, it is almost impossible to produce a "plugged" cigar by machine manufacture. Hand work must of a necessity reflect to a certain extent the temper and individual characteristics of the workman, and be the variation ever so slight it is practically impossible to sit a hundred cigar makers at their benches and not produce a hundred variations of the master cigar you are trying to build.

After experimenting with both hand and machine manufacture from a sales standpoint, the sales manager will tell you almost without exception that he has a minimum of complaints regarding his machine made cigars. Of course, cigar machinery, like any other type of machinery, needs some care and attention. A cigar machine isn't an automatic apparatus into which you can throw a handful of tobacco, a piece of binder, and a wrapper leaf, and have a cigar drop out of the slot, on the principle of the nickel in the slot machine.

Probably more care has to be taken in the preparation of stock for machine manufacture than is necessary in the average hand factory, but time and trouble experienced in the preparation of stock is more than repaid by the elimination of worry on the machine floor.

Financial saving, often emphasized as the cardinal virtue of machine manufacture, is greatly over-estimated. In fact, it is doubtful if the machine-made cigar is produced at any great saving over the hand-made product, but when quality of workmanship and uniform manufacture is taken into consideration, the machine manufacturer is far in advance of his hand-made competitor. If this fact was more generally appreciated by the jobber, the retailer, and the smoker, the demand for machine-made "smokes" would far exceed the supply.

There are a few facts, however, that any manufacturer contemplating the use of machinery must bear in mind. A cigar machine is not a flexible piece of apparatus. It can't make perfectos this week, coronas next week, club-house the following week, and then shift over to panatellas. A machine will produce a perfect duplicate of any master cigar it is designed to make, and it will produce them at the rate of from three to four thousand every eight-hour working day. Further, a machine will roll either a right or a left hand leaf, but both right and left hand leaves can't be rolled on the same machine, so at least a pair of machines must be installed on each shape desired. A pair of machines will produce, in round figures, two million cigars per year.

As was said earlier in this article, a cigar machine requires mechanical supervision, and a good mechanic can supervise six machines as well as two. If the mechanic's time is not used to the limit of his ability, then a further cost for excessive mechanical supervision must be made against your machine cigars. In short, no manufacturer should contemplate an installation of less than six machines, and when he installs his machinery he should be satisfied that his business to the extent of at least six to eight million a year is stabilized on two or three standard shapes.

Another factor frequently overlooked by the average cigar manufacturer in considering the question of machine installation, is the saving of productive space in his factory, and the ability of comparatively inexperienced workers to turn out perfect cigars. Anyone familiar with the problem of hand cigar making knows that it requires anywhere from six months to a year to train a reasonably skillful hand worker, and during this training period many cigars are spoiled.

Machine operators can be trained in from two to four weeks, and while the speed of the machine may be reduced during the training period the completed work will still measure up to a salable standard. Foot for foot of floor space a machine factory will probably produce at least 50 per cent more cigars than a hand factory, and this is no inconsiderable item, particularly where plants are located in large cities, and factory space is at a premium.

To summarize the problem of machine work and hand work from the cigar manufacturer's standpoint, after an experience with both types of production, an expert authority declares that machine work produces in the long run the most uniform product, and gives the most satisfaction to the ultimate consumer. It reduces labor problems to a minimum, and largely eliminates waste in the factory, both of material and space. However, the manufacturer debating the problem of machine installation should bear in mind that no great reduction in cost is to be anticipated, and that his business must be reasonably stabilized, with regard to the shapes he desires to produce.

Modern Machinery to Produ Short Filler Cigars

Modern machinery methods are recognized the only way in which cigar manufacturers c continue to produce high grade short fil cigars, on a quantity production basis, that w enable them to give the smoker a good, mod ate priced cigar, and still make a profit.

It is almost an axiom in the cigar indust that there are only two kinds of cigars—go ones and bad ones.

To produce short filler cigars that will co within the classification of "good cigars"—v rious kinds of machinery are essential to p pare the tobacco, produce the bunch econon cally, and reduce manufacturing costs.

A short filler cigar which contains too sm scrap is unpopular with the smoker because the tendency of the scrap to come out in t mouth. Tobacco improperly prepared, whe the foreign matter, dust, etc., have not been r moved, produces a kind of cigars which fall the unwelcome classification of "bad cigars and are equally unpopular with the man wh buys them.

The salvation of the cigar industry lies in th ability to give the smoker a grade of short fill cigar that will be as acceptable as the hig priced long filler cigars, at a relatively low pric Cigar manufacturers are realizing this, as th number of short filler brands now being sold c the market will indicate.

Among the machinery manufacturers wh have devoted years of experimenting and d veloping machinery to produce good short fill cigars is the Miller DuBrul & Peters Mfg. C of Cincinnati, Ohio. A record of fifty-thr years of service and leadership in the produ tion of equipment of every nature for the ma ufacture of cigars has placed this firm in a enviable position with reference to their m chinery equipment for short filler work. The produced some of the first machinery of an type for this phase of the cigar business, an have constantly improved existing methods an developed new ones to enable the manufacture to keep up with the parade and combat steadi mounting costs in cigar production.

As a result of this constant application to study of the needs of the trade, the Miller D Brul & Peters Mfg. Co. are today offering wh is considered by many to be the most comple and modern line of short filler cigar machine to be found anywhere in the world.

The New Durex Bunching Machine

First, of course, among these items should b placed the new Durex Quality Productio Bunch Machine. After years of experimentin and the elimination of those objectionable fea tures which have caused large producers c short filler cigars to look askance upon the ide of manufacturing bunches automatically, th only thoroughly practical automatic bunchin machine that can be secured, is offered to th trade.

The machine is built on an entirely differen principle of feeding the filler than has ever bee used on a short filler bunching machine. Unt this machine was developed, existing types fe the tobacco by gravity and, of course, violentl agitated the filler. This throwing of the tobacc and the attendant agitation naturally caused th smaller and lighter pieces of tobacco to fall t the bottom of the hopper and naturally wa placed in the first bunches made. Lack of uni formity resulted, and the blend which was mad before the tobacco was placed in the machin was lost—resulting in a cigar very differen than was desired.

The feeding mechanism on the Durex is op erated so as to feed the filler forward horizon tally with a steady positive movement that de livers it just as it has been placed in the hoppe —large and smaller pieces together.

Another exclusive feature of the Durex i the forming matrix. This is a patented devic that conforms to the shape of the molds, and i

tively measures the filler to that shape and
's it in perfect control until the completed
h is placed in the mold cavity automatically.
he matrix has an expansion feature that
nits of the use of larger sized filler than
r machines can handle satisfactorily. The
ntage of using large filler is obvious from
point of view of the smoker as has been
ted out earlier in this article. The matrix
res that the bunches will be uniformly filled
ughout their length and will be of the fine
gy type that are essential.

laces Bunches in Molds Automatically

rior to the development of the Durex, some
r manufacturers were not kindly disposed
ard any machine that was planned to place
bunches in the molds automatically, because
felt that the bunches should first be in-
ted by the operator, who eliminated the bad
ches. Their contention was well taken to
ertain extent, and such a procedure would
oubtedly be necessary on any machine that
not absolutely control the filler at all times.
lowever, with the Durex this objection is
inated because the construction of the ma-
he make positive the turning out of a uni-
m product, and the usual bunch inspection is
necessary. The fact that no other types of
chines the operator is required to pick up the
nch and inspect it might be taken as an ad-
sion that the machine did not uniformly
duce bunches good enough to go to the mold.

Easy to Operate and Care For

A type of clutch construction scientifically
nned to make the operation of the machine as
y as possible for the operator, is another fea-
e of the Durex.

Because the bunches are automatically placed
the mold, the machine can be operated con-
uously, one bunch being formed while the
ceding one is being placed in the mold. This
ures much greater production than on a ma-
ne where the operator must stop it with every
nch, and start again for a new one.

The necessary adjustments of the machine
ve been made so simple, that any one of them
n be made either with the fingers or by simply
rning a screw with a screw driver. This is
ite a factor in the maintenance and upkeep of
e machine.

Capacity

The machine is designed to operate at 20
. P. M. and as a bunch is made at each revo-
ltion it can be readily seen that big production
n be secured with a battery of them.

The big factory of the Miller DuBrul &
eters Mfg. Co. has been taxed to capacity for
veral months taking care of unfilled orders
r the new Durex, but increased production
cilities have now placed them in position to
ke care of any additional demand on their
anufacturing capacity.

They are merchandising the Durex on a
nique "Safety first" plan that is well worth
oking into by manufacturers with a capacity
r volume short filler production.

Short Filler Preparing Machinery

The production of high grade short filler
igars does not begin with the machine on which
e bunches are made, although it is, of course,
controlling factor. But the preparation of the
ller that goes into the bunches plays an impor-
ant part in their success with the smokers.

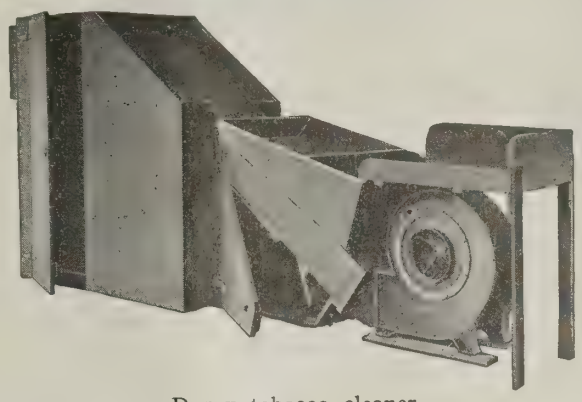
As previously pointed out, there are two
hings that have always mitigated against the
ig popularity of short filler cigars. One is the
act that the small scrap usually used has a ten-
ency to come out in the smoker's mouth, and
he other, the finding of all sorts of foreign mat-
er, etc., in the cigars, which ruin what might
ave been an otherwise good smoke.

The Miller DuBrul & Peters Mfg. Co. pro-
luce a set of three machines, each one of which
as a vital place in the factory of any cigar
anufacturer who expects to build up a stead-
ly increasing demand for his short filler goods.

Durex Tobacco Cleaner

Many of the largest producers of short filler goods in the world, use one or more of the Durex Cleaners to insure that their filler will be free of the objectionable dust and foreign matter such as nails, pins, screws, bread, meat, buttons, bones, apple cores, hairpins, coal, stones, dirt and any number of other things.

The machine consists of a blower and a wooden section fitted with a hopper into which the cuttings are fed. By a special construction of



Durex tobacco cleaner

chambers the air current carries the tobacco up, and out, while the heavier substances are separated. The machine also catches the fibrous hairs and burlap lint so commonly found in tobacco, and which if not completely moved, gives a bitter taste when burning.

The cleaner soon pays for itself by doing all the work quickly, with less labor as compared to hand picking, and by removing all substances which might injure or break the knives of cutters through which the tobacco is passed.

It has a cleaning capacity of 1,500 to 2,000 pounds of cuttings a day, requires 2 horse power for operation and occupies a space 3 feet 6 inches by 14 feet 6 inches.

Durex Conical Sifter

The sifter is one of the most practical to be found, and is used for screening and separating scrap from small cuttings and for obtaining a uniform size of cut filler.

It consists of a series of three screens of different mesh, the fine sand screen being made of



Durex conical sifter

brass, the center one of galvanized iron with soldered meshes, and the last one of heavy iron wire.

The very small particles of tobacco and the sand which comes out in the smoker's mouth are eliminated by this machine, and the filler the right size for use in the cigars is separated from the large pieces, which come out in the end of the sifter ready to be cut into the proper size.

The savings accomplished by this sifter in eliminating the proper size filler before it passes through the cutter, which would reduce it to a size so as to make it unusable except for pickadura, make it a big dividend payer.

The sifter weighs 650 pounds net, occupies a floor space of 28 feet by 7 feet, and is belt driven.

Durex Power Scrap Cutter

This power cutter is designated to cut damp tobacco. It is a real cutter, not a tobacco breaker or grinder, and saves the waste that results from breaking the dry tobacco into small irregular pieces, which reputable manufacturers will not permit to go into their cigars. It is solidly built of the very best materials and will give years of service under the most severe conditions.

The cutter has its own rotary sifter and is constructed so that the dust is kept inside the machine. The tobacco is fed into the trough at the top from where it is carried by an endless belt and compression rolls to the circular knives that cut the tobacco lengthwise. Then the tobacco is cut crosswise by two straight chop knives which are fastened to the flywheel.

From there the tobacco drops into the rotary sifter where it is thoroughly cleaned and prepared ready for use in the highest grade short filler cigars.

It can also be equipped with a box support which raises the cutter up and enables the tobacco and siftings to drop into boxes instead of on the floor.

With a cutting capacity of 250 to 300 pounds of damp tobacco per hour, the machine will serve efficiently in the largest factories, and will give uniform satisfaction in every case.

Millhiser Bag Co., Inc.

Many experienced smokers prefer their tobacco in a cloth bag, due to the fact that it eliminates excess weight and bulk in the pocket. Manufacturers of smoking tobacco can bag their brands attractively and profitably with cloth bags made by the Millhiser Bag Co., Inc., of Richmond, Va., in all sizes and colors, plain and printed.

The Millhiser Bag Co., Inc., also manufactures cloth pouches, which are greatly appreciated by smokers, and are ideal containers for cut plug smoking tobacco. These tape pouches are self-reducing to fit contents down to the last pipeful. A size and color is provided for every idea, and attractively printed.

In addition to building up a large domestic trade, which is continually growing, the Millhiser Bag Co., Inc., are also doing a considerable foreign business, and are rapidly adding to their hosts of satisfied clients.

Pulte-Korreck Machine Co.

The inevitable demand for cigar machinery soon to be experienced is going to find the Pulte-Korreck Machine Co., of Grand Rapids, Mich., fully prepared to fill orders promptly. The small manufacturer who will find himself and his few cigarmakers unable to meet the increasing demand for his product will find the installation of one or more Wolverine Bunch Breakers to be a boon to him. These little, inexpensive devices can be made to earn their initial cost in thirty days. Experienced hand bunch makers find the Pulte-Korreck machine superior to most other types of machines since they closely conform to the natural motions employed in hand bunch making.

A binder leaf is placed upon the machine bed just as it is placed on the table for hand work. The filler is broken in the hand, and placed on the near end of the binder leaf. Now, just as every move in quantity production counts in hand work so also is this true in machine operation. The Wolverine Bunch Breaker lever operates away from you, causing the bunch to be rolled away from you, just as in hand work.

To the operator of this machine these advantages mean nothing more than an increased output, more money and a higher quality of workmanship. But to the manufacturer other and even more important advantages are evident.

True, the increase in production of 40 per cent over hand work is in itself sufficient to warrant the immediate investigation of such a machine. But, other features overshadow this.

To the manufacturer using a very tender binder leaf the yield per pound of binder leaves is small comparatively. While the tender binder leaf will cost him less than others his yield is so small as to nearly offset the saving made. But



Wolverine bunch breaker

this saving in binder leaf can be made 100 per cent if Wolverine Bunch Breakers are employed. Where human hands will not work tender binders without tearing them, the Wolverine Bunch Breaker will.

Imagine the resultant saving then, where human hands require two or three binders, and the Wolverine Bunch Breaker needs but one. A comparatively equal saving is effected when using other grades of binders. The reason for this lies in the fact that at all times it is possible for the operator to have that "feel" of the bunch when being rolled in the machine.

Cigar Packers

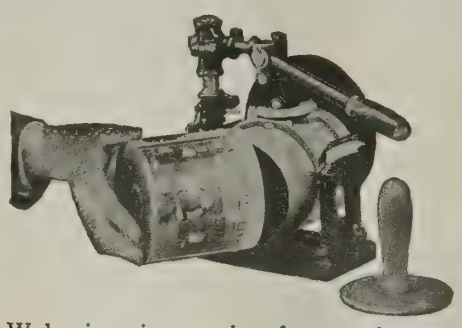
The demand is likewise felt in the increased orders being received for cigar packers. The General Cigar Co. have recently equipped several of their factories with the Model B-2 Cigar Packer for 100 cigars. For a number of years



Wolverine cigar packer for straight packing

this style of packer has been used in a few of their factories with the result that wherever possible they are installed in other branches able to use them.

The outstanding features of the Wolverine Cigar Packers soon assert themselves in use. They absolutely insure against over-pressure of the cigars when packer is once adjusted. This is made possible by means of "stops" on both the side lever as well as the top lever. Each



Wolverine cigar packer for round cans

cigar in every box is uniformly pressed. The increased speed in packing together with the absence of wrapper breakage loss soon pays for the device.

Another popular product of this company is their Wolverine Cigar Packer for Round Cans. The demand for a compact device for packing glass jars and round cans resulted in the introduction several years ago of the Model E Packer. It met with instant favor, and today many popular brands are packed in cans with the aid of this device.

When once adjusted each pack will be uniformly pressed with no loss due to broken wrappers. The speed with which cans may be packed warrants your immediate investigation. The machine is small, occupies very little space and can be set aside when not in use.

The Pulte-Korreck Machine Co. operates on a broad policy of shipping machines on thirty days' trial. A new illustrated circular just off the press describing their various products can be obtained by applying to the Pulte-Korreck Machine Co., 231 Ionia avenue, N. W., Grand Rapids, Mich.

Knopp & Biehler Stamping Machine

The Knopp & Biehler Stamping Machine is a device for putting revenue stamps on cigarette packages, cigar packages, or packages of playing cards. It is the invention of Joseph G. Biehler, of 308 Hague street, Rochester, N. Y., and his associate, Rudolph Knopp, and is 46½ inches long and 14½ inches wide. The body stands less than 15 inches above the table. The hopper for the cigarette packages can be carried as high as necessary to give it the desired capacity. The machine weighs 140 pounds and is one of the most ingenious, simple, reliable, and rapid pieces of automatic machinery that has been introduced to the tobacco industry. A one-sixth horsepower electric motor is sufficient to drive one of these machines.

The machine carries the cigarette packages stacked in an upright hopper, and carries the revenue stamps in a horizontal magazine. A separate feed mechanism is provided for the cigarette packages, and a separate feed mechanism for revenue stamps. The operation of the feed mechanisms is timed to co-ordinate them, and to bring each package and a stamp together in just the desired relation.

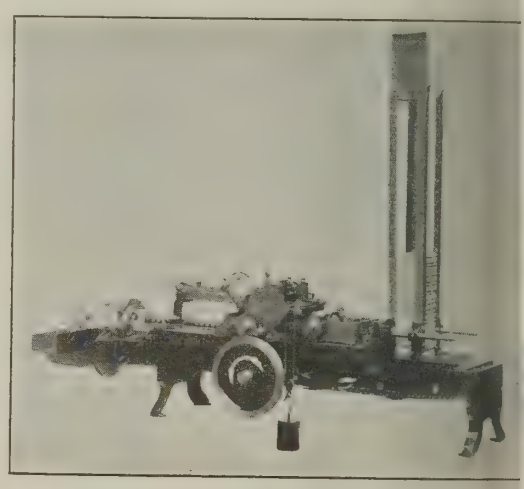
If it is desired to place the stamp on but one side of the box, the feeding of the stamp will be delayed, relative to the package. If the stamp is to be put on the side of the box, with a portion of it overlapping the end of the box, the feeding will be timed normally. To place the stamp three sides of the box, that is, with the cen of the stamp on the end of the box and the er overlapping the sides of the box, the feeding the stamp will be advanced. All this is secur by simple adjustments that can easily be ma

The stamps are fed from the magazine by selecting device, which works with unerri accuracy to feed but one stamp at a time. suction device presses against the upper pa of the end stamp in the magazine, and at t right instant a pump operates to make a vacuu This causes the stamp to adhere to the sucti device, which then swings back, bending t upper end of the stamp away from the stam remaining in the magazine.

A clamp then swings in the back of this stan and holds the remaining stamps in place. Th the feed mechanism draws the selected stan endwise down past the dope wheels, which p on the glue. The stamp is then fed, proper timed, into the path of the cigarette packag so that it takes the desired position on t package, according to the setting of the m chine, and adheres thereto.

The packages are fed into the machine in pile, which the hopper is adapted to receiv They are fed from the bottom of this pile b feed chains and dogs, that first spaces them apa to receive the stamps thereon, and then clos them up end to end in a continuous row.

The packages are delivered from the machir in a pile, side by side, by a stacker which M Biehler has recently added to the machine, ar



The Knopp & Biehler stamping machine

which is a marvel of ingenuity, simplicity an effectiveness. This stacker comprises a cantin disc, that has two slots therein which cross eac other at right angles, with an open center in th disc. As the end package leaves the machine one or the other of these slots is always in a horizontal position to receive it. As soon a the package is completely delivered to the disc the disc makes one-quarter turn, and stands th package on edge.

The next package to enter the disc hori zontally, forces out the vertical package on t the stacking table, leaving it standing on end A rotating cam then pushes it along the stack ing table far enough to give clearance for the next package. The edge of the package that receives the stamp is displayed on the stacking table, so that the packages are readily inspected, and show for themselves that the stamp is in place on each package.

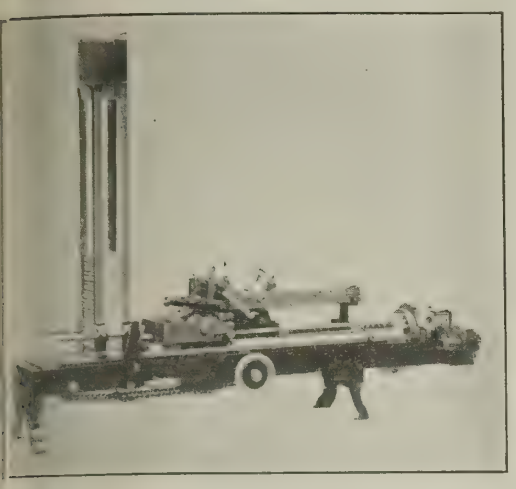
A number of the original machines are in

CIGAR MAKERS' TOOLS

CIGAR BOARDS
Manufacturers
BEDORTHA BROS. WINDSOR, CONN.

UNION AND HEX CUTTERS
for Hand and Machine
Manufacturer
L. L. BEDORTHA WINDSOR, CONN.

ilar use in the factories of the Liggett & lvers Tobacco Co., where they run 210 pack- s a minute each. These machines have given d satisfaction for a number of years. The roved machines have been adopted by the



Stamps more than 200 packages per minute

bacco Products Corp., and several are now use in as many different shops, running 220 kages a minute each, with very satisfactory ults.

One of these machines is putting 220 stamps minute on Stroller packages, which are soft kages. What this means can be better ualized by the statement that a stack of boxes r 15 feet high is fed through each machine a minute, while the machine sticks a revenue mp on each box as it passes through.

Other improvements that have been made ke this machine flexible and adjustable, so t one machine can be worked on a great iety of different sized packages. The ad- tments that fit it for each particular size kage are quickly and easily made.

The John B. Adt Co.

Established in 1865, the John B. Adt Co., of ltimore, Md., has devoted the 58 years of its istence to the manufacture and improvement machinery designed for the economical pro- ction of tobacco products. The Adt machines e shipped to all parts of the world. Among em may be mentioned granulators, cutting achines, steam and furnace dryers, coolers, em rollers, packers, ordering and casing ma- ines and others for special purposes.

Special attention is called by the John B. Adt ., to its "Perfection" Steam Dryers, a perior machine for drying uniformly manu- ctured tobacco, even the most delicate kinds, ithout discoloration. In combination with the oler and conveyor apron attachments it turns t the product in excellent condition for ciga- ttes and smoking mixtures.

The Adt cutting machines insure constant ecision cutting, so vital for high-grade ciga- ttes. They have large capacity and production sts are kept low. The model B1 cutter is a werful machine of enduring quality. The ankshaft is placed at the base of the machine d double connecting rods, equalizing the pull, ive the crosshead. Crankshaft bearings are tra long and fitted with oil reservoirs. The osshead is fitted with renewable bronze shoes d works between hardened steel guides. This sures accurate cutting.

The Adt stem flattening machines make it ssible to utilize the tobacco stem, formerly a aste, in every kind of manufactured tobacco.

The Adt dissolver works under pressure and uickly dissolves all flavoring extract to a soluble ndition without loss of aroma. The casing d ordering machines expedite the condition- g of the tobacco uniformly and in a superior anner and progressively prepared it for rther manipulation.

The Adt tobacco preparing machines are in- stalled in the principal tobacco manufacturing factories of this and other countries.

W. F. Robertson Steel & Iron Co.

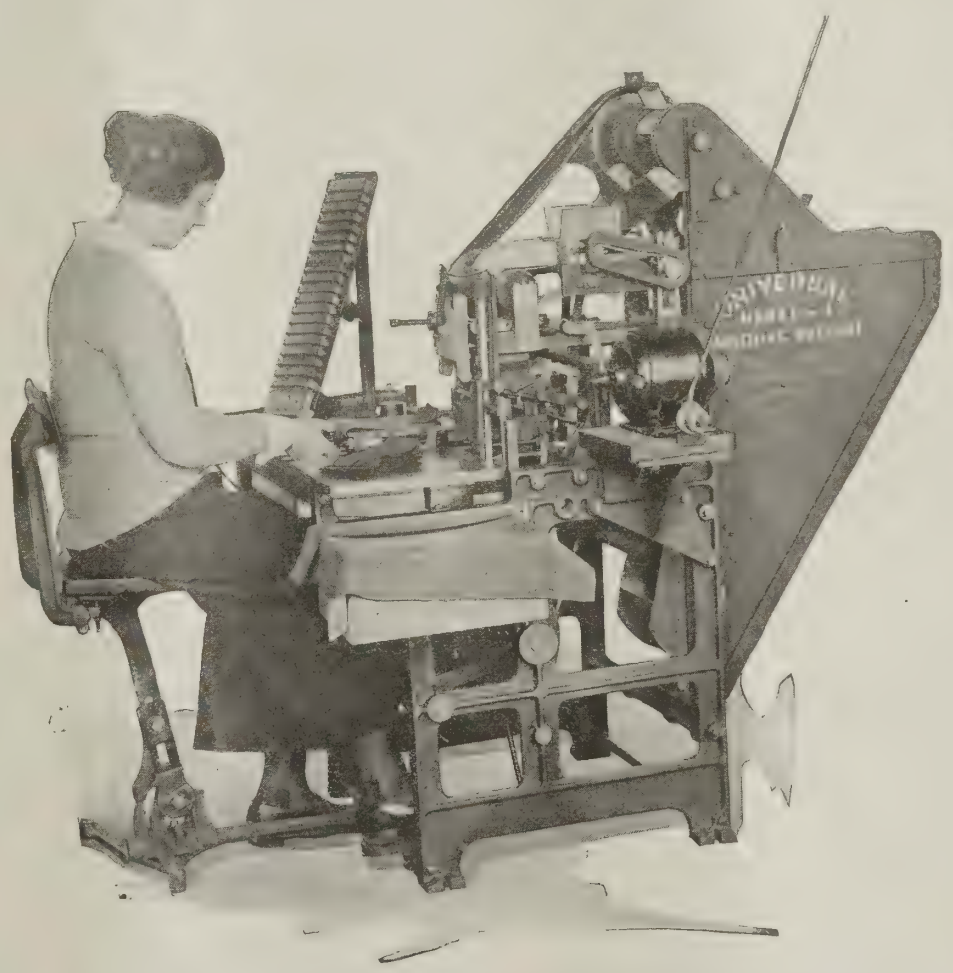
The W. F. Robertson Steel & Iron Co., of Cincinnati, Ohio, are large manufacturers of No. 9 Hold Fast wire hogshead hoops, having a capacity of about 15,000 per day. Hold Fast wire hoops are made from special quality soft wire, particularly adapted to hogshead use. The W. F. Robertson Steel & Iron Co., are unusually well located to serve the tobacco trade, because of the low "commodity" or "special iron" freight rates now in effect on carload lots from Cincinnati to various points throughout the tobacco belt.

Furthermore, they have the advantage of cheap river rates, with corresponding quick service to many points. Hence, by bunching orders, several less-than-carload buyers at any given point can obtain the benefit of the favorable carload rate.

The W. F. Robertson Steel & Iron Co. carry a large stock, and can generally make immediate shipment upon receipt of orders. During the busy tobacco season sometimes supplies of Wire Hoops are allowed to run low, hence their exceptionally quick service is advantageous.

Universal Tobacco Machine Co.

Due to intense competition, higher efficiency demands, and burdensome labor conditions, machinery is slowly, but surely, supplanting the hand worker in all branches of the tobacco industry. Of special significance is the growing appreciation of mechanical equipment throughout the various stages of cigar manufacture.



Universal Model L bunching machine

The Universal Tobacco Machine Co., of 116 West 32nd street, New York, has long been known as a manufacturer of tobacco stripping and booking machines. The products of this company have conclusively demonstrated that leaf tobacco can be stripped mechanically to far greater advantage than by hand.

The Model L Universal Short Filler Bunch Machine, illustrated on this page, has been developed to a point of efficiency, speed and accuracy that completely overcomes all of the objections that cigar manufacturers have experienced in the past in connection with short filler bunch making machines. It is the result of expert engineering skill aided by the experience of practical cigar manufacturers.

The machine is receiving widespread attention because it gives complete and uniform results regardless of the condition of the filler tobacco that is being "worked" on it. And it does not easily get out of order. It fills a very vital need as it makes possible the production of a five cent cigar at a profit.

The advantages of using the Model L machine for working short filler (large, mixed or fine scrap), may be summed up as follows:

1. Straight or shaped work, both well done.
2. Makes right or left-hand bunches perfectly.
3. Uniform size and weight of bunches assured.
4. A very substantial saving in labor costs.
5. Handles scrap or short filler of unequal sizes.
6. A long, even rolling for better smoking qualities.
7. Damp or dry tobacco handled with equally good results.
8. Low cost of upkeep; does not easily get out of order.
9. The easily adjustable weighing scale meets all requirements as to changes in sizes and weather conditions.
10. Fluffy filler because the tobacco is lifted from a hopper—a decided improvement over the gravity method of feeding.

The daily production of the machine will vary from 4,000 to 5,000 bunches, depending upon the shape and size bunch that is being "worked" and it will make practically any size, straight or shaped bunch. It is necessary, however, when changing shapes or sizes to install a new plunger in the machine.

The machine is made with either a straight or

a curved rolling table. Both right and left-hand bunches can be made on the same machine when equipped with the straight table. It will work scrap or short filler of unequal sizes and should large stems, nails or other foreign matter get in the tobacco, they will not clog or cause damage to the machine.

The filler for each cigar bunch is automatically lifted from a hopper in a manner directly, opposed to the gravity method usually employed in bunch making machines. After being lifted from the hopper the filler spreads out on a traveling belt which carries it to an automatic weighing scale, which is so accurately balanced that it registers the smallest fraction of stock that is placed upon it. Therefore, manufacturers are assured of a positively uniformity of weight of filler in their cigar bunches with the Model L machine.

The weighing scale can be quickly adjusted for the exact quantity of tobacco required for different sizes of cigars. When the scale balances under the weight of the proper amount of filler, the feeding device automatically stops. The Model L operator in the meantime has placed the binder on a rolling apron and the (accurately weighed) filler is automatically deposited into the apron pocket and rolled into a bunch. The bunch is then placed in the cigar mould by the machine operator.

Besides the Model L Universal short filler bunch machine, the Universal Tobacco Machine Co. manufactures many other tobacco stock and labor-saving machines and devices, including the following:

Model M Universal tobacco stripping and booking machine, Model M Universal (non-booking) tobacco stripping machine, Model F Universal tobacco stem crushing and booking machine, Model F Universal (non-booking) stem crushing machine, Model J Universal leaf counting device, Model K Universal gum cleaning device, Model W Universal butt cutting device, Model E-1 Universal one plate wrapper register, Model D-2 Universal two plate wrapper register, Model C-3 Universal three plate wrapper register, Model S Universal cigar banding machine.

National Can Co.

Tin cigar and tobacco containers are gaining favor with the public, and the National Can Co., of 36-39 Washington street, N., Boston, Mass., are specializing in providing these attractive and artistic packages for cigar and tobacco manufacturers.

The advantages of the decorated cigar can are many. It protects to the greatest extent the aroma and condition of the cigar, as well as protects the cigar itself, while in transit. The beautiful effects done in lithographing these cans, not only make a perpetual advertisement for the cigar, but make an unusually fine and attractive sales appeal.

The sizes that appear to be most popular are those holding twenty-five and fifty cigars, and the Natural Con Co. are making them for both Londres and Perfecto shapes. They are also equipped to furnish containers for smaller numbers.

A Mongrel Tobacco

Fred B. Griffin, general manager of the Connecticut Tobacco Association, says: "In some sections of Massachusetts the farmers grow a mongrel tobacco. This tobacco is very hard to sell. Some crops look like Broadleaf, and some resemble Havana. While we have been able to pool a certain amount of this as No. 1, we have quite a quantity of this tobacco that will have to be sold at lower pools. I wish, as far as possible, the directors would discourage the growing of this tobacco. It is not a standard type of tobacco, and I believe, in the long run, the grower that raises the regular type of Havana Seed or Broadleaf will make more money."

Minnich Machine Works

One of the greatest labor saving devices in the market is the electric-driven casing press, manufactured by the Minnich Machine Works, of Landisville, Pa., specially for tobacco warehouses. Using this press, one man can press and nail over 100 cases in ten hours. Two men can do more than four, without any labor in pressing.

The Minnich No. 51 is a tobacco casing press used by leaf tobacco packers.

This press is equipped with two levers, new steel beam and triple link chains.

A great feature is the Minnich patent unshifting pawl, so the levers need not be used to release pressure. It has an adjustable hopper and two follower boards.

It is remarkably compact, durable and quick in operation.

If Minnich reputation rested on this little casing press alone the name would still have a leading place among manufacturers of such machines. Minnich No. 51 seems to be—and is—one of the necessities of the tobacco trade. It is in use wherever tobacco is handled.

Its sales are growing, the result of recommendation by users to those looking for one of the best machines of its kind. Minnich No. 51 is a big time and money saver at a low price. As many users write, it will stand all kinds of hard wear.

A Case Against Tobacco

Another charge against tobacco which will be made the most of by those who are planning a crusade against the filthy weed, is found in the report of Mr. Foote, the commissioner of public safety, who says that careless smokers last month caused sixty-five fires with a property loss of more than a hundred thousand dollars.

Users of tobacco must prepare for an attack on their pet vice. They must look to it that nothing is "put over" on them as the beer and whiskey drinkers claim was done to them with the adoption of the dry amendment and the dry law.

Tobacco has been a subject of attack from the time King James issued his famous counterblast until the present. Caverly wrote long ago:

"How they who use fusees
All grow by slow degrees
Brainless as chimpanzees,
Meager as lizards;
Go mad and beat their wives;
Plunge, after shocking lives,
Razors and carving knives
Into their gizzards."

There have been plenty who have written in its praise, from Walter Raleigh and Rare Ben Johnson to Kipling, whose famous phrase, "A woman is only a woman, but a good cigar is a smoke," is often quoted.

It conduces to philosophy, as witness the verses of George Wither:

"The Indian weed; withered quite,
Green at noon, cut down at night,
Shows thy decay; all flesh is hay,
Thus thinke, then drinke tobacco.

And when the smoke ascends on high,
Thinke thou beholdst the vanity
Of worthy stuffe, gone with a puffe,
Thus thinke, then drinke tobacco.

The ashes that are left behind
May serve to put thee still in mind,
That unto dust return thou must,
Thus thinke, then drinke tobacco."

The best case in favor of the weed has been made out by experiments of Professor M. V. O'Shea at the University of Wisconsin. His conclusions, set forth in a book, "Tobacco and Mental Efficiency," may be summarized thus:

Smoking is good for the minds of smokers and bad for the minds of non-smokers—in the experiments smokers did better mental w after smoking and non-smokers worse w Tobacco seems to slow down mental proce but Professor O'Shea says that in the long men who like to smoke and who do smoke p ably accomplish more intellectually, despite slowing down, than they would if they were prived of tobacco. He adds that "men who used tobacco have achieved as much in e field of activity as the men who do not use He found that most literary women smoke, fifty-five per cent of the congressmen answered his queries don't smoke, and that s per cent of our school superintendents, ar still larger proportion of our university pr dents and deans, use tobacco. — *Broc (Mass.) Times.*

Mr. Duke's Philosophy

James B. Duke, former chairman of the I ish American Tobacco Co., arriving on the *jestic* from a trip to Europe, said: "I am ceedingly optimistic regarding the tobacco look. The consumption of tobacco will incr as long as population increases.

"I was not forced out of the British Ameri Tobacco Co., as has been stated. I have b trying to resign for three or four years, an eventually was able to have them accept resignation. There has never been the sligh bit of discord between the British Ameri Tobacco Co., or the Imperial Tobacco Co., me. There has been no discord among Toba Products, British American, or Imperial. B ish American Tobacco has a very efficient m agement, and they can get along without me.

"There was something said to me abou merger between Tobacco Products and Bri American Tobacco but I don't know anyth about it and I don't care anything about it. have resigned to look after my own business.

"I am getting ready to retire as rapidly possible, because it doesn't do any good to m money any more, as the government takes away from you as fast as you make it."

Chemists and Tobacco

The use of tobacco for smoking purposes h ing been attacked on the theory that the comb tion of the weed produces carbon monoxide quantities injurious to the health of the smo and of those who breathe the fumes, a report chemists will have some interest. The expe who have conducted tests for the Americ Chemical Society say that the carbon monox produced is not sufficient to cause apprecia damage.

Thus goes another scare raised by the ar tobacco crusaders. It goes as did the sc raised by Thomas A. Edison, who said that t fumes from cigarette paper would destroy t brain tissue. Both go because they are exa gerations. The truth always lies between e tremes. The fact is that carbon monoxide do follow the combustion of tobacco—but it do not follow that any smoker has asphyxiat himself with the gas produced by cigar, pipe cigarette. The fact that men smoke cigarett without making imbeciles of themselves answe Mr. Edison.

Tobacco is used because people like to use The dispute over the effects of smoking goes because people like to exaggerate. A commo sense view of the case is that the moderate u of tobacco is not harmful to a noticeable exte Considering the pleasure derived from smokin it is safe to say that the possible sorrow fro smoking is at least offset by the contentme achieved.

The medical view of tobacco smoking is indu gent. Sometimes it is humorous, especial when the physician tells a patient he shou smoke or not smoke, after learning that th patient does not or does. Or when chemis deem it necessary to prove that smokers are n gassing themselves into the grave.—*Louisvil (Ky.) Times.*

Machinery in Cigarette Making

(*Continued from page* 19)

c ored. It is well blended to a standard degree c quality; clean, pure and of a most inviting ɐpearance. No hand has touched it since it ʍs unpacked from the original warehouse ɟckages. Automatic machines, cutters, dryers, ɔnveyors and other machinery carries the to- ɟcco throughout the factory during the whole ɯanufacturing process. Experts supervise the ɟbacco as it passes through every stage of the ɯanufacturing process and other experts are ɯnstantly watching every part of the machinery ɹ insure its proper working. The tobacco is ɹw ready to be rolled into cigarettes.

The machines employed in rolling, forming ɐd making cigarettes are the most ingenious ɟ all in the factory.

Making the Cigarette

The shredded tobacco in the "Saratoga" is ɹd into the cigarette-making machines where is taken by drums and rollers and combed. hen canvas revolving belts convey it to "pin- ɔllers" and thence to a metal hopper, from ɥhich it is fed in an even stream to a narrow ɹrip of thin paper which is afterwards rolled to ɔrm cigarettes. The cigarette wrapping is fed to the machines in rolls holding enough paper to make about 60,000 cigarettes. The paper is moved by rubber wheels and is stamped, embossed, or otherwise marked as it passes away from the roll and receives the prepared tobacco.

The rolled cigarette is "sized" or treated with a cohesive substance for gold treatment when gold-tipped cigarettes are required, or it may be tipped with cork.

All these operations are done in a perfectly efficient manner. It would be quite impossible to get cigarettes so uniformly good and measuring up to such absolute standards by hand work. When we watch the hundreds of thousands of cigarettes the machines in a great modern factory are turning out every working day in the year, it is very rarely we can find a single cigarette with a blemish.

Women and girls, dressed in neat uniforms, tend the cigarette-making machines. Sharp eyes and much experience in the working of the machines are possessed by these employes. Their tasks are light, but they have to exercise eternal vigilance to keep the manufacturing processes in operation with the precision of a clock.

Making the Packages

The rolled, bunched, counted, stamped and tipped cigarettes, after inspection are ready for the packing machines. These, making the pouch form of package, pack 50 packages per minute. The machine counts the cigarettes fed to it from a hopper and wraps 20, or any desired number, so carefully that there is no crushing and no possibility of injuring the cigarettes. Two operators supervise the packing machines. One cares for the feeding and one inspects the wrapping.

Machines which pack the cigarettes in oblong boxes, or in cans, are slightly different in some of their details, but work on the same principles as the ordinary pouch machines. A box packing machine counts, wraps and pastes any number of cigarettes in a square or oblong package or box. It wraps the cigarettes in tin foil, or other wrapper, and then in glaced paper. This packing is done in a uniform and very neat manner. Attachments for inserting pictures or coupons or advertising matter in these packages are furnished by the makers. These machines have a daily capacity of from 25,000 to 30,000 packages when operated on 10-hour shifts.

The splendid automatic machines in a modern cigarette factory operate with extraordinary uniformity in turning out tobacco products which everywhere bring honor to trade and country.

Labor Chief Advises Workers to Accept Machinery as Beneficial

Samuel Gompers Points Out Ways in which Mechanical Devices Help the Trades —He Shows the Futility of Opposition—Cites Various Instances Where the Adoption of Machinery Has Brought Vastly Greater Compensation to Operatives.

MACHINERY has a prominent advocate. "Accept the machine, organize the workers," Samuel Gompers tells the American Federation of Labor in the September issue of *The American Federationist,* the official organ. Resistance against new machinery was useless, he said, and presented this conclusion after reviewing the discussion at the Chicago convention last month of the Cigarmakers' International Union, his own craft. An amendment to the Constitution to remove all obstacles to organization of all wage workers in the cigarmaking industry was under debate.

"For quite a number of years I haven't worked at the trade of cigar making," said Mr. Gompers, "but I did work at the bench for a period of twenty-six years of my life, and during all that time I was a hand workman, and for the last twenty years of working at the trade I worked at the Spanish system of cigar making. My personal pride in the trade is really very great.

"I remember working in one of the large shops in New York City, and when we were fairly well organized, as trade unionism was then understood, the question of molds was before the union. In the old Turner Hall in Orchard street, New York, the members divided as to those who would favor a strike against the molds and those who would favor molds. And I remember going with a crowd of the boys who voted to strike against the introduction of the molds if an attempt was made to introduce them.

"And I remember the time when, as a result of that vote, Conrad Kuhn, president of that organization, came to our shop and said, as he did to other shops. 'This shop is on strike,' and not a mother's son of us remained in the shop a minute after. We struck, and it was a hard struggle, we lost and the molds were introduced.

Cannot Fight Machinery

"I am free to say that from that time there came some light to my mind, and I realized then for the first time that it was absolutely futile for workmen to protest against or go on strike against the introduction of a new machine, a new device or a new tool.

"In the old time when the cotton spinning jenny was introduced and the machine put into the textile plants, the men in the industry, enraged at seeing their trade taken away from them, a trade they had to serve several years to acquire, destroyed the machine. Was the machine destroyed? Yes, but was the idea destroyed? No. The blue prints were in existence for that machine, and in any event the scheme and the plan were in the mind of some one who had burned the midnight oil. The machines in the textile industry became universal in every modern country.

"The conditions of the textile workers are not what they ought to be by any means, but were the conditions of old, when the men worked by hand, better than those that now prevail? By no means. The hours of labor were from sun up to sun down, and as soon as artificial light was discovered the men and women and children worked from early morning until late at night, until organization took place among them and reduced their hours of labor from sixteen to twelve, to ten, to nine, and in many instances to eight, and their whole condition was improved.

"The water carriers of Egypt protested when pipe lines were being laid to carry water to some central parts of the cities, because it did away with their trade of carrying water. The rickshaw runners of China raised a revolution because horses were put to wagons to carry people. In some of our cities hack drivers protested against the erection of railroad stations because it took away their jobs.

"Some years ago I had occasion to travel in the southern states, and there I saw, in the middle of the rivers, colored men who were dredging with buckets and long poles. They were getting 20 to 30 cents a day. Wherever men are cheap no machinery is used in industry or any other way. It is only when men are dear and wages are high that machinery is brought in.

The Typesetting Machine

"The Typographical Union has been mentioned. The late President Prescott went before the people and pleaded with them to recognize the Mergenthaler machine, and instead of what would have occurred—girls running typewriting machines to operate the Mergenthaler typesetting machine—it was the printer that was given a chance to learn the trade over again. What has been the result? Wages higher in the printing trades, hours of labor lower, the eight-hour day prevailing in the industry, and on the newspapers the 44-hour week, and the International Typographical Union, to secure the 44-hour week for the printers in the book and job trade, has expended more than $15,000,000. And it has more members and more money in its treasury than before the strike took place.

"The garment workers sewed with the needle, and then there was a riot and a revolt when the sewing machine came in. There are now many tailers who do nothing but make fine clothes by hand sewing. But what has happened to the men in the garment industry? Working, instead of in the old-time sweatshops, in sanitary factories, working not more than eight hours a day, working not more than forty-four hours a week, and a better organization than ever obtained in the industry.

"The miners of old worked with the pick and shovel, and they were slaves in the mines. From miserable conditions, slavish conditions, electrical power has been employed, and the men are earning more wages, working shorter hours, not because they opposed the machine, but because they accepted it.

"The shoe workers, the old cobblers that made shoes before the time of many of you, worked long hours and for a mere pittance. The modern shoe industry requires about sixty-four operations, sixty-four different people to do certain parts of it before the shoe is completed. I ask anybody whether he knows of any trade where the union has recognized the machine or improved tool where the conditions of the working people were made worse. It is not the order of nature and things. The better we organize the more thoroughly will we be in a position not only to defend that which we have, but to move onward and forward for the things which ought to be ours and which we can obtain."

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Visconsin's Crop in Retrospect and Prospect

pes, Fears and Sad Reality Reviewed—Plight of Producers Not Pleasant—Might Have Salvaged More from Frosted Fields by Waiting Before Cutting Tobacco.

EDGERTON, Wis., Sept. 23.—As the tail of the 1923 crop is being finished, a al description of the crop harvested, ca general opinion of the crop will rips be appropriate.

king the conditions in the north s a sufficient history of the spring ing season will be remembered by ly bearing in mind that tobacco in orth got off to a splendid start. The weather and hot days of July and half of August held up the general so that the northern crop in general be said to be a thirty-day crop, much as the spurting period of its th was of about that length of time.

Made Good Progress

bout twenty-five per cent, roughly, he northern growing areas enjoyed ient moisture to progress satisfac- ry during the drouth. This came in form of localized showers at hap- rd periods of time, but of sufficient ture volume to cause satisfactory th and progress of the crop steadily ughout the summer. When the ral drouth in the north was broken— t August 20, this tobacco in the favored sections had reached a stage eap full advantage of the marvelous ving weather that followed.

Visited by Hail Storms

Vever, eight or ten severe hail ms zig-zagged about this territory t the time it was ready to harvest. s was in scattered streaks here and e that visited small portions of t every northern county. This ered the supply of promising early hern binders somewhat appreciably.

Early Crops Duly Harvested

the main, this tobacco got safely in sheds. It was earlier than the age crop, and the state has probably er produced binders of appreciably r spread, texture, and luxuriant color. s early fancy tobacco was savagely peted for by several firms early in field, and prices up to thirty-three s a pound were paid for it when it still in the field, and in face of the that the general crop in the south mised to produce the finest binders he history of the state.

The Destructive Frosts

hen just at the time that the late cco had about made up the time lost ing the dry spell, and the crop showed nishing indications of quality, and that packers require when they de- be desirable binders, the devastating sts of September 12 and 13 wrote *finis* n the same destructive cruelty and oughness as did the Japanese earth- ke.

eptember 12 saw about 55 to 60 per t of the northern in the fields. Prac- lly all of the tobacco out at that time wrecked. Of the tobacco in the sheds that time, perhaps ten per cent of it s cut down immediately after rains, and in no condition to cure out as binders. The rest of it will produce more than its share of the finest kind of binders, fit for the best cigar ever rolled.

Situation in Southern Section of State

The growing season enjoyed in the south, up to the time immediately preceding the frost, was ideal all the way.

In the last half of August, the unevenness of the stand had about completely disappeared, and the stand was of record-breaking promises. Field after field greeted the eye, about September 1, with a stand, spread, and color to astound the observer. About eight to twelve per cent of the southern crop was harvested safely, when everything was lovely. Then as the bulk of the work was threatening to get under way, the weather turned very rainy, and very cold at night. Hundreds of acres were mudded in the pile, and many panicky growers harvested their crops, standing green and gumless, in the worst kind of weather. The good growers stood their ground valiantly, and refused to harvest their crop under such conditions. Many were fearful of frost, however, and eyed the thermometer with open uneasiness as it dipped perilously low each night, for that time of the year. Finally it happened, and in one night, practically every crop in the field in the state was irreparably damaged. Crops that growers fondly regarded as the best they ever had grown were grievously perplexing to their owners 48 hours later. They did not know whether it would pay them to harvest it at all or not. It formed the most dismal aspect of blasted hopes, and withered leaves, ever known in the history of the state.

Cut Prematurely

Following the frost, many fields were immediately cut down while greasy and green, some without even being suckered. It will be a terrible mess to handle. Other fields were left standing. After a few days of sun, the weather again changed into long, dreary, rainy days. Last Friday was the first day the sun was out, and farmers foolishly cut down many fields. A week of sunshine now would make fairly good stemming out of many of the fields still out, especially the lower leaves. The production yield per acre will be cut about five hundred pounds, and many of the fields harvested may prove to be of doubtful stemming value.

Buying in Northern Division

Reports come in from the north, that one operator there is paying fifteen cents for ridge fields which are high enough up, in the hope that the lower leaves may be used for binders. Other reports say that this is merely adjustments on frozen crops, bought as binders previous to the arrival of the calamity.

Riding for the shedded portion of the early tobacco is on as hard as ever. Prices up to thirty cents have been reported to have been paid in the south. Where portions of the crops were frosted, on account of being un-harvested, they went along at from six to eight cents straight.

Stemming Buyers

One of the big five stemmers had buyers out offering five to eight cents for fields not so badly frozen. Also, there are rumors of ten cents being offered for the salvaged poundage in sheltered spots.

The Pool "at Stake"

The fate of the pool is again "at stake" as the rehearing of the famous trial of last winter is resumed. The political side of the "venture" must not be lost track of. The pool is largely under the protecting wing of the marketing commission, and the state has been almost solidly "progressive" for a long time. The initial day was Saturday. It will take a day or two to get down to the meat of the affair.

Sampling the 1922 Crop

Sampling of last year's crop goes on. There is some black rot prevalent, but not of an alarming nature. Inquiries on the '22 are beginning to be received.

The popular estimate of the total yield of the fancy crop of '23 binders that actually materialized as binders safely and properly harvested, is in the neighborhood of thirty thousand cases. What there is of it, will be as fine a lot of binders as a manufacturer ever worked.—BADGER.

Edward W. Dixon Passes Away

WINSTON-SALEM, N. C., Sept. 24.—Edward Watkins Dixon, aged 65 years, prominent and influential citizen of Winston-Salem, died at his home 407 Summit street, this morning at 10:40 o'clock, after an illness covering a period of about five weeks. He was critically ill several days and death was not unexpected to members of the family and close friends.

Mr. Dixon was a citizen of the finest type. He came to Winston-Salem in August, 1909, as manager of the local branch of the Imperial Tobacco Co., which position he was still holding.

Mr. Dixon was a native of Pittsylvania county, Va. He was born March 25, 1858. He was a member of one of the oldest and most prominent families of Virginia. He was a graduate of Randolph-Macon College.

New Porto Rican Inspection Tax Law

At the special session of the Porto Rican Legislature a new bill was passed and the act went into effect September 17, to protect Porto Rican tobacco. A special Inspection Tax is levied instead of the former Stamp Act. Under this act all cigar manufacturers, leaf tobacco dealers and packers will receive the stamp free of charge. The Inspection Tax act calls for five cents a thousand cigars or fraction thereof, and ten cents for each 100 pounds of leaf tobacco or fraction thereof.

Joseph Holzman Dies in Vienna

A cablegram was received in New York, Monday, announcing the death of Joseph Holzman, the leaf tobacco importer of 185 Water street. Mr. Holzman passed away very suddenly last Friday in Vienna, presumably from pneumonia. His wife and youngest son, Harold, were with him when the sad end came.

Mr. Holzman was 65 years of age. For forty years he had been engaged in the leaf tobacco business, in the Water street section of New York, and his honorable dealings and straightforward business methods won for him the confidence and esteem of everyone with whom he came in contact. For this reason, the news of his untimely passing comes as a shock to his many friends.

Mr. Holzman and son, Harold Holzman, had been in Europe for some time, attending the tobacco inscriptions in Amsterdam and Rotterdam, at the conclusion of which they journeyed to Vienna, where they were joined by Mrs. Holzman, and were visiting relatives of Mrs. Holzman when he was taken ill.

For many years it had been Mr. Holzman's regular custom to visit the tobacco sales in Holland, and his splendid knowledge of tobacco enabled him to buy intelligently; and his purchases were always made with a view to satisfying and supplying the requirements of his large clientele, all of whom implicitly trusted his judgment and integrity. He knew the wants of his customers and had the will and the ability to gratify every reasonable want.

Fortunately for the leaf tobacco house of Joseph Holzman, the business is left in excellent hands. The sons have been thoroughly schooled in the correct business practices and naturally inherited the noble characteristics of their deceased father.

Joseph Holzman was essentially a family man, and in his domestic relations was a most devoted husband and father. Besides the widow, he leaves three sons, Samuel B., Abraham and Harold W.; four daughters, Saidy (Mrs. Holzman), Bessie H. (Mrs. Greenwald), Mamè H. (Mrs. Slater), and Freda (Mrs. Zeirler).

The body is to leave Europe October 3, in the S. S. *Majestic*, due to arrive in New York October 9. Funeral services and interment will follow at the convenience of the family.

Market Observations

By A. LERT

The most interesting development in seedleaf circles during the past week was the publishing of the prices of the Connecticut Leaf Tobacco Association's various grades of 1922 Connecticut Broadleaf. Judging from reports which have been received, a large proportion of this tobacco has been spoken for, for some time by most of the leading manufacturers. While the sampling has not been completed, the probabilities are that there there will be little binder tobacco available in Connecticut after these of-



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[g] have been made until the new [cro]p Seed is ready, and there has [be]y been a time in the history of the [tr]s that the market was so abso[lu]y bare of desirable Connecticut [Va]

Wisconsin Situation

[Th]e probabilities are that the samples [of] 1922 northern Wisconsin will be [ha]r during the forepart of October, [in] view of the frost in the 1923 crop, [in] state, it is quite probable that [ma]cturers will protect themselves on [mo]than a year's supply of this to-[ba]

Connecticut Shadegrown

[Co]necticut shadegrown warehouses [ha]started in operation and the to-[ba]is still being described by those [clo]ely connected with this branch of [bu]siness as being the fanciest crop [cr]ate has produced in a great many [ye]. It would not be surprising to see [la]st priming tobacco offered in bales [th]repart of November, which would [sh]hat the 1923 crop will undoubted-[ly] on some cigars the forepart of De-[ce]

Pennsylvania Prospects

[The] Pennsylvania crop is over two-[th]harvested, the late tobacco show-[ed] pid progress, so that there should [a] arge poundage of desirable Penn-[sy]ia tobacco shedded before the fore-[pa]f October.

Ohio Outlook

[Ma]le due to the Ohio situation the [po]ilities are that Pennsylvania will [ha] higher prices than it normally [if] there is a sufficient acreage and [we]ge to prevent what in a short [ti]would have undoubtedly been a wild [sa]le by both manufacturers and [le]s for desirable filler tobaccos.

Havana Conditions

[The] Havana situation remains prac-[ti]unchanged with desirable pack-[in]eing contracted for right along, [pr]rices approximately the same as [ha]prevailed for the past few weeks.

Porto Rico Reports

[Pu]to Rico is moving and reports on [re] manufactured with the new crop [ha]been most satisfactory.

Sumatra Supply Limited

[Re]orts regarding the new Sumatra [cr]ot encouraging, which has on the [co] strengthened the position of deal-[er]Sumatra tobacco, who at best have [a] limited supply of last year's crop [ha]nd.

Cigar Industry

[Th]e cigar industry on the whole has [be]moving along rather actively and [in] the threatened trouble in Tampa [ha]l at least for the time being, it [sh]l not be surprising to see record [ma]facturing conditions and progress [in] the next thirty or sixty days.

[C]o-ops. Get Reverses

[AN]DERSON, N. C., Sept. 22.—Rather [a] sledding has been the lot of the [To]co Growers' Co-operative Associa-[ti]n its court action in the past few [da]. In Nash county superior court at [Sa]ville, N. C., last week, Judge George [Co]nnor denied the permanent re-[str]ing order sought by the association [ce]st certain of its members to enjoin [th] from allowing their non-member [ac]ts to sell their tobacco save through [th]ssociation, and also held that where [a] rop was covered by a lien or mort-[ga]this lien or mortgage took prior [to] over the association contract.

[It] is understood here that an effort is [be] made to advance all cases now in [co]ion affecting the control of the co-[op]tive association, for an early hear-[in]the Supreme Court of North Caro-[li]In addition to the ruling by Judge Connor, virtually the same question is involved in a five-hour argument before Judge T. H. Calvert, in Wake county superior court also last week. Judge J. Lloyd Horton, of Pitt county, in superior court, also has held much the same as has Judge Connor.

In Nash county superior court, where Judge Connor made a ruling, the specific case in question was that of the co-operative association against J. W. T. Eason. The plaintiff sought a permanent injunction whereby the defendant would be held responsible to the association for the tobacco raised on his land, which he had rented to tenants, and whereby five cents a pound penalty could be collected for tobacco which the tenant, not a member of the association, sold on the open market.

The gist of the court's ruling in dissolving the temporary injunction and denying a permanent restraining order was, it is explained, that where a landlord, who is a member of the co-operative association, makes a valid, binding lease for money rent and the tenant is not a member of the association, the tenant can sell his tobacco on the open market and the landlord is not subject to a restraining order. A number of similar cases where the question of landlord and tenant was the issue were also tried and settled the same way.

The other specific case in which the mortgage of lien was involved was that of the co-operative association against W. H. Brannan. Here the court held that the mortgagee or lienee had prior claim and that the crop should be turned over to them. A report, however, is to be made to the court upon the amount of tobacco and its disposition. The ruling in both these cases is declared to have great significance and the hearing was followed with greatest interest. Not only were permanent restraining orders denied the association, but Judge Connor issued an order prohibiting the association from charging a member landlord the five cents a pound penalty for tobacco which his non-member tenants sold on the open market. Judge Connor's ruling was in line with the decision handed down by Judge Horton in Greenville last week.

Dark Tobacco Co-ops. Elect Directors

(*Special Telegram to* TOBACCO)

HOPKINSVILLE, Ky., Sept. 24.—The election of directors for the Dark Tobacco Growers' Co-operative Association, which was held throughout the dark tobacco district today, brought a number of changes in the personnel of that body.

The selections were made by the delegates in each of the twenty-three districts, into which the dark district had been divided, who were elected Saturday by the votes of the members.

Some of those who were not re-elected were among the prominent members in the association during the past year.

In every district the race was warm and a deep interest was shown by the members.

Among those not re-elected were N. P. Hutson, of Murray, who was defeated by J. B. Swann; Charles Rogers, of Owensboro, who was defeated by George Rudy; Ed Williamson, of Fulton, defeated by E. A. Hilliard; W. B. Ford, of Carthage, Tenn., defeated by Terry Humble; J. B. Hewlet, of Princeton, defeated by Dixie Satterfield; Jesse Farley, of Henderson, defeated by W. H. Cabbell; G. W. Hull, of Calhoun, defeated by A. B. Tichenor.

Some of the old directors were not candidates for re-election, these being, R. L. Jackson, of Dixon, who was succeeded by W. H. Ogden; Claude Cocke, of Clarksville, Tenn., succeeded by W. W. Riggens; R. E. Cooper, of Hopkinsville, succeeded by Dr. O. L. Barnes; Reams Farmer, of Adams, Tenn., succeeded by Jerry Long; P. A. Day, of Logan

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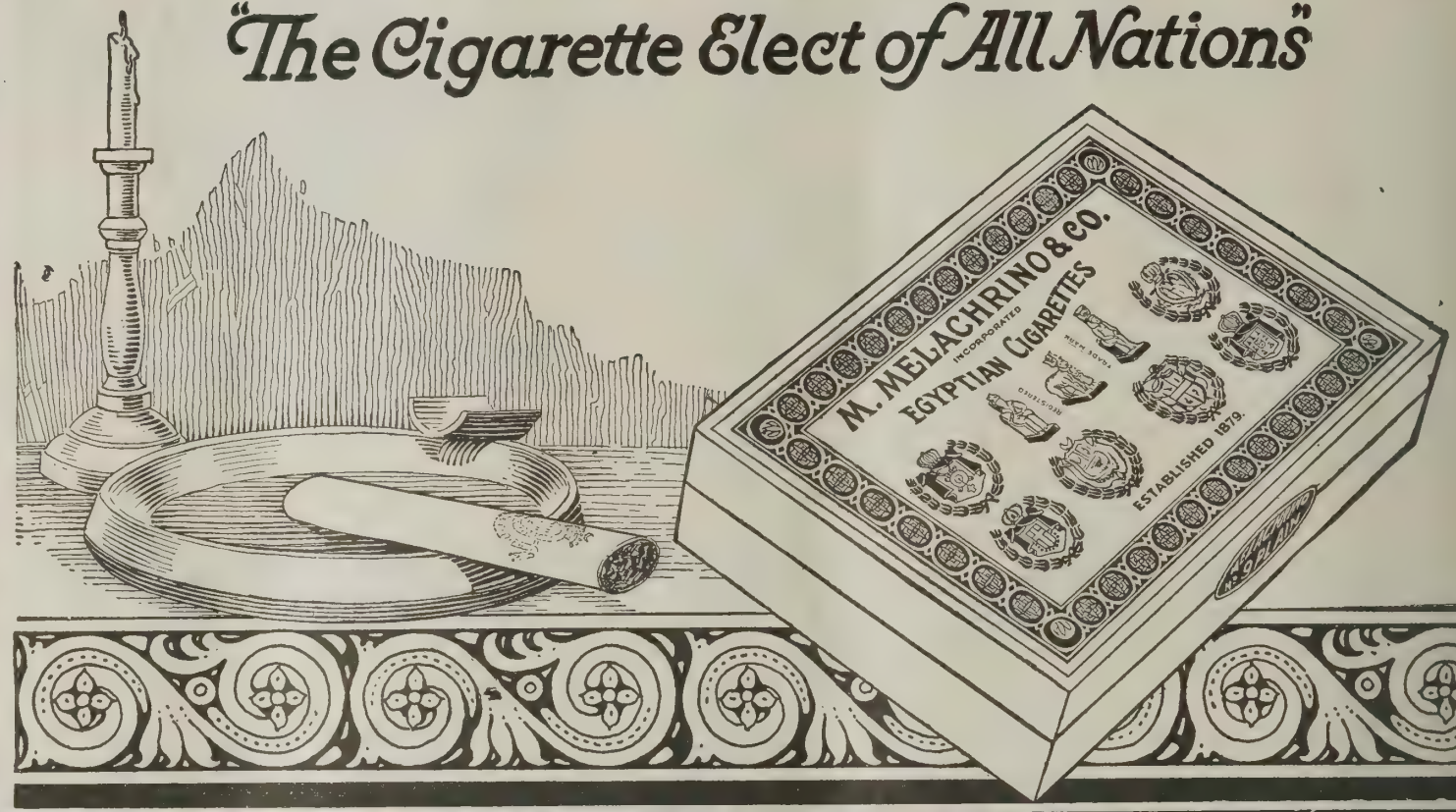
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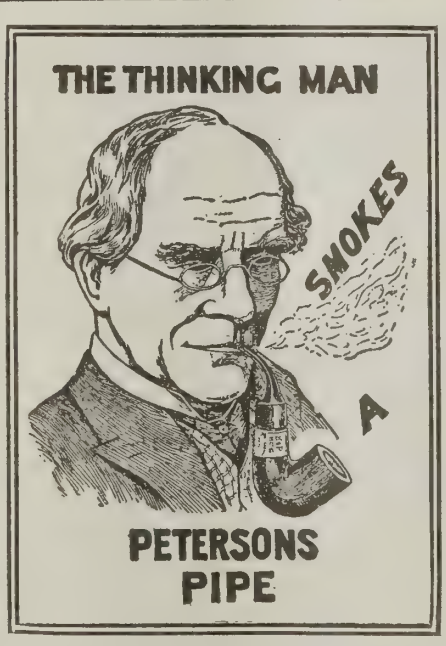
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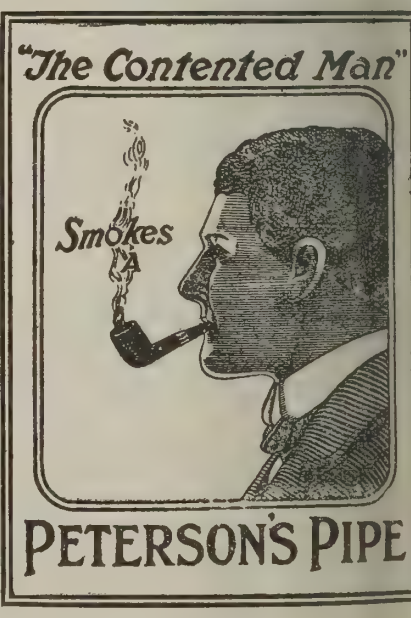
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ry, succeeded by H. E. Orndorffe. ictors who were re-elected were: L. McDaniel, of Springfield, Tenn.; Bourne, of Clarksville; Lee Brasf Dresden, Tenn.; W. F. Bradof Paducah; T. C. Jones, of Hopkle; Frank Camp, of Trenton; Broadbent, of Cadiz; D. W. of Mayfield; F. M. Humphries, wesville; J. Guthrie Cocke, of Au- No report had been received from t 8, in Kentucky, where Boone f Benton, is the old director; it is ed he will be re-elected.

old Board of Directors will meet l session here Wednesday, immefollowing which, the new board ganize and proceed to name a full of officers and heads of departfix salaries, and transact other important business.

e is intense interest throughout the in the probable action of the new —M. E. Bacon.

tion Market Opening Dates in Old Belt

MOND, Va., Sept. 24.—Announcewas made by T. M. Carrington, nt of the Tobacco Association of nited States that tobacco markets Old Belt district of North Carovest of Durham, and in Virginia open auction sales on October 2. been originally arranged to open d Belt markets on September 25. entations by the larger buyer com- that because of the continued sales large crop in South Carolina it be impossible for them to effecover the Old Belt markets if they on September 25, however, led to eement by warehousemen to defer g until October 2. It is generally d that the postponement will result torily to all interests concerned.

kets that will open on October 2, :

ington, Mebane, Reidsville, Winalem, Stoneville, Mt. Airy; South , Va., Brookneal, Va., Danville, Martinsville, Va., Chase City, Va., ville, Va., South Hill, Va., Ken- Va., Lawrenceville, Va., and burg, Va.

sistant to Mr. Vasquez

A. Capestany has been appointed nt agent and auditor of the To-Guarantee Agency of the Governf Porto Rico. He will render valaid to Francisco Vasquez, the nd disbursing officer of the govt agency. The honor conferred on Capestany is well deserved; he is ghly familiar with the business, been with the agency since its on.

Points Out Menace to the Tobacco Industry

In a letter to Charles Dushkind, managing director of the Tobacco Merchants' Association, commenting on an anti-tobacco communication which was published in a recent issue of the *New York Herald*, Clarence J. DuBrul, president of the Miller, DuBrul & Peters Mfg. Co., makers of tobacco machinery, agrees with one assertion of the writer, and points out the menace to the industry created by the action of careless smokers. Mr. DuBrul says:

"I was greatly interested in reading the letter, which appeared in a recent issue of the *New York Herald*, not so much because of the obvious propaganda of the anti-tobacco interests, but because the writer of the letter, consciously or otherwise, has touched upon the only thing that can help to cause another prohibition amendment—one against tobacco.



Clarence J. DuBrul

"While, of course, his inferences to a great extent are the exaggerated expressions of a professional reformer, and he has resorted to the over useful plan of introducing staggering figures to carry his point, at the same time he sounds a warning that everyone interested in the furtherance of the tobacco industry, and the suppression of unfavorable propaganda and legislation, can well give ear to.

"I refer to his statement—'No indulgence ignores the comfort of the rest of the world so completely as tobacco. No habit makes its victim so indifferent to the rights of others.' There lies a real menace to the peace and comfort of the tobacco industry in these United States of America.

"While we can easily discount the statements of the evil effects resulting from the ashes of the 5,839,707,747 cigarettes being spread out, and while no one will spend any uneasy nights in fear of our cities being buried under a similar avalanche, we cannot overlook the thoughtlessness of many smokers who dispose of their cigar and cigarette butts and lighted matches wherever they may fall.

Fires Due to Careless Smokers

"Statistics indicate that a large percentage of summer fires are caused by the careless smokers who throw their finished butts or matches out of open windows, to light on and ignite awnings below them.

"Everyone is familiar with the man who is careless of the rights and comforts of others as to smoke in crowded elevators.

"Large hotels are compelled to keep constant watch on the smokers in the lobbies, who, when they have finished their smokes, carelessly toss the remnant of their cigar or cigarette into the nearest waste-paper basket, on the floor covering or the hardwood floors themselves. Also, the thoughtless individual who burns holes in the table and bed linens.

"If anti-tobacco legislature ever does become an actuality in this country, the smokers can blame only those members of their fraternity who, through their carelessness and complete disregard of the rights and comforts of others, brought it about.

"Smoke With Caution"

"I would like to paraphrase that splendid slogan of the American Automobile Association, 'Drive with Consideration,' to make it read 'Smoke with Consideration,' and see it given national prominence in every possible way, where it can reach the smoker, and drive home its message of warning. Retailers could display it in their stores; it should have a place in every form of advertising that reaches the smoker. The smokers should be made to realize that in their hands alone lies the continued privilege of enjoying their cigars, cigarettes and pipes. They can dispel the dark cloud of propaganda that is forming on the horizon of the tobacco industry, or by their indifference to the rights of others, add to it, until finally it bursts and wipes away the last vestige of their rights to enjoy the 'blessed weed.'

Appeal to T. M. A.

"I would like to see the T. M. A., with its splendid organization and its reputation for getting things done, get behind a movement of this sort and enlist the smokers themselves in a campaign of self-interest, whose motto could well be—'Smoke with Consideration.'"

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Imported Sumatra Wrapper

A Favorite

for forty years. Because they are good cigars and

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Waldorf	15c Straight
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Blunts (cans)	10c Straight

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NEW YORK, THURSDAY, SEPTEMBER 27, 1923

MACHINERY IN TOBACCO INDUSTRY

We are living in what may be very justly termed the Machinery Age. Industry and commerce is now very largely carried on by machinery.

Everywhere labor-saving devices are used in order to expedite the movement of commodities, supplies and raw materials in factories. This general use of machinery is the result of the increased employment of capital in industries.

All branches of manufacturing have been revolutionized in recent years by the use of modern machinery and the improved processes they enable manufacturers to employ.

The tobacco industries have, perhaps, felt the benefits of the increased use of machinery more than most others. It resulted in greater outputs, cheaper costs and improved products. Machinery has changed the whole aspect of tobacco manufacturing during the past two decades.

The expansion following its widespread use has enabled manufacturers to employ more highly technically educated officials and men.

And these efficient experts have assisted in standardizing and developing to the utmost every small detail of the innumerable processes in the vast field of tobacco treatment between the harvesting of the leaves in the fields to the marketing of the various products in the world's markets.

Every step taken in bringing about increased production has been the result of technical study. And every advance thus made has led to further improvements in a cumulative manner in each unit of production.

And, or course, each improvement made in each tobacco process unit has resulted in corresponding improvements being made in many other allied industries.

American inventive genius has always been in the forefront in inventing and improving tobacco machinery. Away back in the early colonial days, patents were secured for tobacco machinery.

The ingenious automatic cigarette-making machinery brought to a successful accomplishment in the early seventies was the result obtained by American inventors. The impetus given to cigarette making by their general adoption in our factories stimulated inventors to improve the machinery, methods and processes in all the tobacco industries and paved the way for the wonderful prosperity of our tobacco industries today.

Great, however, as the results have been, there cannot be any doubt that within another decade we shall witness even greater triumphs resulting from new inventions and improvements in tobacco machinery and processes. There can be no finality in the status of perfection of tobacco products.

The latest trend of inventors has been towards the perfection of machinery for the automatic manufacturing of cigars. Many of the country's brightest minds are now concentrated upon the problem of cigar making machines.

Great success is already attained in this new branch of the industry. There are plants now in operation which are turning out excellent cigars, which are quite indistinguishable from the finest hand made cigars, where the tobacco is completely transformed from the leaf to the finished and boxed cigars entirely by machinery.

It seems now that in the immediate future the hand-made cigar will become as rare as the hand-made plug. The foundation for the machine manufacture of cigars is soundly laid and the superstructure is well advanced.

LETTER CARRIER AND LECTURER

Through the trees the evening breeze came sighing. In the grass, numerous insects sang the chorus of a song at twilight. Gold and red faded from the western sky. Stars appeared. Softness and languor were mingled with the darkness of a summer night. Off duty, alone, seated on a bench in the park, a postman smoked a cigar. In the dark, toward the hall where he was billed to lecture on "The Curse of Nicotine," a zealous disciple of Dr. Pease was toddling. A glow of fire at the end of a cigar caught the attention of the "anti." The aroma of burning tobacco incensed the lecturer.

A nearby tree cast a friendly shadow, yet there was light enough for the lecturer to see that the smoker wore the uniform of a letter carrier. "Woe!"

Provoked by the thought that the odor of a vile weed would attach to the clothing of a public servant and, horrible possibility, a contaminated garment might impart a scent of tobacco to letters received or sent by those doing their utmost to discourage smoking, the lecturer proceeded to reprimand the postman.

In uttering his displeasure and reproof, in denouncing the custom of smoking, in voicing total condemnation of the tobacco habit, the lecturer started to give the fuming postman a snappy part of the lecture that was to be delivered later that evening.

Apparently the letter carrier was tired and disinclined to hear a lecture. Nor did he care to be hectored by a stranger. "G'wan," he requested, disgustedly, "don't talk to me."

"I will talk," the lecturer insisted, "I must tell you that your filthy cigar smoke is most offensive. Moreover, by smoking, while in uniform, you will give the smell of tobacco to the mail you handle."

"I'm not on duty now. I can smoke if I choose. I don't have to get your permission. This is a free country," the letter carrier declared. "It's an outrage," the lecturer retorted. "No letter carrier ever should be allowed to smoke."

"Pooh!" exclaimed the letter carrier as he blew out a cloud of smoke.

Half an hour afterward, to a small and not entirely sympathetic audience, the lecturer attempted to describe what had occurred. "Unable to answer me in any other way, the rude fellow deliberately puffed a mouthful of smoke in my face. It was awful. Unavoidably, I was environed by the poisonous fumes of tobacco. I almost choked, I nearly strangled. Quickly I made my escape from the sickening vicinity of that wretched cigar."

If the lecturer intended to be truthful in describing his chagrin and discomfiture, he didn't succeed. Either he was ignorant of facts concerning tobacco smoke or he was guilty of gross exaggeration when he suggested that a whiff of vapor from a cigar is poisonous.

In tobacco smoke, however dense it is, even in big quantities, there is practically no carbon monoxide. Nor would any cigar, in burning, give forth a gas capable of poisoning a man.

Carbon monoxide is a deadly gas. While tinkering a motor car, more than one amateur mechanic has been killed by carbon monoxide. In every garage where used automobiles closely housed, carbon monoxide may be gerous. In tunnels open to motor traffic, elimination of carbon monoxide is an engin ing problem having the importance of life death. Anti-tobacco agitators might serve manity more acceptably by warning peopl beware of carbon monoxide. But no, they w time attempting to show, in tobacco smoke, and dangers that do not exist.

To demonstrate scientifically the fact tha bacco smoke may be re-breathed with pe safety, a number of smokers recently placed in a closed room. In there, with al doors and windows tightly shut, they sm persistently. Each making his choice, smoked cigars, cigarettes and pipes. Ha Manila, Porto Rican, domestic and Me cigars contributed to the smoke cloud. Ci of various wrappers, descriptions and c were consumed to insure the completenes the experiment. Puffs from Turkish, Vir and blended cigarettes assisted the air to bec thicker and more blue. Burned steadily expertly in well-seasoned pipe bowls, nume brands and mixtures of smoking tobacco, in ing the best products of Kentucky, the Carol Virginia and Tennessee, some of the mixt being strongly flavored with Perique, incre the opacity of the atmosphere. The air gre irritating to eyes that the smokers had to goggles for protection. But not a man Nor did one falter. Vigorous smoking tinued for an hour and a half. Then the a the room, so filled with dense tobacco sm was analyzed by scientists.

In that roomful of tobacco smoke, the ca monoxide was inconsequential, infinitesima dangerous gas of any kind there wasn't en to poison a baby mouse. The harmlessne tobacco smoke, to those who breathe it, was vincingly attested.

Oft repeated, an accusation may be bel by those who have no opportunity to know ter. In the past, the unsubstantial stater of "antis" obtained some credence, perhaps cause a denial of the ill effects of tobacc not been made authoritatively.

Where research seemed inadequate, or v information as yet was indefinite, there cou a difference of opinion. Even on vital ma experts did not always agree.

Utilizing shamelessly whatever room was for doubt, opponents of tobacco proc to crowd into their arguments anything might persuade people to think unfavorat smoking.

Ancient superstitions, wrong deduction titious statements, allegations that ha foundation in fact, were the principal we in the armory of the "antis."

Today, they are divested of advantages once had. The effects of tobacco on the h system, generally, have been ascertained. stead of being detrimental, under variou cumstances, smoking has been shown to least, mildly beneficial. Truth, demonstrat scientists is an effective refutation of the ments frequently made by anti-tobacco agit One by one, the cherished theories of to phobes have been exploded.

The stale lies, concerning cigarettes laughed at; only derision is evoked by the fying announcement that poison, enough a cat, can be found in any cigar. No se person believes the assertion that pipes a sidious destroyers of health.

Investigators eminent in medical scien not argue that the use of tobacco is injuri men. Leaders in research could not be ir to recommend the prohibition of tobacco.

Those most vociferous in associating with smoking usually are on par wit lecturer who reported that he was "poison a whiff from a cigar.

In extenuation, the molested letter c who blew smoke in the lecturer's face, plead that such action was justifiable and sary in the abatement of a nuisance.

ne Production and Consumption of Tobacco Shows Large Increase

Since Colonial Days Acreage Devoted to Tobacco Has Steadily Been Increasing—Notable Changes Brought About by Experiment Stations — Many Difficult Problems Solved — Various Saving Systems Inaugurated — Interesting Facts.

VER since early colonial days when the settlers learned from the Indians the comforts of tobacco, the acreage devoted to the crop has steadily been increasing, and in recent years the per capita consumption has ne steadily greater than it was a quarter entury ago. Through most of this period, wer, the increase in the total production bacco was brought about by regular ad- s to the acreage, new sections adapted to rowing of the plant being discovered in is parts of the country. The per acre in many of the areas which grew tobacco ome time did not hold its own. In the place little was known about the relation- between different soils and different types bacco. The plant had been improved only ly by breeding; diseases and pests were understood.

Noticeable Change Wrought

the last 25 or 30 years, however, a notice- change has been brought about in the co-growing industry, largely due to the ef- made by careful investigators at a number periment stations and in the United States rtment of Agriculture. The yield per acre. d of going down hill, is now on the up , and it is probable that the adoption of ew methods and improved varieties, and ore careful selection of types for different that our tobacco production can be greatly sed without the development of any new or extension of acreage in the old ones. department has worked on all sorts of co problems from the planting of the seed e placing of the finished product in the of the manufacturers; it has even gone r as to investigate some of the manufac- s' problems, and now has information bids fair to save much money for the er and all others interested in supplying ublic with smokes.

ny of these difficulties which the soil men, ntomologists, the chemists, plant breeders, logists, and bacteriologists have worked are extremely interesting. Even the ists were greatly surprised at many of the s. For instance, everyone used to think he fermentation of tobacco in the curing ss was caused by bacteria, just as is the ntation of apple juice in the manufacture der and vinegar, but they found out that e case of tobacco bacteria had nothing to ith it. It was found that the leaves of co contain certain chemical compounds n as enzymes, which, under certain con- s of moisture and temperature, produce ntation. This discovery has led to great vements in the curing of the leaf. Tests made to find out the limiting temperatures e pile of tobacco, and now it is possible e use of the thermometer to control the g and greatly to increase the percentage gh grade tobacco.

g Saving in New Curing Method

re exact curing methods are now used, in e principal tobacco-growing districts. In orthern districts where it was thought to ressary to cure tobacco in cases, it was that bulk curing could be carried on just was in the southern districts. The adop- of this method, since the limitation of rature and moisture have been understood, ved the investors many millions of dollars. ry tobacco man, and a great many other , are acquainted with the marvelous de- velopment of the shade-grown tobacco industry in the Connecticut Valley. This present extremely prosperous industry is built upon the foundation of Government investigation. Formerly this district had produced a domestic-wrapper tobacco, the best of which sold for around 20 cents a pound. Wrapper tobacco from Sumatra at the same time sold for $3 a pound or more. By making tests of the tent method of growing tobacco it was found that under these cheese cloth shades conditions could be produced very favorable to the growing of Sumatra tobacco in Connecticut. What this meant to the cigar-making industry may be realized from a description of this Sumatra leaf. It is large, very thin and elastic, and of a beautiful, satiny texture. A pound of it will cover a thousand cigars. Although it costs from 10 to 20 times as much as the domestic wrapper, it is largely used by the trade and the growing of this crop under cloth has become the principal industry of a large section of the valley.

Another discovery, for which the tobacco grower shows his appreciation by its use, is that of the steam sterilization of tobacco beds. Before this tobacco innovation was thought of, the grower sometimes had great difficulty in growing plants for transplanting into the field. They would become diseased in the bed with resulting large losses. Weeds also caused much trouble to the young plants. Now the careful tobacco grower eliminates both of these difficulties by going over the bed with a steam sterilizer, which kills the weed seeds and destroys the disease organisms which would attack the young plants. As a result, the production of good healthy young plants is now relatively easy.

Diseases Difficult Problem

If disease attacked the tobacco plant only during the early stages of its growth in the bed the tobacco grower would have an easy time indeed, but there are many other diseases which ravage the plants in the fields. One of the most destructive of these is the one known as mosaic, which interested and puzzled plant pathologists for a long time. They have now found out that it is a specific infection, that a certain definite germ causes the trouble. In addition to this, they learned that insects are a factor in carrying it from plant to plant. Following the discovery other investigators learned that the same disease or at least a similar one, attacks other agricultural plants—the potato, for instance.

In the South the growers have suffered a great deal through losses produced by a wilt which has been named the Granville tobacco wilt. The Department of Agriculture worked out a rotation system which has greatly reduced the losses. No cure has been found for the disease, but the farmer now knows how to keep out of its path.

In regions of thin, light soil, tobacco farmers have long talked about a supposed disease which they called "sand drown," a very expressive name which, however, did not tell the truth. It was not too much sand, according to recent discovery, but the lack of magnesia, a fertilizing element which is not generally recognized by farmers as being useful to plants. Usually enough of this element occurs in the soil to take care of the demands of any crop, but on these particular soils it has been found that the lack of magnesia caused the sickly appearance of the plants, which led growers to believe that some disease had gained entrance to their fields. By adding a small amount of magnesia to the fertilizer it is possible to make up for that taken out by the leaching of rain. It is now no longer necessary for tobacco farmers to suffer loss from "sand drown." All they have to do is to change the plant's rations slightly.

Great Advance in Breeding

Some of the greatest advances have been made in the field of plant breeding. One particularly interesting variety has been developed by the department. It is now known as Maryland Mammoth, and the word mammoth describes its outstanding characteristic. Most tobacco varieties can not be fed too heavily without danger that a plant with a large, coarse-textured leaf will be produced. The heavy leaf brings a low price, which usually more than offsets the increase in yield. The Maryland Mammoth has a great capacity for growth. It can be fed heavily with fertilizers and will pay good returns for them, while at the same time it produces a leaf of excellent quality. This variety was such a luxuriant growth that difficulty was experienced in getting it to produce seed. It was during the progress of the experiments in trying to solve the seed production problem that the momentous and fundamental discovery was made of the influence of the length of day upon the growth, flowering and fruiting of the plants. This discovery has attracted the attention of scientists throughout the world, and promises to produce great scientific and practical results.

Tobacco-breeding work has produced valuable results in other sections. In the burley districts the growers formerly discarded their tobacco ground after one or two years because of the destructive effect of black root rot, to which burley tobacco was particularly susceptible. Tests run on a large number of plants brought out the fact that some of them were resistant to the disease, and now resistant varieties make it possible for these tobacco growers to continue growing burley tobacco on their fields year after year. The same principle has been applied to other varieties in many regions. In Pennsylvania and Wisconsin, as a result of much experimental work and adaptation of varieties, large areas are now devoted to the growing of broad leaf and Havana seed leaf tobacco.

In the districts where tobacco is cured without artificial heat, there is occasionally a great loss because of bad curing, which, of course, makes it impossible to get the maximum price for the leaf. Since more than half of the tobacco produced in this country is cured without artificial heat, bad weather is a big factor in determining whether there will be a profit or loss. Experiments carried on by the department have shown that a certain amount of heat used at the critical time will make it possible to cure the tobacco just as it would be cured if the most favorable weather conditions existed from start to finish. In the sections where heat is ordinarily used for the curing, that is, in what is known as the flue-cured tobacco districts, improvements have been made in the ventilation of barns which have resulted in greatly improving the quality of the tobacco. In preparing cigar tobacco it is packed and allowed to ferment, and sometimes big losses are experienced because of too much moisture in the leaves. Through investigations the most desirable moisture content has been determined, and it is now possible to avoid much of this loss.

Sixty Billion Cigarettes a Year

The great increase in the popularity of the cigarette, which is now being produced at the rate of about 60,000,000,000 annually in this

country as compared with 5,500,000,000 in 1905, has resulted in the change in the demand for different types of tobacco. In the Carolinas and Virginia, where a large part of this tobacco is produced government experimenters found it possible to get a more desirable leaf for this purpose, not by changing the type of variety but by modification of the harvesting methods. They found that by picking the individual leaves instead of cutting the stalk with the leaves attached, a lighter and more desirable cured leaf was produced, and this practice is quite generally followed at present.

While plant breeders, soil specialists and pathologists were working out some of these problems, entomologists were also doing their share for the improvement of the industry. Among many other things they have found a satisfactory method for fighting the horn worm, a most important pest to the growing crop of tobacco. Years ago growers depended upon applications of Paris green, often with the result that the tobacco was badly burned and the crop a partial failure. Arsenate of lead was developed as a substitute, and an employee of the department developed the first hand apparatus for applying the poison dust to the plant. Horse-drawn dusting machines also have been developed, with resulting saving of labor in addition to practically eliminating damage formerly caused by the horn worm.

Insect Damage Reduced

In northern Florida and southern Georgia the bud worm caused much damage, and in the early days this pest was poisoned with a mixture of Paris green and corn meal, but when rain fell soon after application there was great damage to the plant. Now arsenate of lead is used along with the meal with great success, and it is estimated that by its use the growers in this locality save as much as $100,000 each year.

The tobacco beetle, which is very destructive to stored and manufactured tobacco, is now controlled by fumigation, a process worked out by the department. In addition to these pests, of which the beetle and the horn worm together in warehouses and in the fields caused enormous damage, there are a number of other minor destroyers for which effective control methods have been devised. Poison bait is now used to combat the cut worms.

Other means for fighting the flea beetle and the thrips, and recently it has been found that the tobacco crambids and wire worm may also be attracted by the poison bait.

This résumé of these various activities in the interests of the tobacco industry leads to the belief that there is nothing more to be done, but there still remain many problems confronting growers, handlers, and manufacturers, and scientists of the department are at work on them. Only recently work has been done on the solution of the problem of producing a cheap substitute for the cedar wood used in cigar boxes, and results obtained so far give promise that the problem has been solved by the use of a cedar oil with which paper inserts for boxes can be impregnated.

The Firpo Cigar

Tobacco manufacturers in Argentine are making the Firpo, a new cigar—which is probably very strong. The "letters from the people" columns of the daily press are overflowing with outbursts of patriotism. Sporting goods stores have Firpo, as a manikin, in their windows. The police are so busy keeping sidewalks clear, before windows in which the Firpo manikin or picture is displayed, that they can pay but little attention to the automobile traffic.

Truly, the human race is not nearly so interested in the Ruhr, the Balkans or Corfu as in the Dempsey-Firpo slugging match. The prize ring is the quickest, though, perhaps, the roughest, means to fame and wealth.—*Fall River (Mass.) Globe.*

Significant

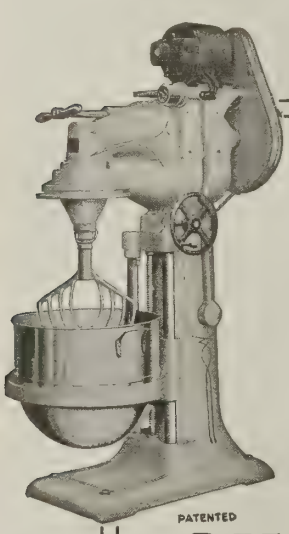
James B. Duke, who has been a leader in tobacco business for many years, made a significant statement yesterday. After explaining that he had resigned from the British American Tobacco Co., he said: "I am getting ready to retire as rapidly as possible, because it doesn't do any good to make money any more as the government takes it away from you as fast as you make it." Our tax laws are not only driving able men out of business, but they are forcing capital into tax exempt securities and away from constructive enterprise. The gentlemen of the incoming Congress will do well to keep this fact in mind when considering tax legislation.—*Boston Post.*

"Good Times Ahead"

Reports made by a dependable observer are advantageous in any endeavor to ascertain actually what is the outlook for trade. On the judgment of a man who knows cigar business from coast to coast, reliance can be placed. An experienced and important salesman who recently completed a long cross-country trip declares unhesitatingly that he is able to see good times ahead. He believes firmly that conditions are favorable. To him, the situation seems promising, despite anything that pessimists may say. He predicts that sales will be increased largely in coming months. In his opinion, the demand for cigars is becoming strong throughout the United States. He prophesies that the Christmas season of 1923 will be very good indeed.

Prosperity is wrapped up in the supposition that a manufacturer can be sure of fair prices and an unfailing market for his output. Success is facilitated where the merchant has assurances that goods will sell readily and steadily.

"What people in the cigar industry need most at present is the proper psychology," the salesman asserts.



IF YOU MIX "Gum Trag" IN YOUR SHOP YOU SHOULD INVESTIGATE THE QUALITIES OF THE READ 3-SPEED PASTE MIXER.

Further information upon request.

READ MACHINERY CO.
YORK, PA.

WAITT & BOND

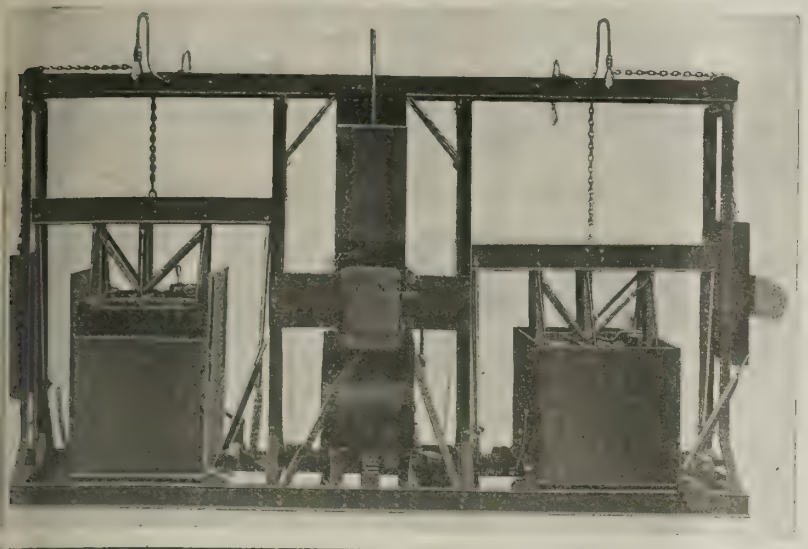
Blackstone

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Absolutely!



Electrically Driven

CASING PRESS

The Greatest Labor Saver in the Market

One man can press and nail more than 100 cases in 10 hours. Two men can do more work than four without any labor in pressing. No press boards needed. Instantly adjustable to any size case. One case can be nailed while the other is under pressure.

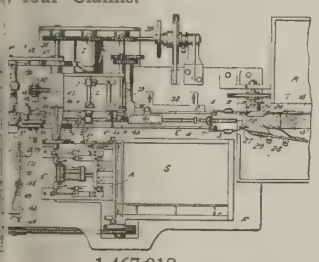
Prices on application.

MINNICH MACHINE WORKS
LANDISVILLE, PA.

Patents Recently Granted

By U. S. Patent Office

1,467,018. MACHINE FOR SEALING CIGARETTE PACKAGES OR THE LIKE. James N. Tzibides, Brooklyn, N. Y., assignor to R. J. Reynolds Tobacco Company, a Corporation of New Jersey. Original application filed Aug. 2, 1920. Serial No. 400,690. Divided and this application filed June 3, 1921. Serial No. 474,604. Renewed May 22, 1923. Eighteen Claims.

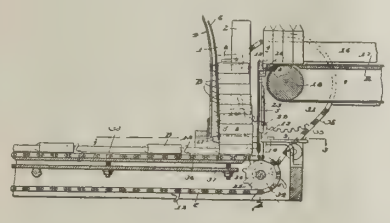


1,467,018

A machine for handling cigarette packages or the like after a seal has been freshly applied over the end thereof comprising a passageway along which the packages may be fed in a column, a pusher for recurrently advancing the packages along the passageway, means synchronized with said pusher for inserting a new package into the passageway in advance of the pusher each time the pusher is retracted, and means for holding the portion of the freshly applied seal on the rear side of the rearmost package against the package while the pusher is being retracted and the new package is being inserted.

* * *

No. 1,467,020. MACHINE FOR HANDLING PACKAGES. James N. Tzibides, Brooklyn, N. Y., assignor to R. J. Reynolds Tobacco Company, a Corporation of New Jersey. Original application filed Aug. 2, 1920. Serial No. 400,690. Divided and this application filed June 3, 1921, Serial No. 474,604. Renewed May 22, 1923. Eighteen Claims.



1,467,020

A machine of the character described comprising a runway for packages, a hopper extending downwardly from the delivery end of the runway and adapted to receive a plurality of packages in superposed arrangement, and means at the delivery end of the runway to cause the packages to drop in predetermined position into the hopper.

* * *

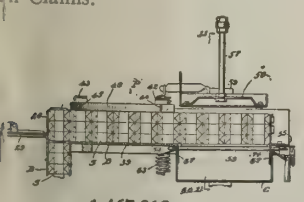
No. 1,467,021. LABEL-APPLYING DEVICE. James N. Tzibides, New York, N. Y., assignor to R. J. Reynolds Tobacco Company, Winston-Salem, N. C., a Corporation of New Jersey. Filed

(*Continued on page 64*)

machine of the character described for closing the ends of cigarette packages or the like of the end-opening type and affixing stamps thereover, combination of means for applying a seal of a stamp to the side of each package adjacent the open end with the end of the stamp projecting beyond the end, and means for concomitantly folding the open ends and folding the stamp over said ends.

* * *

1,467,019. MACHINE FOR HANDLING CIGARETTE PACKAGES OR THE LIKE. James N. Tzibides, Brooklyn, N. Y., assignor to R. J. Reynolds Tobacco Company, a Corporation of New Jersey. Original application filed Aug. 2, 1920. Serial No. 400,691. Eighteen Claims.



1,467,019

Porto Rican Cigars

Long Fillers

In Packages of 25

At $20.00 to $35.00

Sizes 4½—4¾—5—5½ and 6 inches

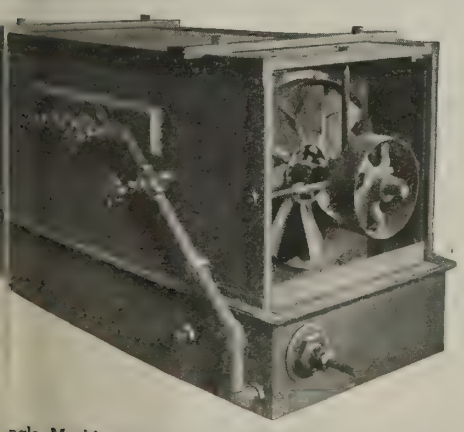
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Porto Rican Scraps of the New Crop

Samples can be seen

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THE "EBULATOR SYSTEM" of AIR CONDITIONING HAS NO EQUAL



Single Machine (This Type) Will Produce 80% Humidity in a Room of 100,000 Cubic Feet. Perfect Diffusion of Moisture Secured.

LET ME PROVE IT ON YOUR PREMISES

Individual Machines for Separate Rooms, or One Large Machine Serving Several Rooms Using Distributing Air Ducts. Have Your Choice.

HERE IS THE VERDICT FROM GOOD JUDGES

CONN. VALLEY TOB. ASSOC. Hartford, Conn.	*Highly pleased. Know of nothing equal.*
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KARL C. KULLE Suffield, Conn.	*Now using five machines. Four separate orders. Discarded old methods.*

Also many others. WHY NOT YOU?

15 to 25% Earned on your Investment.

IS THIS WORTH WHILE?

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Amer. Tob. Div. Scrip
Geo. W. Helme
MacAndrews & Forbes
Mengel Company
Porto Rican Am. Tob.
R. J. Reynolds "A"
Schulte Retail Stores
United Cigar Stores
U. S. Tobacco
Universal Leaf Tob.
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We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

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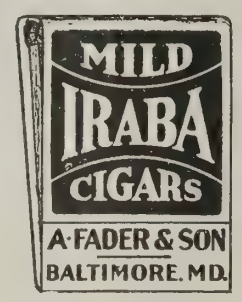
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Made of Wood



THEY ATTRACT THE CUSTOMER'S ATTENTION

22 Matches in Each Package

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AROMATIC WILD-CHERRY WOOD

CIGAR and CIGARETTE HOLDERS and PIPES

Imported Smokers' Articles of all Kinds

A. B. NEWMAN CO.

290 E. HOUSTON ST. NEW YORK CITY

Oldest and Largest Direct Importers of Tobaccos and Smokers' Articles in U. S.

TOBACCOLAND

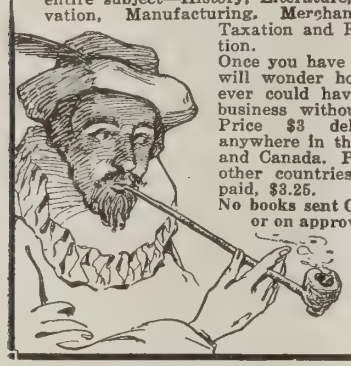
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EVERYTHING you need to know about tobacco and the tobacco business, is in this remarkable book. It covers the entire subject—History, Literature, Cultivation, Manufacturing, Merchandising, Taxation and Regulation.

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THE TOBACCO LEAF PUB. CO., 140 Front St., New York

EDGEWORTH



Ready Rubbed EDGEWORTH and EDGEWORTH Plug-Slice

TWO STANDARDS for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. CO.

Richmond, Va.

Tobacco Products Chairman

Thomas B. Yuille has been elected chairman of the board of the Tobacco Products Corporation. James M. Dixon remains as president. He was formerly chairman of the board as well as chief executive of the company.

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.....	76	79
American Cigar Co. Pfd...	83	87
American Mach. & Fdy....	135	..
Bayuk Bros. Com.....	52	54½
Bayuk Bros. 2nd Pfd.....	111	113½
Bayuk Bros. 1st Pfd.....	96	99
British-Amer. Tob. Co.....	22¼	23½
Eisenlohr & Bros. Com.....	65	70
Eisenlohr & Bros., Pfd....	95	99
Geo. W. Helme Com., new.	48	*51
Geo. W. Helme Pfd.....	110	*113
Imperial Tobacco Co.....	16	17
International Cigar Mach..	50	60
J. S. Young Com.....	104	110
J. S. Young Pfd.....	104	110
Johnson Foil	80	90
MacAndrews & Forbes Com.	132	136
MacAndrews & Forbes Pfd.	95	100
Mengel Co. Com.....	24	26
Metropolitan Tobacco	70	95
Patterson Bros.	7½	..
Philip Morris	13	14⅛
Porto Rican A. T. Co.....	70	74
Porto Rican A. T. Script..	75	85
R. J. Reynolds "A".....	125	130
Schulte Retail Stores.....	95	96
Schulte Retail Stores Pfd..	110	*113
Tobacco Prod. Export.....	3⅛	3¼
United Cigar Stores.....	185	220
Universal Leaf Com.....	62	75
Universal Leaf Pfd.....	85	88

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	130	139
American Snuff Pfd.	90	96½
American Sumatra	20⅔	22
American Sumatra Pfd. ..	32¾	55
American Tobacco	144	146
American Tobacco "B" ...	143	145
American Tobacco Pfd. ..	100½	101½
Consolidated Cigar	18½	20
Consolidated Cigar Pfd. ..	63¼	75
General Cigar	80¼	81
General Cigar Deb. Pfd...	101½	107
General Cigar Pfd.	105	108¾
Liggett & Myers	200	203¾
Liggett & Myers "B".....	200	203¾
Liggett & Myers Pfd.....	110	117
Lorillard, P.	161	165
Lorillard, P. Pfd.	111	117
Tobacco Products	52	52⅞
Tobacco Products Pfd. ...	107⅜	110
Tobacco Products "A" ...	82	82¾
United Cigar Pfd.	108	111
United Retail Stores	74½	77¼

"United" Buys Canadian Namesake

WINNIPEG, Can., Sept. 25.—The string of tobacco stores operated by the United Cigar Stores of Canada, Ltd., has been purchased by the United Cigar Stores of the United States, it was stated today. The amount involved was said to be close to $1,000,000. The American corporation has operated stores in many Canadian cities under the name of "Service Tobacco Shops."

Am. Can Co. Dividend

A quarterly dividend of one and one-quarter per cent has been declared on the common stock of the American Can Co., payable November 15, 1923, to stockholders of record at the close of business October 31, 1923. Transfer books will remain open.

Bayuk Cigars, Inc.

Quarterly dividend of 1¾ per cent on First Preferred stock, and 2 per cent on the Second Preferred stocks of Bayuk Cigars, Inc., have been declared payable on October 15, 1923, to the stockholders of record September 29, 1923.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign.
Demand.. 456 1/16 Cables...4.56 1/16

FRANCE—Par 19.3 cents per franc.
Demand... 6.25¾ Cables.... 6.
ITALY—Par 19.3 cents per lira.
Demand... 4.59 Cables.... 4.
BELGIUM—Par 19.3 cents per franc.
Demand... 5.38 Cables.... 5.
GERMANY—Par 23.8 cents per mark.
Demand..00000085 Cables...0000
AUSTRIA—Par 20.3 cents per crown.
Demand....0014¼ Cables.....00
DENMARK—Par 26.8 cents per krone
Demand...18.03 Cables....18.
GREECE—Par 19.3 cents per drachma
Demand... 1.88 Cables.... 1
HOLLAND—Par 40.2 cents per florin.
Demand...39.29 Cables....39
HUNGARY—Par 20.3 cents per crown
Demand....0057 Cables.....0
NORWAY—Par 26.8 cents per krone.
Demand...16.00 Cables....16
SPAIN—Par 19.3 cents per peseta.
Demand...14.15 Cables....14
SWEDEN—Par 26.8 cents per krona.
Demand...26.53 Cables....26
SWITZERLAND—Par 19.3 cents per f
Demand...17.85 Cables....17
CHINA—Cents per silver dollar
Hongkong; per tael for Shan
and Peking.
HONGKONG—
Demand...52.63 Cables....52
PEKING—
Demand...74.875
SHANGHAI—
Demand...71.38 Cables....71
PHILIPPINE ISLANDS— Manila: Pa
cents per silver peso.
Demand...49.25 Cables....49
JAPAN—Par 49.8 cents per yen.
Demand...48.58 Cables....48
ARGENTINA—Par 42.44 cents per A
tine paper dollar.
Demand...33.50 Cables....33
BRAZIL—Par 32.45 cents per
milreis.
Demand... 9.80 Cables.... 9

CIGARETTE PAPERS

IN BOBBINS, REAMS AND BOOKLETS

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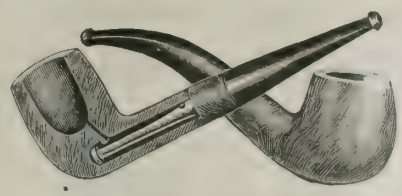
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The Pipe That Cleans Itself

MADE IN LONDON



Underboar

not only traps the nicotine, oisture, etc., but actually tracts it from the pipe by te simple operation of re-oving the mouthpiece.

Underboar" pipes are guar-nteed. A new pipe will be ven instantly should any ult be found or should the pipe crack or burn.

Underboar" pipes are made from the finest old Bruyere Root, hand ade Vulcanite mouthpieces; in all desirable shapes.

SAMUEL GORDON

95 Madison Avenue, New York

Sole American Distributor

Universal to Reduce Expenses

emarks to stockholders accompany-nual report of Universal Leaf To-Co., W. A. Willingham, who be-president on May 30 of this year, ns the reduction from $3 to $2 in arterly dividend rate on the com-stock. The company's policy, he s will be from now on one of strict chment, together with operation on orrowed money from banks. In his he says:

ur company has adopted a policy sict retrenchment in so far as op-g expenses and outlays of capital ncerned, which constructive policies esult in substantial reductions in ing expenses as compared with the us year.

l ring the year the management ar-l to discontinue practice which has led since the formation of company elorsing the notes of affiliated com-. At the time of issuing this state-the contingent liability existing as ne 30 on account of such endorse-had been greatly reduced and be-he next annual statement is issued l be eliminated.

accordance with by-laws of your ny a minimum of 1 per cent of nding preferred stock must be in the sinking fund annually for ment. During the year there has placed in the sinking fund preferred amounting to $850,500, bringing of that fund to $945,500, equivalent o about 10 per cent. of outstanding

bacco sales since June 30 have exceeded rate of business done dur-e past year which, together with a increase in trade inquiries, leads us lieve the current year will be a sat-ory one.

ur president assumed his position ay 30, 1923, after having been one s officials since organization. It be the policy of your president to re the company on less borrowed from the banks. After careful of the company's position and cts, and in order to conserve its cash resources, it shall be my recommendation to the next meeting of the board of directors that the dividend heretofore paid on the common stock be at the rate of $2 for the next quarter instead of $3. This recommendation has the approval of your company's finance committee."

The consolidated balance sheet of the Universal Leaf Tobacco Co., Inc., as of June 30, 1923, follows:

Assets: Cash, $2,378,869; accounts and notes receivable, $2,917,832; marketable securities, $9,845; inventories, $11,594,811; deferred assets, $526,979; investments, $2,095,982; preferred stock sinking fund, $945,500; land, buildings, machinery, etc., less depreciation, $2,876,027; good will, organization, etc., $5,023,300; total, $28,369,145.

Liabilities: Common stock, $5,379,300; preferred stock, $9,500,000; subsidiary companies' profit participating managers' shares, $268; dividends payable, $349,479; loans payable, $7,112,073; accounts payable, $253,427; deferred charges, $23,000; surplus, $5,751,598; total, $28,369,145.

Umbrella Tobacco Proves Right to Name

Wherever a group of tobacco growers get together these days they each try to impress each other that they have the largest leaf and it is a fact that quite a few of them do have stalks in their fields of unusual size.

During one of the story telling sessions a Drumore farmer, who is one of the township's most successful tobacco growers, and this year has one of the finest crops he ever grew, told of an incident which happened in his tobacco patch. In working in the tobacco with his two boys, who help him all during the summer, a heavy rain came up and they all hurried toward the house. When they arrived at the house one of the boys was missing and after the rain was over he was looked up and found under one of the stalks, perfectly dry. The variety of tobacco this farmer grows is known as "Umbrella Tobacco" and it proved its right to its name in this instance.—*Lancaster New Era.*

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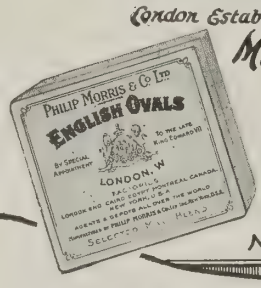
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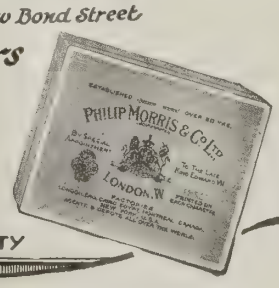
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CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

New Orleans News

NEW ORLEANS, La., Sept. 22.—While business in general has slowed up during September, for several reasons, it is predicted that there will be a wholesome revival with the advent of cooler weather in October. Absentees who sought relief from the hot period in New Orleans by wandering away to the seaside and mountains are returning home.

Several thousand carpenters have been on a strike, which has delayed an immense amount of construction, now partially held in abeyance, a condition which has been considerably aggravated by a strike of all the longshoremen, both white and colored, along the river front, thus placing an embargo, as it were, on the handling of both inward and outward bound ocean freights. The situation is critical, but an early adjustment of the trouble is looked for.

The harvesting of the cotton, rice and sugar cane crops, now reaching maturity, will increase the demand for labor, quicken the circulation of money, and give an added impetus to trade. Cane grinding begins Oct. 15.

L. M. Haynie, in charge of the cigar department of H. T. Cottam & Co., is "doing" Shreveport, Alexandria, and the adjacent sections of the State.

C. B. McClemrock, manager of the distributing branch of the General Cigar Co., in Magazine street, has just returned from a trip to northern Louisiana.

Manuel Trelles, in charge of the factory end of M. Trelles & Co., has left for Memphis to confer with the factory's distributors at that point, Sternberg & Son. He is accompanied by his daughter, whom he has enrolled as a pupil at Mount Ida School, in Newton, Mass., a suburb of Boston. Miss Trelles will be met at Memphis by a number of young ladies from Tennessee and adjoining states, also pupils and matriculants of the seminary; she will journey with them to the Bay State, chaperoned by one of the members of the faculty.

Good Report from Pacific Coast

Max Borkowitz, of 151 Water street, New York, was a recent visitor. Mr. Borkowitz is an experienced leaf tobacco man, and represents the Industrial Tobacco Co., Inc., packers of Porto Rico and Wisconsin leaf tobacco. He is identified with the well known house of Max Maier, United States representative of A. L. Van Beek, Rotterdam exporter of Sumatra and Java tobacco. Mr. Borkowitz made a careful survey of the local industry and was cordially received by cigar manufacturers and dealers in leaf tobacco. He reports conditions on the Pacific coast, from which he had just returned, as good. This was his first trip to New Orleans.

Louisiana grown tobacco (not Perique), cultivated in Lafayette parish, has been placed on exhibition at the Illinois State Fair, being held at Springfield. H. C. Fondren, formerly with the United States Department of Agriculture and now connected with the Southern Pacific Railroad, is in charge of the exhibit.

Convalescing

Charles Koen, vice president of U. Koen & Co., has a host of friends in this city, both in and out of the trade, has successfully undergone a major surgical operation and is once more at home on the road to recovery. He has not in good health for several months.

President Roussel of the St. J Perique Tobacco Growers' Associ with headquarters at Lucher, La., gone east on a business trip. This independent Perique tobacco grower sociation, not affiliated with the operative tobacco growers' associ recently formed, with headquarte Convent, La., of which Sigur Marti this city, is president.

In Good Demand

The City Cigar & Tobacco Co., tributors in Carondelet street, rep healthy increase in their country ness. Middy, Nickel Ford and the man, all nickel sellers, are provi very attractive line of merchandise agricultural sections. Henry the F is a brand that is making steady adv with the more discriminating eleme

Miss Esther Hincks, who owns operates the Continental Hotel stand, at Shreveport, spent a few da New Orleans during the week, sto up on Christmas candies and cigars.

Abe Caro, representing Optimo, Robert S. Faust, representing the A ican Cigar Co., makers of Chancello Preferential, were callers upon Fox last week. U. Koen & Co., tribute Optimo, Chancellor and P ential cigars. "Jim" Fox, of U. & Co., who dashes in and out of Orleans bi-weekly, reports better ness results upon his last trip th the Shreveport territory than at since 1919.

Harry Herzog, travelling repre tive of Personality, is now journ through southwest Texas and r business as good.

"Bob" Heard has given added a tiveness to his cigar stand in the mercial Bank building, at Shrevepo introducing a number of improve in the display of goods.

Taking On More Cigarmake

A number of Jacksonville, (Fla.) makers visited New Orleans durir past fortnight and several of them taken on by M. Trelles & Co. Ar ments were effected to employ mor ing the month of October. "The always cigar makers available fc manufacture of the cheaper gra goods," according to Uvaldo Trelle cigar makers qualified by trainin experience to make the higher gr cigars are not so easily obtained. are born; not made." The fact now working at its production ca and its proprietors are looking fc eagerly to the time when they v able to take charge of their recen quired headquarters, from which th barred for the time by prior leases

Making Improvements

The United Cigar Stores, Inc templates altering the entire front first floor, and installing new show in the new store to be established Corner of Canal and St. Charles a pivotal point along the pror boulevard of the city. The im ments will approximate an expe of $20,000.

Falk & Babin, in Carondelet Wa move into the new headquarters, leased by them, at 1229-31 North street, about October 7. This is story brick structure, in the imm vicinity of the historic and busy Market of New Orleans, and around the corner from the Marin

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I. Co. They will have an abundance pace in their new place for both fac- purposes and the display of leaf lcco, of which they are wholesale dis- itors for Jesse Falk, of Chicago. ly contemplate adding sixty more r makers to their present large force on as they get into their new build- formerly leased by the Dolores Cigar now in the hands of a Receiver. ness with Falk & Babin shows no ement.

Orders for Cigar Machinery

epresentative Bush, of the Liberman ufacturing Co., of Philadelphia, spent ral days here during the month and a number of satisfactory demonstra- of the bunching machine made by irm. As a result, he obtained orders seven machines from the local fac- s, which he will install upon his re- here in about three weeks. Falk & n gave him an order for the firm's t improved scrap cutter, and for a le of its improved suction tables, h he also proposes to demonstrate to rade upon his next visit, when deliv- of these aids to the economical opera- of a cigar factory will be installed. other demonstrations were made at actory of Falk & Babin.

Had Close Call

harles A. Dreux, of Valloft & Dreux, his return from a trip taken to h Louisiana during the month, was ken with acute indigestion and for a le of days his life was despaired of attending physicians. Nothing but rdy constitution saved him. He is ly recovering from the attack now hopes to resume his activities in his ibuting plant shortly.

Keeping Up His Good Record

on Bainrauch, formerly in charge of Schulte stores in New Orleans, with quarters at Canal and Royal streets, city, but subsequently transferred to Schulte stand in the Rice Hotel, ston, Texas, is maintaining his repu- n as a salesman and manager in his field of effort in the Bayou City. He a legion of friends in New Orleans are glad to learn of his success.

Made Many New Friends

seph Dispenzerie, of New York city, came to New Orleans to "fill in," ng the absence of Chief Bainrauch, he Schulte stores, has returned to nam, and to the Schulte store at 47th t and Broadway. He made a host iends for himself and for the Schulte es while here.

-op. Receiving Stations to Open Oct. 9

ENDERSON, N. C., Sept. 23.—Delivery obacco by members of the Tobacco wers' Cooperative Association in this on of North Carolina, known as the oelt, is to begin on Tuesday, October vo weeks hence, according to recent nouncement by T. C. Watkins, ware- e manager for the association. At point which is one of the largest de- y stations in this section, every prepa- n is being made for the receipt of ber growers' crops, and it is ex- d that the turn-in will be heavy, once ed.

obacco men who went from this city various cooperative markets in the h Carolina belt have returned here reparation for the beginning of de- ies, and the force at the local ware- e will be entirely adequate for the s.

Hearings on Importations of Brier Wood Pipes

WASHINGTON, D. C., Sept. 25.—Hearings were held here yesterday before the United States Tariff Commission in connection with alleged unfair method of competition under Section 316 of the Tariff Act relative to the importation of brier wood pipes from France. This is the first time that the Commission has held any hearings under this section of the Act and it was punctuated, especially during the early part of the hearings, by legal arguments of attorneys representing the importers, the American manufacturers and the Commission itself.

The American manufacturers were represented by Thomas J. Doherty, of De-Vries & Doherty, New York and Washington attorneys. The importers were represented by John R. Rafter and George C. Davis, with whom were associated, also on behalf of the importers, Arthur L. Davis, Edward I. Kleinfeld and David Walker, the latter representing the National Council of American Importers and Traders, Inc.

The case as set forth officially by the Commission was an "investigation of alleged unfair methods of competition and unfair acts in the importation and sale of brier wood pipes." The complaint was originally filed with the Commission in January of this year by John D. Burger, president of the Reiss-Premier Pipe Co., which was supplemented later by further evidence filed with the Commission in August.

Before any real procedure had begun at yesterday's hearing Mr. Rafter, on behalf of the importers, made two motions, both of which were at least temporarily overruled by the Commission. He asked first for a definition of "cost of production" as set forth in the complaint and secondly he asked that the Commission dismiss the complaint against the importers.

Mr. Rafter also asked the Commission that he be allowed to see the original complaint filed with the Commission by the Reiss-Premier Co. He was also refused this request on the ground that it is contrary to the Commission's rules. He tried to insist that the complaint be made more definite, as he called it, especially as regards the words "cost of production." Mr. Rafter also filed with the Commission yesterday answers on behalf of the various importers involved in the case.

Arguing on behalf of the domestic manufacturers, Mr. Doherty said that the importation of the cheap pipes from France was not only injuring the domestic manufacturers, but, if persisted in, will ultimately put them out of business. He said that they faced the same situation prior to the time they were given sufficient protection under the tariff laws. The domestic manufacturers, said Mr. Doherty, are facing extermination because of the importation of these cheap French pipes.

Mr. Doherty told the Commission that the pipes are actually being sold in the United States for less than it costs the American manufacturer to produce them here. He told the Commission that certain of these low grade brier wood pipes, which are manufactured at St. Claude, France, have been and are being imported into the United States at less than their cost of production here. Large quantities of these pipes, he said, are being imported, in fact, enough to flood completely the American market, and enough to

(*Continued on page* 64)

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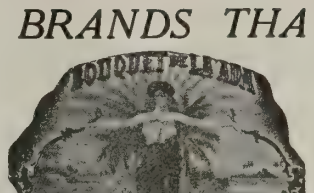
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Indiana News Items

INDIANAPOLIS, Ind., Sept. 22.—There has been a decided increase in the cigar and tobacco business recently, according to I. D. Shane, retailer. The increase is from ten to fifteen per cent over any similar period. Although, he said, increased business may be due partly to State Fair visitors, he would attribute it largely to returning vacationists.

Proportionately, the retailers in Indianapolis fared better this week than the distributers. The annual Indiana state fair was a drawing card that brought thousands of dollars into the city and the trade benefitted more than in previous years. Some dealers say the automobile has been responsible for the larger state fair crowds during the last few years. It is possible for the out-of-town visitor to come and go almost as he pleases. It was noticed, also this year that the crowd appeared to have more money to spend than last year. This doubtless, is due to improved economic conditions. Certain it is, the retail trade here did a big business. For the most part special inducements were offered visitors.

Courtesy Week

The trade took an active part in "Courtesy Week" so called because everybody was asked to remember the visitors were not as familiar with the city as the "natives" and to spare no pains to direct and take care of the crowds. Special window displays were shown by many bearing out the courtesy idea.

Salesmen returning this week end report conditions out in the state as fair. In the agricultural districts trade seems to be improving as the corn harvest draws nearer. There is an impression that farmers will have considerable ready cash when the crop is sold and dealers are buying more readily. The larger industrial cities also report plenty of work and retail business good.

Mrs. Fendrich's Will

The will of the late Mrs. Sadie Negley Fendrich, Evansville, was filed in probate court recently. Charles S. Fendrich, well known cigar manufacturer, husband of the late Mrs. Fendrich, and Joseph William Fendrich are named trustees of a trust fund created by the will, and executors of the estate. Application for letters of administration which are filed with the will, show that real estate owned by the estate has an estimated value of $100,000, and the value of personal property is estimated at $10,000.

Bankable Forging Ahead

Increasing demand for Bankable cigars has brought to the Lebanon factory a business which for the month of August excelled that of any month since the establishing of the business there a year ago, according to N. Smith, owner of the factories there and in Frankfort. Business is better now than it has ever been in Bankable's history, he said. At t ent the demand is greater than production. Since last winter busi has been more than doubled. In A the increase in sales over those March was 23 per cent. In May the crease over April was 22 per cent. June there was a small increase. increase in July over June was 18 cent, and in August there was an crease of 30 per cent over July.

Get New Railroad Switch Franc

The board of public works recently proved the franchise asked by the Bauermeister Wholesale Tobacco Terre Haute, for a new switch their place at First street and Wa avenue. The company agreed with city that if this franchise was grant would surrender two franchises switches into their property. The switch will leave the main line of th I. & T. H. railroad at First and E streets and enter the company's gro just south of Mulberry street.

Funeral of Henry Schulz

The funeral of Henry Schulz, pi cigar manufacturer of Indianapolis, died Sept. 17 at his home, 590 West Woodruff Place, was held Sept. Mr. Schulz was born in Sonne Germany, March 29, 1838. He Germany in 1859 and was nine m on his way to this country, landi New Orleans in December of that He lived in St. Louis two years, after the civil war, he settled in In apolis where he married Mary Eliz Wolf, July 12, 1866. He entere cigar manufacturing business, h business places at the Pembroke cade, the C., I. & W. rai freight house, and school No. 8. he became associated with T. Igoe & Co., cigar merchants, Me and Washington streets. He retired business several years ago.

New Independent Warehous

Work on the construction of a independent tobacco warehouse for ison, Ind., is to be pushed on the struction of the warehouse on the lot between West street and C avenue. Several Madison tobacco are behind the plan and the new house will open with the season this ter for independent buying, it is sai

Sumatra Laborers Prote

WASHINGTON, D. C., Sept. 26.— Department of Labor has just re a report stating that tobacco labor Sumatra are vigorously protestin decreasing credit balances due eac borer at the close of the annual t harvest, and in several instances have been narrowly averted.

The report says the decreases in of pay grew out of reductions i number of plants tended by each and the corresponding decrease rate of pay per thousand plants.—I

Joseph F. Cullman, Jr., President **Milton Samuels, Joseph Mendelsohn, Vice-Pr**
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Tampa Tidings

AMPA, Fla., Sept. 22.—Manuel Corral orral, Wodiska y Ca., has returned o Cuba, and Frank Sierra of the same pany leaves tomorrow for Havana. he same boat Pancho Arango goes to ana to join the Tampa colony there. e Cosio is expected to return from a next week.

. L. Van Dyke of the Eli Witt Co., ck from Asheville, and Hoyt Wood-, of the same company, leaves for obacco fields of Connecticut.

adiaz, Annis & Co. are receiving doc-ntary evidence that Ruy Lopez meets favor of the consistent smoker. oh Falkner introduces them, and is ing fast. The Don Julian brand also ell to the front.

orris Scadron has returned from New k where he spent some time in the in-t of his Nordacs. This cigar is be-ing well planted on the map, north n cast, and the Turner-Taylor Co. are oducing them in Jacksonville.

igarette Consumption in Argentina

ASHINGTON, D. C., Sept. 26.—The entine Republic, like all Latin coun-s, is a large consumer of cigarettes, by far the largest consumption is of cigarettes locally manufactured. whole market for both domestic and orted cigarettes seems to be already oughly covered by existing importers dealers, and by local up-to-date fac-es of extensive capacity.

igarettes are made in Buenos Aires by machinery and by hand, and the stry is a very important one and has lecided effect upon the reduced im-tation of cigarettes. The local cig-te industry is overwhelmingly in the ds of the following three companies, given in the order of their importance: cardo & Co., Compania Nacional de acos, and J. S. Onagoity & Co., all of nos Aires. The first of the above ntioned companies is known here as the bacco trust." It also has a factory in sario and another one in Cordoba. It absorbed about 19 local concerns nufacturing cigarettes (some of them nufacturing tobacco also) and two con-ns manufacturing tobacco but not cig-ttes. It makes the well known and ular brand "43" and Reina Victoria, ich are sold in greater quantities in s country than any other two brands. The Compania Nacional manufactures opular brand called Pour la Noblesse, al the third firm puts out the Dolar garettes. These brands are chiefly a ixture of Brazilian and Havana to-co, the cheapest grades being made of anixture of Brazilian with Paraguayan Argentine tobacco. There are also all factories here making cigarettes of rkish and of Virginia tobacco, or a nd of these tobaccos, and selling for tty much the same price as the im-ted cigarettes containing the same ss of tobacco. It is estimated that er 40 per cent of the tobacco used in t Argentine cigar and cigarette indus-es is of national production, although bacco of all classes, and cigars and cig-ttes, are also largely imported.

Practically all the various brands of garettes of any importance that are d in the United States or Europe, are ported into this country and sold at rying prices, since the shops here do t have fixed prices for anything, and e same cigarettes will be sold at en-tely different prices in two different ops.

In the five years preceding the war, 09-13, the imports of cigarettes aver-ed about 80,000 pounds annually, of which Great Britain and Uruguay each supplied about 30 per cent, Italy and Cuba each about 11 per cent, and the United States a little more than 2 per cent. During the war the imports of cigarettes declined to half the pre-war figure, but in 1920 and 1921 they rose to three times the pre-war figure. In this war period and after Great Britain is credited with about 50 per cent of the imported cigarettes, Uruguay about 30 per cent, the United States about 10 per cent, while Italy and Cuba lost the greater part of their trade.

Cigarettes may be imported into Argentina in any sort of a container, metal, paper, or other, and so far as is known, there is no special law requiring that the containers must be labeled or printed in any special way. While cigarettes manufactured locally can not contain more than twelve in a package, imported cigarettes can contain a larger number. Neither the weight of the box nor the size of the cigarette need be standard. Foreign cigarettes are weighed along with their immediate containers, and every 15 grams, or fraction thereof, is considered a package. At present it is not illegal to sell imported cigarettes at a price higher than the selling value marked on the fiscal stamp, but it is illegal to do this in case of domestic goods. This matter has been brought to the attention of the Internal Revenue Authorities, and if the Budget and Tax Laws of 1923, now before Congress should be approved all tobaccos will have to be sold at the price shown on the fiscal stamp.

It may be mentioned that the retail prices of the locally manufactured cigarettes are 20, 30, 40 and 60 centavos for 12; imported cigarettes retail, "Capatan" at 45 centavos for 10; "Players" at 30 centavos for 12; and two American brands popular in the United States at 80 and 90 centavos for 20.

Greene County's Great Tobacco Crop

GREENEVILLE, Tenn., Sept. 22.—W. D. Morrow has recently made a number of trips out through Greene County and reports that never in the history of the county has there been such a tobacco crop, says the *Sun*. Conservative estimates have placed the amount of tobacco to be sold in Greeneville this year at from twelve to fifteen million pounds. Mr. Morrow states that he believes it will be nearer eighteen million. The past season was ideal for the growth of the weed and despite its immense size which is unlike anything ever seen before, it is fine grained and of good quality. Mr. Morrow says that many Greene Countians find themselves up against a very serious problem on the housing question. Although hundreds of new barns and shacks have been erected, the yield is so much larger per acre than was anticipated, that the additional accommodations will not be able to care for the crop.

The average yield per acre in Greene County has been 840 pounds. Mr. Morrow said that he has found several planters who thought their crop would easily weigh 1,200 pounds per acre, and some even estimated it as high as 1,600 pounds per acre. This is unprecedented, and the unusual heavy weight and size, together with the immensely increased acreage is going to swell the 1923 crop to a very large figure, and Greeneville will probably be known by this time next year as the largest Burley tobacco market in the world. Every available roof in the county has been pressed into service and is crammed full of the fragrant weed.

Greene County planters, being old experienced men in the raising of this crop, have learned long since that to cure prop-

(*Continued on page* 64)

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

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Established 1873 Manufacturers New York

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Manufacturers of Clear Havana Cigars Exclusively

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La Mas Fermosa—Comal—Magnetica

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HARDEE TOBACCO COMPANY

Growers and Packers

FLORIDA SHADE TOBACCO

MADISON, FLA.



A. E. FRALEIGH TOBACCO CO.

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Florida Shade Grown Tobacco

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PLANTATION & WAREHOUSES
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EXTRACT POWDER ROOT

Laurel leaves, Deer Tongue, Lavender Flowers, Slippery Elm Bark, Star Anise, Orange Peel, Angelica Root, etc.

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Eduardo H. Gato's

1871 GATO 1871

Mild Clear Havana Cigars

For

Fifty Years

Our line has been the standard by which all **Clear Havana** cigars have been judged.

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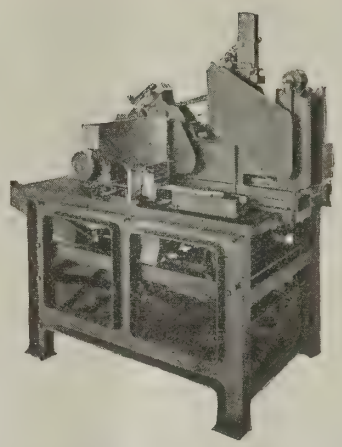
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Two Good CIGARS

EL VERSO

10c — 2 for 25c — 15c

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Three Models, 25,000 Packages of Cigarettes in Ten Hours. American Form Pouch Package.

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COMAS STANDARD CIGARETTE MACHINE, for Spanish form of cigarettes; capacity 90,000 a day.

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COMAS IMPROVED AUTOMATIC FEEDERS, adapted to any standard style of cigarette machine.

COMAS IMPROVED CIRCULAR KNIFE GRINDER.

The company furnishes also Tobacco Cutters, Tobacco Granulators, Tobacco Stem Flatteners, and other machines for the cigarette industry.

Machines in use in all parts of the world. Write for illustrated catalogue.

COMAS CIGARETTE MACHINE COMPANY, SALEM VIRGINIA, U.S.A.

San Francisco Fall Cigar Trade Opening Up We

Strike Situation Still a Blur on the Fair Face of Business—Petri Preparing to Move Plant to Country Place—Unaffected Factories Show Improvement—News Notes.

SAN FRANCISCO, Cal., Sept. 18.—The strike situation seems to be no better yet. It has become in part an open *vs.* closed shop fight. The Petri Cigar Co. has taken steps to be prepared for a long fight and for future fights. They have purchased a three-story and basement brick building at Pittsburg, Cal., a small place to the northeast of San Francisco, with 30,000 feet of floor space. Here they will equip a duplicate factory with machinery, and train a new set of workers, where they will be away from the influence of the city and where living expenses will be cheaper.

Among the factories not affected by the strike, conditions seem to be improving. Their local patronage appears to be veering back again, and they are calling on the leaf houses for more raw material.

Harold Horn, the "kid," who represents the Golden State Leaf House, is sending in some very encouraging orders from the northwest. Crops there have been A1, and the prospects for a good fall and winter trade more than usually good.

Mack Horn, who was formerly with the Golden State Leaf House, but who branched out for himself in Los Angeles the first of the year, has been calling on his old friends and reports that business in the Angel City in the tobacco leaf line is on the mend.

Leo Michaels, representing the Tobacco Products Corporation on the Coast, has returned from Los Angeles much enthused over the wonderful things they are doing down there.

J. R. Eppler, who has been in charge of the city office of the General Cigar Co., has been sent to Los Angeles as manager of the business there. A. F. Olsen, his assistant, has become manager of the San Francisco office.

Stephen L. Crocker, president of t P. Lorillard Co., left last week for t south part of California. The compa is putting on its big billboard campai for 16 oz. Climax.

G. H. Burton, an old-time cigarmak of Modesto, has been in the city negotia ing the exchange of some land for ci apartments.

Brown F. Elroy, of Stockton, has be in the city looking over the trade. H was formerly salesman with Helmrich.

Milton Glass, of the American Tobac Co., has returned to Los Angeles, whe he will spend some time rallying t trade of the surrounding territory.

Old-Timer Passes Out

Max Ordenstein, an old-timer in t cigar business, and former representati of Garcia y Vega, passed away a fe days ago at the age of 75.

S. Bachman & Co. have the concessi at the Sciots Show that has been in se sion during the past week. The sal force of the organization donated the services free; and the firm donated profits to the Sciots, taking their pay advertising benefit.

V. Nieto has returned from his vis to the factory at Tampa, Fla., and w soon be again on the road. He repor that Havana leaf is higher, and that fa tory margins will necessarily be c closer.

H. L. Judell & Co. are just getting a large shipment of Alhambra cigar They report orders coming in well fro the boys on the road. Their Chancello are gaining steadily and deliveries a excellent. Norwood Dreams are ove sold.

Summed up, fall cigar trade is openi up well in all directions, and the feelin of the trade is cheerful.



Charles Denby 2 for 15c.

They satisfy the smoker because they are good, and the merchant because they sell.



LA FENDRICH

10c. to 3 for 50c.

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GENUINE AMBER

Our stock of ROCK and PRESSED AMBER CIGAR and CIGARETTE HOLDERS and PIPE BITS, in natural colors and black, is the largest and most complete in the U. S. A.

Highest Quality — Lowest Prices

Also all grades of NECKLACES and NOVELTIES.

Exclusive territory allotted jobbers of standing. Correspondence solicited

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AMERICAN BRIAR PIPE CO.
180-182 W. Lake St.
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Manufacturers of
Pipes & Smokers' Articles
Ask for Two in One Holders
Patent applied for.
Pipe Repairing Done in Our Own Shop



Chicago Trade Notes

Pay Big Rent for Small Space

CAGO, Sept. 22.—William H. Kalis nted a cigar store, a 9 by 30 foot in the building at 6317-6319 South d street, for 10 years, at an aver- ntal of $500 a month. Mr. Kalis ntil recently, a partner in the Mut- igar Co. which had two stores in op.

strat-Christian Co. is getting mat- shape for a Charles Denby news- campaign.

Pohley has resigned as local rep- ntative of the Consolidated Cigar He is well known here and has in the cigar business for many

Brenning is the new owner of the stand located in the Kesner Build-

ry Sanders of Clarence Hirsch- Co., was a recent visitor to the t factory of the Mazer Cigar Co. t Hand Made, a big seller here, is uted by the house of Hirschhorn. ncis Braynard takes his hat off to of the boys. He is with Estabrook ton, importers of Boston. He two orders a few days ago that 'Dreams." One for 50,000 imported was booked by Mr. Braynard from ice Couthoni who has a number of stands here. The other for 30,000 aken for the University Club. F. Estabrook of Estabrook & Eaton is arrive Oct. 1.

Humler has secured the cigar ge in the New Brown Hotel at ville. It is reported that the rent 000 a year.

Twenty Per Cent Payment

rl E. Hummell, who acted as Trus- r the benefit of creditors in the of Dell Bros., who recently failed, nt the creditors a first and final d of 20 per cent.

C. Gale, vice president of Valle & ampa, was here for several days over the trade. Flor de Cuba has l call here.

Hinsdale Club of Hinsdale, and anston Club of Evanston, Ill., both stocked Pancho Arango cigars.

b Mesick has returned from Detroit he cleaned up a great bunch of for Cuesta Rey cigars.

A. A. Derrig, Chicago sales manager for Seidenberg & Co., El Roi Tan distributors, after a sick spell of three weeks, has returned to his desk.

Back from Gotham

Doc Rosobro, is back from a short visit to the New York-Tampa Cigar Co.'s New York office. He is very busy just now with his introduction campaign on Personality cigars through the Ryan & Raphael Cigar Co.

The Dragon Cigar store, on Wabash avenue, shows Don Julian cigars to good advantage in a neat window display.

El Verso cigars are still advertised on the bill-boards and one can't help but notice them in making the rounds of the city.

Back in Business Harness

Credit Manager Silberstof of the General Cigar Co., is back at his desk after several weeks of illness.

Lozano cigars are featureed by Hoyle's Cigar store at 439 South Wabash avenue.

S. O. Deutsch at Congress street and Wabash avenue features Robert Bacon cigars in the window display.

At B. W. Nathan, 601 South Wabash avenue, is a large display of El Verso cigars.

A large Shrine cigar sign is placed at the Reliable Drug store 18th and Wabash avenue.

Harry Friedlander has connected with the New York-Tampa Cigar Co., and is working the smaller trade here, introducing Personality with the Ryan & Raphael Cigar Co.'s sales force.

The Secret Is Out

"The subtle suggestion of quality can only be acquired by the sale and display of merchandise with a reputation." This is why Pancho-Arango cigars are handled by so many of the stores here. The sale of this fine cigar placed by the Wm. J. Seidenberg Corp., increases daily in the Chicago market.

On the bill-boards is still shown the large ads of Corina cigars, one of the big selling, clear Havana cigars here.

All of the United Cigar stores offer the new Harding 2 cent postage stamp. They had these on sale, days before the local post office offered them for sale to the public.

A Notable Display

At Aronsons Cigar store, 2365 Cottage Grove avenue, is seen one of the best cigar windows ever put in a store here.

(*Continued on page* 64)

MANHATTANS
Havana Filler—Sumatra Wrapped
The Cigar
You Have Been Looking For
Made in seven popular shapes and sizes.
Retails at from 10c. to 3 for 50c.
Liberal Factory Inducements to the Right Jobbers
Your house needs this big seller. Write today for full information
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FOR PRICES WRITE
ROJAN SANITARY PIPE CLEANER CO., Inc.
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145 WATER STREET, NEW YORK

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Growers and Packers of High Grade Shade Grown Leaf Tobacco

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Fine Florida and Georgia Shade Tobacco

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J. T. BUDD, JR., & CO.

Growers and Packers

Florida and Georgia Shade Grown Wrappers

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The FLORIDA-GEORGIA Wrapper is the Wrapper of the Hour

FLORIDA and GEORGIA TOBACCO GROWERS ASSOCIATION

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The Florida Tobacco Commission Co.

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Fine Florida and Georgia Tobaccos

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D. A. Shaw C. H. Curry J. W. Shaw

Growers Tobacco Co.

Originators of Shade Grown Wrappers in 1896

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C. R. Shaw J. J. Love

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Plantations: El Dorado, La Corona, Osceola

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MANNING & KAHN, Inc.
Growers and Packers of
CONNECTICUT SHADE AND BROADLEAF
MANCHESTER, CONN.

onnecticut Reports Big Broad Leaf Tobacco Sale

rican Cigar Co. Said to Have Purchased 5,000 to 6,000 Cases of 1922 Crop—Warm Rain Adds Desirable Finish to Hanging Leaf—Live Trade News.

ARTFORD, Conn., Sept. 24.—Mr. Syl-, Mr. Israel and Mr. Wise, of the ican Cigar Co., were visitors at the of the association, and it is un-od that they placed an order with sociation for 5,000 to 6,000 cases of eaf, which is about 25 per cent of tire packing.

n Puts "Weed" in Fine Fettle

warm rain of the last two days uch welcomed by the growers, as ped the tobacco down in the finest that the 1923 crop has been in since put into the sheds. Growers have wanting such a rain so as to run lors and soften up the leaf, which howing up to be uneven colors and to the touch. However, this rain w put on the finishing touch and mining the cured leaf now it shows be a beautiful leaf and with much quality than any of the last sev-rops have had.

re can now be no possible danger polesweat, unless it may be in the ut crops which did not start off fast, owing to the continued cold er; but thus far it has not been by the damp weather.

Early Start at "Taking Down"

ew growers ventured to take down of the 1923 stalk cut on Saturday y were anxious to get started strip-well remembering their experiences t year when several growers did t their crops down until late in the . Other growers simply let this go by, believing that the tobacco ot yet ready to put into the bundle, re willing to wait until a later date they start, as they are satisfied in own minds that the tobacco is not ently cured to put into the bundle, at the leaf needs to be thoroughly out at least once more before they t down. The leaf has now a thor-dampening and when it dries out much of the green part of the leaf lisappear which, if taken down and the bundle before it dries out, is to cause trouble and may develop anker, and will heat up easily.

Sampling Broadleaf

ing the past week the Connecticut Tobacco Association had a corps mplers working on the 1922 broad-and by the end of this week the of sampling the crop will practically mpleted and the samples ready to the trade. However, as fast as samples come in they are imme-ty pooled and then are ready for the t and several customers have ex-d the samples that are already in ave placed their orders.

ts generally conceded among most of growers that the prices announced week are conservative, and some ain that they are too low. How-the prices were made after much sion and are thought to be fair both buyer and grower.

e assorting of shade tobacco started with all the warehouses open for eason, and it is expected that the work will continue until next spring without any interruption, except the probable waiting for tobacco. It will give employment to hundreds of tobacco workers, and as much of the work is now done on a piecework basis, the amount that each worker earns depends entirely upon himself.

District Warehouse

The members of the association in the Glastonbury district who recently organized themselves for the purpose of building a warehouse for their tobacco, have purchased a suitable plot of land near a spur track of the trolley line and will go ahead building the warehouse as soon as possible. The building committee is headed by C. E. Goodrich with H. P. Smith, R. G. Tryon, G. W. Trip and William H. Meyers. The capitalization is $100,000 in preferred stock at $25 per share, and $105,000 in common stock at $10 per share. Preferred stock will bear a dividend of 8 per cent and will be offered for public sale, carrying a bonus of 2 per cent upon redemption. The Connecticut Valley Tobacco Association will have oversight of the warehouse operations.

The association officials now think that they are far better equipped with warehouse room than they were last season, as Glastonbury is to build a warehouse, also the South Windsor districts are working out plans for warehousing their own tobacco, and already the East Hartford growers have purchased the large warehouse originally built by Sutter Bros. It has a railroad frontage and spur track to the door.

The Bushnell Cigar Co., of this city, which bought out the business from Captain T. J. Bannigan about three years ago, has filed a petition in bankruptcy, giving liabilities as $6,279 and assets as $3,479. The store is located near the railroad station, and has been used as a cigar store for about 25 years, nine of which were under the management of Captain Bannigan.

Recently a reception was given to ex-Senator E. E. King of East Hartford by Orient Lodge, A. F. & A. M. of East Hartford, in honor of his birthday. Mr. King has been prominent in the lodge, being a past master, and was very active in its hundredth anniversary held a year ago. Mr. King was local representative for P. Dennerlien & Son and had full charge of their warehouse when they operated it in handling leaf tobacco. He is treasurer of the Connecticut Valley Tobacco Association, Inc., and president of the East Hartford Trust Co.

Some of the Windsor tobacco growers are going to insure a plant supply by a sterilizing outfit and have purchased one of the big fire engines from the city of Hartford which has been given up. It is a horse drawn outfit and discarded in favor of motorized engines. Not only does the owner, Mr. Hastings, intend to use it for sterilizing seed beds, but in case of drouth to use it for pumping water for the tobacco beds.

(*Continued on page* 64)

W. S. PINNEY & CO.
INCORPORATED
GROWERS PACKERS
UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S
CONNECTICUT SHADE
QUALITY TO BURN
SUFFIELD CONNECTICUT

EVERYBODY LIKES
RED TOP SNUFF
A Universal Favorite for 35 Years.
MANUFACTURED BY
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Attention given to Tobacco for Export
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Warehouses: Hartford, Conn.; Portland, Conn. TELEPHONE: CHAR. 7585

L. B. HAAS & CO., Inc. Established 1853 Growers, Packers and Dealers
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HINSDALE SMITH & CO.
Established 1840
Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco
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All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample for Redrying by Steam or Natural Season

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Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

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Wilson Mart and Co-op Court Cases

WILSON, N. C., Sept. 22.—Sales continue very heavy on Wilson's famous Auction Mart and the quality of the offerings, poor. Although the market has been running this season since August 28, primings and ground leaves continue to show up in great quantities on each sale, and it looks like there is no end to them. According to report of Sales Supervisor, sales for the season up to Thursday night, September 20, have amounted to 11,477,550 pounds. Average, $20.56.

Court Decisions Against the Co-ops

Recent Court decisions at Greenville, Nashville, Kinston and Raleigh have now made it very clear that the Co-operative Tobacco Association has no right to penalize a member five cents per pound for tobacco sold upon the auction floors by his tenant, who was not a member, and now sets at rest confusing reports covering the right of non-members to dispose of their tobacco as they may see fit and proper. The Association has lost within the past week every case brought by them against their members who permitted their tenants, who were not members, to sell on the Open Markets. In the case of the Association against E. D. Bowen of Green County, before Judge J. Lloyd Horton, heard at Greenville, September 15, the full text of his Honor's decision is as follows:

"STATE OF NORTH CAROLINA
COUNTY OF GREENE
IN THE SUPERIOR COURT

Tobacco Growers Co-operative Association, a corporation
vs.
E. D. Bowen

Order Dissolving Restraining Order

"This cause coming on to be heard before Hon. J. Lloyd Horton, upon the temporary restraining order heretofore issued in this cause, at Chambers in Greenville, N. C., on Saturday, September 15, 1923, and being heard upon the complaint, affidavits and oral testi offered by both plaintiff and defe and a serious question having been r by the answer and evidence offered whether E. D. Bowen is a memb said Association, and it being ma appear to the satisfaction of the that most of the tobacco grown upc lands of the said E. D. Bowen is tivated by tenants who are not me of the Association; and it also made to appear to the satisfaction Court from admissions of counsel f plaintiff that the plaintiff associati deducting from the first advance m its members five cents a pound fc failure of its members to deliver t bacco grown by their tenants wh non-members, and the Court being opinion that under the contract whi plaintiff alleges that the defendant s and which is at issue in this cause, *the plaintiff has no right or author deduct any sum on account of the f of the landlord to deliver the te portion of the crop according to the spective rental agreement, and th such conduct the plaintiff has bre its contract with its members.*

"And it being further made to a to the satisfaction of the Court fro missions of counsel that unless en and restrained by this Court, that it pose is to deduct from any advance to the plaintiff, five cents per pour all tobacco which the defendant's t sell upon the open market, or deli any other person regardless of w said tenants be members of said ciation, which this Court is of o they have no right or authority under said contract, and the doi such would be a breach of the cc on the part of the plaintiff.

"It is therefore Ordered, Adjudg Decreed by the Court, *That the porary restraining order heretofore in this cause be and the same is dissolved and set aside and the def is hereby permitted to sell and deli tobacco upon the open warehouse flc otherwise as he may see fit* upon er into bond in the sum of $1,000 ditioned to pay to the plaintiff al

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LEAF TOBACCO DEALERS

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ages as the plaintiff may finally re-r on the defendant in this cause.
Done in Greenville, N. C., this 15th of September, 1923.
(*Signed*) J. LLOYD HORTON, Resident Presiding Judge of the Superior rt of the Fifth Judicial District of th Carolina."

ge Connor Also Decides Against the Co-ops

a sweeping decision Thursday at nville, the County seat of Nash nty, Judge Geo. W. Connor refused petition of the Co-operative Associa- to compel the landlord to pay five s a pound for all tobacco grown on farm, regardless of whether the nt was a member of the association also refused the petition to compel non-member tenant to either deliver obacco to the pool or pay five cents pound damages.
here was a big array of counsel on sides. There were a number of ndants and different phases of the cco situation as applicable to the bers were passed upon by the Court. cases from Nash County included e of Geo. R. Finch, Sol. Bissett and V. Finch.
he Attorneys for the pool took the tion that the landlord who is a mem- is either compelled to make his non-ber tenants deliver their part of the cco at the time of renting, since by ue of the fact that he was a member owning the land, that his member- controlled all the crops grown on his l, that his tenant should at the time renting agree to either join the as-ation, or permit his landlord to de- r all of his tobacco to the association, that if he did not his landlord would be compelled to pay five cents per pound for every pound of tobacco grown by his tenant and sold on the Open Market. They further stated this was the policy of the pool, and that they had instructed all their warehousemen to follow this procedure in dealing with heir member landlords.

The Court dismissed the injunction issued against these defendants *and enjoined the Association from collecting any sum from the landlords for his non-member tenants' tobacco.*

In another case the Court decided the question of the status of a mortgage on tobacco of a member of the pool and decided, *"That the owner of the Mortgage was entitled to his money, and that it should be paid before the association collected its share."*

Have Met Their Waterloo

In all of the cases so far tried involving the right of the Association to penalize members whose tenants not being members, sold on the Open Markets, *they have not found a Judge in North Carolina who has not decided against them,* and cases of a similar nature have been tried in almost every County in eastern North Carolina before half a dozen or more different Judges.—McFARLAND.

New Bern Average, $16

NEW BERN, N. C., Sept. 22.—Total sales for the week, 52,650 pounds; average price per 100 pounds, $16.00. Sold to date of 1923 crop, 243,546 pounds; average price per 100 pounds, $16.39. Prices steady, but sales light due to farmers being busy with the cotton crop. —M. E. TYSON.

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Samples sent on request.

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OUR OWN DOMESTIC AND FOREIGN PACKING PLANTS ENABLE US TO MEET ALL REQUIREMENTS.
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Long Cool Smoke
Dealers CAN NOW GET DILL'S BEST SMOKING TOBACCO THROUGH ANY REGULAR JOBBER
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Manufacturers of HIGH GRADE SMOKING TOBACCO.

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Long experience. Specialize on bright and mahogany wrappers, fine cutters, export leaf and strips. Samples sent on application.
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To protect your goods, you ought to pack it in our paraffine lined, weatherproof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.
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For the Purchase of Leaf Tobacco for Home and Export Trade
To manufacturers using the rich, sweet "Old Belt" tobaccos sold at Durham, we tender our facilities for buying and packing. Correspondence and enquiries solicited.
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Largest Loose Leaf Tobacco Market in the World
W. T. CLARK & COMPANY
Established 1887
Dealers in All Grades Bright Leaf, Strips, Stems and Scraps
Packed for Export and Domestic Trade
We operate in North Carolina, South Carolina, Virginia and Georgia
Head Office: WILSON, NORTH CAROLINA, U. S. A.
Packing guaranteed. Samples submitted on application.

Salaries Paid to Co-op Officials

RICHMOND, Va., Sept. 22.—Commenting upon an editorial discussing the salaries paid to the higher officials of the Tobacco Growers' Co-Operative Association, which appeared in the *Progressive Farmer*, Oliver J. Sands, general manager of the association, said:

"It may be of interest to those who hold the opinion that the association officials are overpaid to learn that the salaries of all the head officials in the leaf, sales, finance, warehouse and field service aggregate less than 40 cents on each $100 worth of tobacco handled for the grower. When we were seeking efficient department heads we found men who would not take positions in the association at the rate of $50,000 per annum for the simple reason that they were making more money on the outside."

The editorial in question, appearing in the *Progressive Farmer*, was as follows:

"The forces fighting co-operative marketing are making much of the fact that R. R. Patterson, as the head of the sales department for all bright tobacco from North Carolina, South Carolina and Virginia sold through the Tobacco Growers' Co-Operative Association, gets a salary of $30,000.

"But the critics neglect to say that before coming with the association Mr. Patterson was getting almost $30,000 for handling much less tobacco and putting himself to far less trouble. In proportion to work done, Mr. Patterson is not getting as much in his effort to make money for farmers as he was getting before to make money out of farmers.

"And that's that. But 'that ain't all.' In proportion to the quantity of tob handled, Mr. Patterson probably gets than anyone of the hundred leading in the same line of work handling co-operative tobacco. Let's find out their salaries are. One thing we know: When the Tobacco Growers' Operative Association set out to ge sales manager it first called on ano big man who spends his time buying selling non-co-operative tobacco whose annual income was $100,000. you are a tobacco 'co-op' and someb says to you: 'Oh, you folks in the operative association are paying a $30,000 a year to handle and sell your bacco for you,' just say this: 'Yes, pay $30,000 a year with our eyes c and pick our man, and he sees how m he can make for us. But you folks the outside are paying as high as $1 000 a year and you don't pick or con your man and his job is to see how m he can make out of you.'"

Court Decision Against Co-operatives

REIDSVILLE, N. C., Sept. 22.—A cision rendered in Superior Court Greenville, N. C., by Judge J. L. Hor who holds that tenants who are not m bers of the Co-operative Marketing sociation can legally sell their tobacc auction without penalties against landlords, has been read here by tob men with a good deal of interest. J Horton signed a judgment dissolvin temporary restraining order which been sued out by the Co-operative M keting Association against three farm of Greene County.

The court held that the association

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Maccoboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain Scotchs

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control over tenant crops when enant did not belong to the organi- and when the landlord pooled his no right existed to collect five cents nd liquidation damages from him obacco sold by his tenants outside ool.—REIDSVILLE TOBACCO BOARD OF E.

eresting "Events" at Greenville

EENVILLE, N. C., Sept.24.—The past was another busy week on the to- market. While there were no block two sales on one floor at the same were necessary to clear the floors he next day's sales. The sales for week were in round numbers, 2,- 00 pounds. This brings the sales to almost up to 7,500,000 pounds. The ge for the past week was just a fraction under 20 cents.

all lots of better tobacco are now ng on the market. But the great continues to be lugs and tips. The of these seems larger than ordinar- . The grade of tips is the lowest for years and this accounts for low ge in prices. Good tobacco is look- p some. But it is still mostly in the s of the farmers. With tips and lugs of the way, if they ever get out, s will show a much better average.

Penalizing Landlords

e Co-op house is doing business now. t 100,000 pounds have been re- d. Advances have not been satis- ory. In fact there is much dissatis- on. One farmer and tenant had pounds of tobacco. This farmer co-op, but his tenants are not. They their 840 pounds on the open mar- and got a few cents over $101.00. He his 840 pounds to the co-op house was advanced $49.52. He was then *alized* five cents per pound on the nts, leaving him about $7. He re- d to take it and left all with the e. He says he expects to deliver all part of his crop to them and abide the lt as he always sticks to his contract. he will NOT have to plant tobacco year.

nother farmer was penalized for his nt's share and did not get advances gh to pay the penalty. A bill for was presented to him and he may to pay it if they can make him.

nd this *penalizing* is being done in tion of decision from Judge Horton about ten days ago, declaring that landlord could not be penalized for tenant share of the crop when the nt was not a co-op. Judge Connor handed down the same decision, only w days ago. And some other judge given the same decision.

ut, what is the Constitution between ds?—KING.

cky Mount Average, $20.60

OCKY MOUNT, N. C., Sept. 22.—Total s for the week 1,131,344 pounds; rage price per 100 pounds $20.60 Sold late of 1923 crop, 2,487,380 pounds; rage price per 100 pounds $20.75. lity of the offerings still very com- n, practically no good tobacco show- up.

A New Duke Film

CHARLOTTE, N. C., Sept. 22.—Man delights in viewing his handiwork and recalling mental pictures of the stages of his progressive development.

But J. B. Duke, tobacco king, goes one better, for he is having filmed the development of the Catawba River Valley in North and South Carolina, where his hand has turned a listless river into a gigantic generator of electric energy.

"The Romance of the Catawba" is the picture's title, and it will depict the development of the valley from Indian days to the present. It is not a commercial picture and its vivid scenes will never flash upon the silver screen of the movie theater.

It will be shown only for the pleasure of Mr. Duke and the few friends of the man who in the last two decades has played with millions in realizing his dream of Southern progress through hydro-electrical current.

The picture is to be six reels and in it will be woven a plot which will tell a coherent story of the passing of time from the idle roaming of Catawba Indians to churning turbines, generating current to light cities, moving street cars, and humming spindles in many cotton mills.

Tobacco Breaks at Kinston, N. C.

KINSTON, Sept. 22.—Tobacco breaks here are showing a tendency to slump slightly in quantity, while price increases are apparent. Pressure by tobacconists partial to the grower has resulted in slowing up marketing of the new crop. Monday's sales totalled about 350,000 pounds, nominal for the time and the market, and Tuesday's were of reasonable proportions. Market observers for two weeks have consistently advised planters and tenants to "sell gradually." The average price the past two days is estimated to have been the highest of the season.

With sales at the rate of 1,500,000 pounds a week through the remainder of September and October, the season will be prolonged at least until January 1 or 10. Breaks automatically fall off toward Thanksgiving. The local crop is generally estimated to be from 27,500,000 to 30,000,000 pounds, and other millions are being brought here from distant points. With present prices, obtaining through the season, the cash turnover on the local market will be the largest in several years and one of the largest in history.

Owensboro Outlook

OWENSBORO, Ky., Sept. 22.—I have to report a week of chiefly unfavorable weather which has furnished only moderate intervals suitable for tobacco cutting. Thus there has only been a small percentage of the outstanding crop cut during the week; and it will probably require a week or ten days of favorable weather to entirely finish the cutting.—J. S. PHELON.

Leases Business

HAYWARD, Wis., Sept. 22.—G. B. Karibalis has leased the Ed Dedde pool, cigar and billiard hall business.

Tobacco Growers Cooperative Association

of

VIRGINIA, NORTH CAROLINA and SOUTH CAROLINA

Composed of 85,000 Members

All types of bright flue cured, sun cured and dark fired Virginia Tobaccos.

We sell to the trade either in green warehouse order, or redried.

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INC.

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Buyers and Dealers in Burley Leaf Tobacco

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19 SOUTH WILLIAM STREET, NEW YORK

Louisville Tobacco Market Reports

LOUISVILLE, Ky., Sept. 22.—The Louisville Tobacco Board of Trade reports the hogshead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to September 21

Warehouses	Week—Auction Sales	Week—Private Sales	Week—Total for Week	Year, Jan. 1st to Date
Turner	..	..	...	792
Kentucky	156	76	252	7,436
Main Street	..	4	4	2,714
Planters-Farmers	81	46	127	9,060
New Tenth Street	26	9	35	3,502
Louisville	..	..	...	4,102
	263	135	598	27,606
Year 1922		963		54,410
Year 1921		1,265		52,757
Year 1920		1,096		41,621

Classifications of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	333	.....	333
Dark	65	.....	65
	398	.....	398

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	9,782	14,705	24,487
Dark	2,546	573	3,119
	12,328	15,278	27,606

Classification of Sales to Same Date

	1922	1921	1
Burley	50,643	48,923	39
Dark	3,767	3,834	2
	54,410	52,767	41

Comparisons With Previous Yea

	1923	1922	1
SALES—			
Total sales of new crop to date	19,800	14,878	43
Sales of new crop to date. Original inspection	16,058	12,363	35
REJECTIONS—			
Rejections this week:			
Burley	58	.....	
Dark	12	.....	
Total	70	227	
Percentage of rejections to auction sales:			
Burley	25	.....	
Dark	34	.....	
Total	27	28	
Rejections, Jan. 1 to date:			
Burley	5,434	.....	
Dark	544	.....	
Total	5,978	11,337	11
RECEIPTS—			
Receipts this week	82	376	
Receipts, Jan. 1 to date	20,044	32,447	42

Official Quotations at Louisville, September 21, 1923

	Burley—Dark Red	Burley—Bright Red	Burley—Colory	Dark Manufact
Trash (green or mix.)	7 to 8	8 to 9	9 to 11	– to
Trash (sound)	10 to 12	12 to 14	15 to 17	4½ to
Common Lugs	12 to 14	14 to 16	18 to 20	5½ to
Medium Lugs	15 to 16	16 to 18	20 to 22	6 to
Good Lugs	18 to 20	20 to 22	22 to 25	7 to
Com. Leaf (short)	12 to 14	14 to 16	18 to 20	8 to 1
Common Leaf	15 to 17	18 to 20	22 to 25	10 to 1
Medium Leaf	22 to 24	24 to 26	27 to 30	14 to 1
Good Leaf	26 to 30	30 to 32	32 to 35	18 to 2
Fine and Selections	35 to 40	40 to 42	42 to 49½	22 to 2

N. B.—Unsound or defective in condition, length or color, or mixed packa from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

Cable: Austin, Greeneville

CODES: { Arnolds No. 5 / A B C 5th Ed. Improved

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THE AUSTIN CO., Inc.

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— WE ARE BUYERS OF —

Burley, Aircured, Green River, Fired Dark, Maryland, Virginia and Seed Leaf Tobaccos.

On all markets. We air dry and steam dry on most of the loose markets, and have the latest improved Philadelphia Textile Steam Dryer in our Louisville Factory for handling Leaf and Strips. Orders and correspondence respectfully solicited.

Paducah Prospects

LUCAH, Ky., Sept. 22.—If there have any sales made of old tobacco in sads during the past week they have en reported.

weather during the week has been unfavorable on the growing crop. ave had several heavy rains which d cutting and the tobacco in the has not been benefitted because of xcessive moisture. However, I say that there has been any injury If weather conditions will change orable, I can't see but what the crop e in better shape by reason of the rains. It is time though that the vas going into the house because it ly well matured and the time for has come. However, it is seldom we have a killing frost before the e of October.

Weather Fine for Firing

weather has been fine for firing uring the tobacco that has recently out in the house, and I think farmers ing a better job of curing than ever e. The crop is curing a good brown ht brown color generally, and farmre being taught by the Association lessons in curing tobacco that have badly needed and will add much to alue of the crop. While the crop is lerably damaged on account of black r rust, the greater part of the crop d be of fair quality, having good and size with fair body.

have seen a great deal of the crop field during the past week, and no the best bodied and most substantial tobacco will come out of the later gs. With favorable weather for the ten days the crop should be harvested od shape and the out turn should be t. There is no question about the yield, and there is considerably an average crop in this respect. hink there will be a good demand for tobacco and no doubt the inferior s will command a better price, because the European markets are wanting cheaper tobacco and to get it they will have to take the commoner grades.—W. B. KENNEDY.

Co-op Court Activities

LEXINGTON, Ky., Sept. 21.—Suits against every Ohio tobacco grower who has broken his contract to deliver to the Burley Tobacco Growers' Cooperative Association is being prepared by the legal department of the association. Abe D. Waldauer, associate of Aaron Sapiro, returned yesterday from Indiana, where he filed a number of suits and where the Indiana contract breakers have formed an organization to fight the tobacco cooperatives' suits, though many growers have refused to join the antis and have settled the claim against them without trial.

Suits to Be Filed

Suits also will be filed in some Kentucky cases soon and in the dark district at least one case against a warehouse man who induced growers to sell crops pledged to the dark association. Evidence in connection with the activities of one warehouse man in the Burley district also is being scrutinized and if the facts warrant it a suit will be filed.

"Loyal growers may depend on it that their interests will be fully protected," Mr. Waldauer said on his return from Indiana. He went to West Baden, Wednesday, to meet Mr. Sapiro, who addressed the farm mortgage bankers of Indiana in session at that resort and was given an enthusiastic reception by the bankers. In his address, Mr. Sapiro was frequently compelled to stop by the applause from his audience.

Purchases Business

NEILLSVILLE, Wis., Sept. 22.—H. N. Olson has bought a cigar and pool hall business here.

Clown Cigarettes and Old Hill Side Smoking

Manufactured by Axton-Fisher Tobacco Co. Incorporated Louisville, Kentucky, U. S. A.

SMITH & SCOTT TOBACCO CO.

(Incorporated)

Manufacturers of Plug, Twist and Smoking.

SILVER TIP — TURKEY TWIST — BLACK WAXIE — PRIDE OF DIXIE

Write for samples and prices.

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Dealers and Brokers on All Western Markets

Western District, Clarksville and Springfield Tobacco

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O. H. ELLIS & CO.

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The Market Which Furnishes the Finest Grades of Dark Fired Tobaccos

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INCORPORATED OF LOUISVILLE, KY.

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Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips

Business Solicited on Orders for Commission

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ansylvania Tobacco Sales Go Merrily Along

ral Transactions Consummated During Past Few Days —Buying Restricted to Choice Binder Crops Showing Binder Possibilities—Prices Hold About 24 to 26 and 4 to 7.

CASTER, Pa., Sept. 24.—The early ir of the 1923 crop, which started eek before the tobacco was in the is going merrily along and several onal sales were consummated dure past few days. Buying has thus en restricted to only the very choice which show binder possibilities and of the seedleaf of more doubtful has been touched by the packers. es in the sales that were made last have held to their original level of 24 to 26 cents for the "wrapper" s and from 4 to 7 cents for the ."

ssman & Sons have been practically ly purchasers thus far, but a numf other buyers are showing keen st and are busy scouring the county ops of good quality. It is not to thered from this that these high crops are scarce for a very high ntage of the growers report that have raised better cigarleaf this than they have grown for a numf years past. It is only natural, ver, that the choicest tobacco should e the first offers, and it is these that have been contracted for.

Prices Regarded as Fixed

unusually high prices paid in the sales are looked upon by the rs as setting the price level for sales of the better quality seedleaf. is much tobacco in Lancaster which will rank favorably with has already been sold and it is than likely that the average price e 1923 crop will be somewhat higher it has been for several seasons. average price of the "wrapper" last season was 17 cents, which onsiderably higher than the 1921 e.

A Peculiar Case

re is one instance related in packing s of a sale made in the extreme rn end of Lancaster county which, it undoubtedly has a humorous , has yet an element of pathos. A r by the name of Markely, whose eaf was of fine enough quality to irst prize at one of the local fairs neighborhood, was approached by er and asked to name a price for op. Entirely out of touch with the e world, knowing nothing of marnditions and unable in the slightest e to calculate with any certainty he should receive for his leaf in that his operations for the year l show him a profit balance, ely, who grew about 15 acres, that he would consider 15 cents a l for his wrappers a fair price. what amazed that the buyer, with no ing or protestation, agreed on the to buy at that price. Markely was nded a few days later upon learning he had parted with his seedleaf at about 10 cents a pound below the et figure.

A Triangle Incident

the radical, this incident would sh ample material for a long and ing tirade upon the iron heel of the ng industry which grinds the helprower in the dust and makes of him e, subject to the whims of the ruthuyer who pays what he likes for the co that he purchases. For the averacker, the matter is merely a humorne and good for a laugh. For the imal observer, the incident—humorous sthetic as you choose—is indicative existing condition which is good either the packing nor the growing try and which will, if allowed to ue, result in some upheaval which or may not prove desirable.

("Upheaval" or no "Upheaval," the grower should subscribe for a good trade paper, TOBACCO, say, and keep himself posted on market conditions. That would be both wholesome and desirable.—Editor.)

The Supreme Arbiter

The more progressive and intelligent grower realizes that supply and demand fixes the price of his seedleaf and that the buyer is but the helpless instrument of a far more powerful force—the American public. He is a business man, this up-to-date grower, and he knows to a penny what his crop cost him to produce. When he names a price he does it with a fair profit in mind, knowing, however, that a glutted market cannot absorb a season's output at a high price. But this type of grower is more or less of a rarity, and the average tobacco farmer pits himself against the buyer who visits his farm to purchase his crop, with the idea of "do him or he'll do you." We have no wish to idealize the packer for there are many of this gentry who deserve all the hard thoughts of the growing fraternity; but there is a middle ground—and it is a matter of pride to say that the majority of Lancaster packers fall into this category—which the buyer may follow in his dealings with the grower.

Frost Not Serious

That harbinger of disaster, the first frost, which came last week and sent the growers scurrying to the fields to harvest their tobacco and get it under cover before damage resulted, turned out to be a "frost" in the facetious sense of the word. A warm, rainy period set in on the heels of the cold snap with the result that the cutting stopped almost as suddenly as it had begun. The rise in temperature and the moisture have worked wonders with the portion of the crop that was still under-developed and it is likely that the end of the season will see a very good crop go under roof with only a small percentage of unripened tobacco being cut. Growers whose leaf was fully developed and ready for the harvest are holding off since it is extremely injurious to the quality of the tobacco to store it in the curing shed in the midst of a damp, murky period.—KEYSTONE.

Frost Gets Ontario Tobacco

WINDSOR, Ont., Sept. 22.—Essex county tobacco growers face a loss of $1,000,000 from last week's frosts, Justus Miller, county agricultural representative, said today.

Most of the loss will fall on the burley growers, he said. About half of the Virginia leaf crop had been harvested. Loss to the remainder is estimated at 60 per cent, while that of the burley growers will be about 75 per cent. The corn crop will be of average size and excellent quality.

Labor Statistics

WASHINGTON, D. C., Sept. 26.—The Bureau of Labor Statistics of the Department of Labor has just issued its monthly statement of employment in selected industries.

There were 29 chewing and smoking tobacco establishments which reported an employment of 3,650 in August as compared with 3,871 in July, a decrease of 5.7 per cent. The payrolls in these establishments amounted to $54,428 in August

(*Continued on page* 64)

THE MEADS TOBACCO CO.

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W. K. Gresh & Sons

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The Cream of the Rich Northwest Section

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Co-operative Packers and Jobbers

MT. JOY, PENNSYLVANIA

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SCRAP CUTTERS

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The day of prosperity for the Porto Rican Tobacco Industry has arrived

The phenomenal success of many of the advertised brands of "mild Havana cigars" is largely due to the use of Porto Rican Tobacco either exclusively or blended with other tobacco as a filler.

In the past it was not always possible to tell whether the tobacco sold as Porto Rican was all grown on that Island or mixed with a Foreign Tobacco, but now

The Government Guarantees

the source of all tobacco—either in the leaf, scraps, or in cigars—shipped from Porto Rico.

This is done by means of stamps affixed to every barrel or bale of tobacco and on all boxes of cigars or "little cigars."

The White Guarantee Stamp

on shipments of tobacco guarantees that it is of pure Porto Rican growth; on boxes of cigars that the contents were manufactured from tobacco grown on that Island.

For further information write or call

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Grower, Packer and Stripper of the Best

PORTO RICAN

IN-LAND TOBACCO

Juncos, Porto Rico

Correspondence and Inquiries Solicited

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Siboney —*Sept. 18*

	Cases
Park & Tilford	47
Grosvenor Nicholas & Co	13
Central Union Trust Co	37
B. Wasserman Co	7
Stearn Co.	2
Markland & Reed	5
Alpers & Mott	3
A. J. Billin & Co	1
S. M. J. Jackson	1
New York & Cuba Mail S. S. Co.	23

Tobacco from Cuba

S. S. Siboney —*Sept. 18*

	Bales
J. Bernstein & Son	150
D. Stone	26
E. R. Montero	5
Max Schwarz	173
B. G. Davis & Co	54
E. Ellinger & Co	61
E. A. Kraussman	27
E. Spingarn & Co	23
B. Rosenbluth	85
New York & Cuba Mail S. S. Co.	77
	Barrels
American Cigar Co	68
Selgas & Co	23
M. Winter & Co	10
Waitt & Bond	161
E. Ellinger & Co	25
W. K. Gresh & Sons	10
B. Rosenbluth	37
Max Schwarz	65
	Packs
J. Bernstein & Son	117
B. Pfeifer & Co	24
Gallagher & Ascher	21
Yocum Bros.	15

Cigars from Porto Rico

S. S. San Lorenzo —*Sept. 20*

	Cases
Porto Rican American Tob. Co.	276
United Cigar Stores Co	152
A. Moss	3
M. A. Andrè	3
Villar, Lanza & Co	5
Royal Bank of Canada	2
F. Bonilla	4
Porto Rico Express Co	1

Tobacco from Porto Rico

S. S. Lorenzo —*Sep*

G. H. P. Cigar Co	
N. Rodriguez	
Durlach Bros.	
A. Riera & Co	
Villar, Lanza & Co	
Leo Hirsch	
M. A. Andrè	
M. Winter & Co	
F. Lewis Cigar Mfg. Co	
Kohlberg-Gonzales Co.	
F. Domena	
M. Requena	
Max Gans & Sons	
	B
Max Gans & Sons	
M. Requena	
Pedro Costa	
Durlach Bros.	
Lopez & Co	
Ruthenburg, Derizanz & Co	
Industrial Leaf Tobacco Co	
American Sumatra Tobacco Co	
Theyskens & Shaw	
Kohlberg-Gonzales Co.	
Leo Hirsch	
M. Winter & Co	
H. Neuberger Co	
A. Riera & Co	
M. A. Andrè	
J. Klorfein	
E. Ellinger & Co	
Isador Cohen	
Strouse & Holzman	

Tobacco from Rotterdam

S. S. Rotterdam —*Se*

H. Duys & Co	
C. H. Spitzner & Sons	
Manus, Muller & Co	
E. Rosenwald & Bro	
Cullman Bros.	
A. Bornholdt & Co	
Max Maier	
W. Van Doorn	
To Order	
H. Duys & Co	

Tobacco from Hamburg

S. S. Laconia —*S*

Equitable Trust Co	

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PORTO RICO TOBACCO

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Havana Office
Corrales 6, 8 and 1

A. M. SANTIAGO HMNO S. en C.

GROWERS, PACKERS & EXPORTERS OF

Porto Rican Tobacco

P. O. Box 113, Aibonito, Porto Rico

Plantations at La Plata, Aibonito

Tobacco from Port Said

S. S. *Telemachus* —*Sept. 20*

	Packs
Luthi & Co.	20

Pipes from Southampton

S. S. *Berengaria* —*Sept. 22*

	Cases
Dunhill, Inc.	4

Cigars from Manila

S. S. *Telemachus* —*Sept. 20*

	Cases
Freeman & Sons	32

Cigarettes from Port Said

S. S. *Telemachus* —*Sept. 20*

	Cases
McKenney	1
Order	2

Cigarette Paper from Le Havre

S. S. *Independence Hall* —*Sept. 22*

	Cases
& Frank Co.	40

Imports and Exports at New Orleans

The following are the imports and exports through the Port of New Orleans for the week ending Sept. 20:

Stripped Filler from Cuba

S. S. *Chalmette*
M. Trelles & Co. ..... 61 barrels

Scrap from Cuba

S. S. *Chalmette*
M. Trelles & Co. ..... 2 bales

Leaf Tobacco from Cuba

S. S. *Netherlands*
Nathan Elson & Co. ..... 3 bales

Cigars from Cuba

S. S. *Netherlands*
J. Koen & Co. ..... 2 cases

Cigars from the Philippines

San Francisco and Southern Pacific R. R.
W. J. Oberle & Co. ..... 3 cases

Exports

S. S. *Ogontz*
Lisbon ..... 88 hhds. tobacco

S. S. *Edam*
Rotterdam .... 1 box tobacco samples

S. S. *Louisiana*
Copenhagen ..... 50 hhds. tobacco

S. S. *West Jaffrey*
Bremen and Hamburg .... 451 hhds. tobacco

S. S. *Eden*
Rotterdam ..... 3 hhds. tobacco

S. S. *Evanger*
Hamburg ..... 357 hhds. tobacco

North Carolina Production

HENDERSON, N. C., Sept. 24.—According to the Bureau of Markets of the State Department of Agriculture, the forecasted yield of tobacco in North Carolina from the 1923 crop is 355,000,000 pounds, or 696 pounds per acre for 510,000 acres, with a condition percentage of 86 per cent. It is declared that the quality, except where the conditions have been too wet, is good. More than the usual amount of wax was found at harvest. The crop seems to be curing fairly well, except in certain regions where the crop is faulty. In the eastern part of the State, the report says, the quality and yield are not as good as was expected, the continued wet weather being responsible.

The Dark Tobacco Pool Gets Federal Loan

WASHINGTON, D. C., Sept. 21.—Kentucky made its first sizable utilization of the new Federal farm loan facilities today when the Federal Farm Loan Board, after hearing a delegation of Kentuckians, authorized a loan of $2,500,000 to the Dark Tobacco Growers' Co-Operative Association.

The credit will be extended by the Louisville intermediate farm credit bank, a part of the new agricultural relief system established by a law enacted last autumn.

The sum will become available immediately. It is a part of a $4,000,000 credit planned by the association to carry its crop over the marketing period.

At the same time, approval was obtained for a credit of $1,500,000 from the War Finance Corporation. This sum will be used largely in payments to growers in the Green River District. The payments, according to arrangements already made, will be effected at once. The $2,500,000 loan will be used to meet notes held by local banks.

Association in Good Standing to Absorb Credit

R. E. Cooper, director of warehouses for the association, and R. D. Farmer, treasurer, both of Hopkinsville, appeared before the board and convinced members that the association was in excellent shape to take on the credit. They were accompanied by Nicholas Dosker, Louisville, vice-president of the National Bank of Kentucky, and James B. Davis, president of the Louisville intermediate bank.

Application had been made to the Louisville intermediate bank for the loan, but, because of the policy involved, it was deemed advisable to have the Federal board pass on it. Although the association's earlier plan had called for the full $4,000,000 credit from the War Finance Corporation, the fact that that body will soon go out of existence led officers to decide to take advantage of the new credit system. Thus the association is establishing its standing in the new intermediate bank arrangement.

The $2,500,000 loan is for six months. That obtained from the finance corporation will run three months.

Warehouses: Caguas, P. R.

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CABLE: COSTACO P. R.
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Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.

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Barrio Nuevo, Bayamon, P. R.

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EL PRODUCTO *mild*



Not only is there a shape and size of El Producto to suit every taste, but you can offer your customer El Producto in the colors he prefers—with the absolute knowledge that every El Producto is the same mild but distinctive blend—unvarying in quality, in character and in workmanship.

That's why your customers get the El Producto habit—they are sure that the next smoke will give the real enjoyment they seek.

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Indianapolis Branch
235 E. Ohio Ave.

Puritano Fino
13c or 2 for 25c

Detroit Branch
2130 Grand River Ave.

for real enjoyment

Favorita 15c straight

MARSHALL FIELD CIGARS

Distinctive Quality

THE CORAZA CIGAR CO.
HOWARD F. PENT, President
7th & Cherry Streets *Philadelphia, Pa.*

Philadelphia Working With Less Feverish Ru

Cigar Factories Running on More Even Keel, Following Rec Flood of Orders for Fall Stocks—Demand for High Price Cigars Less Active—Various Trade Notes.

PHILADELPHIA, Sept. 25.—Despite the fact that distributors and jobbers, outside the city district, have not been sending in a volume of orders sufficient to carry on the rush which almost overwhelmed the makers at the time the distributors were preparing for increased sales incident to the opening of fall, conditions in the factories generally were reported as having been more satisfactory during the past week than for months past.

There are still aplenty of orders and production has slackened down only to the extent that it was enforced by restricted help, absent from duties in celebration of religious holidays last week as was the case the week before. The outstanding fact, however, is that labor is now much more responsive to urgings to speed up production without sacrificing workmanship than it has been for some time, and, therefore, manufacturing conditions are far more satisfactory to the proprietors.

The larger makers report that there is some decline in the demand for the higher price grades, but an increase for those priced just a little below the top. The benefit to the employers lies in the fact that labor realizing the changing character of the market either through its own observation or because the circumstances have been brought home to it very directly is no longer insistent on being given only the high price grades to make. It is satisfied now if given sufficient of the medium priced goods to keep busy and does not much demur if otherwise lost time can be made profitable in making up the cheaper grades.

Urge Prompt Action

Although the market as outlined is improved, the manufacturers are confident that in the very near future when the holiday business comes in there will be another rush and probable disappointment to those with belated requisitions. Several of them, therefore, during the week sent out advices to their distributors to get in their special holiday orders promptly, in order that there can be certainty of early deliveries, and that advantage can be taken of the present fine conditions for turning out a high grade product in the special packings for the festival season.

Cigar box manufacturers have been continuously busy, turning their attention to the special packings for the Thanksgiving and Christmas trade, while the demand for staple lines has eased off a little.

Leaf Men Wait for Lower Prices

Leaf market conditions of the week showed a very decided slowing down in the placing of orders for immediate delivery and almost as large a one for future deliveries. Those leaf dealers who had previously planned a mid-September journey to Havana to purchase the new crop have postponed their trip until later, hopeful that by so doing they can get the benefit of reduced prices.

Notable Bayuk Activities

There will shortly be placed on the market by Bayuk Cigars, Inc., what it regards as a distinct novelty and one which it anticipates will be most salable. It is a new packing of Philadelphia Hand Made, arranged in convenient pocket package. The labels on the cardboard packs of five cigars, retailing for 50 cents, are identical with those on the regular Hand Made boxes. Ten of these packets are put up in a carton with stand and head piece for counter or show case display, and they are most attractive. A stock of the new packing is on hand and will be ready for distribution some time during the week. The big event of the week in Bayuk affairs was the outing of the Havana Boosters Club in a two-days celebration, in or about a boathouse on the Neshaminy Creek at Croydon, Pa. The Club was self contained; it journeyed to the boathouse headquarters from Philadelphia with its chef and an abundance of raw and finished materials for repast and the 26 members participa including three newly elected, Ed Collins, William Leonard and Fred I enjoyed almost hotel conveniences. Indig had become qualified for initi on the very eve of the outing by promotion as Credit Manager to suc the late William G. Kimber, Jr. D the two days of the outing all manne land and aquatic and indoor sports enjoyed. Among the week's visitor Bayuk's headquarters, 3rd and Sp streets, were Bernard C. Wagner o Wagner Cigar Co., Peoria, Ill.; J C. Baum, Jersey City distributor, a Goldberg, of Coatesville. Victor C. M closed during the week a successful paign for the Bayuk line with Pat McRee, Richmond, Va., distributors

Several of the Philadelphia manu turers and jobbers are interested i financial embarrassment, announced ing the week, of Antonio Terriz Williamsburg, Blair County, Pa., ret

One of the smaller, but very w known, retailers of the Central section, retired from its ranks durin week when Joseph Sussman sold ou establishment at 207 Arch street, w he conducted for many years, t Ratner, new to the trade, but w brother long has been established at and Spring Garden streets. Suss successor at 2nd and Arch streets Berk.

Mrs. Jennie Silberman Teller, known in trade circles, passed away ing the week at the age of 62 in the Palace Hotel, at Atlantic City. She mother-in-law of Jacob Loeb Langs and was a cousin of Frank Teller, of the former well known cigar manu turing firm of Frank Teller & Co.

Morris D. Neumann & Co., 324 N street, are pushing La Flor de T cigars through the mid-west dis particularly. Sales of this firm's Moriso in the middle west are Benjamin F. Loeb, of the Neumann companied by Mrs. Loeb, has jus turned from an automobile trip to M treal and the Adirondacks.

Harry Bayuk Takes Bride

A trip of the honeymoon charact being enjoyed by Harry Bayuk, so the well known cigar manufacturer, uel Bayuk, and his bride, who was Helen A. Jesior, of Elkton, Md. of the wedding caused some surpri the parents, although the young rather vaguely said a few days ago he might bring a wife home. The Mr. Bayuk had contemplated a tri Cuba on the morning following the riage and his son in saying good-by night before made no reference to marriage. He is a salesman for B Cigars, Inc. He took the afternoon but came home to dinner in the eve and presented the bride.

Word was received at headquarte K. Straus & Co., leaf dealers, 301 street, from Adolf Loeb head of the informing the members of the firm o intention to sail from Europe on *Leviathan* this week and is expecte arrive in New York next week. Loeb has been in Europe since Ju and made a general tour of the cou

G. H. P. Factories All Bus

Sales Manager Frank P. Will of th H. P. Cigar Co. is autoing through Hampshire to Bretton Woods. The is on full time operation in all of i factories, and expects to observe the program when its new plant is adde the list.

In the Vanguard

Completed records of the Mar Field Factory, 127 N. 7th street, of w Howard F. Pent is president, shows the past month was the largest in bus done since its establishment. The shall Field is now being marketed sizes, the latest addition being the vincible, a 15 cent product, wra single, in foil, packed in 40's. Later to be packed in 20's. President Pen

returned from a trip through New
State, Ohio and Pennsylvania
e many new distributors were added
e list. Richard Edwards is back
the middle west after a 7-weeks'
and with orders that will keep pro-
on up to capacity for some time.
gel Rodriguez, with Infanzon &
iguez, Mayaguez, Porto Rico, and
York, ran over from the Metropolis
sit the Philadelphia trade last week.
owell & Fryer, retail grocers, with a
cigar department, are now installed
e larger quarters 1517-19 South 17th
having removed from the long oc-
d stand on Chestnut street.
other store in the chain of well
n Brier retail establishments, selling
s and confections, is to be opened
ly in the Philip Schaff Building, now
urse of completion, on Arch street.

York County News

RK, Pa., Sept. 24.—More than half
1923 crop of tobacco in southern
county is now in the sheds. The
ng of tobacco started the week of
mber 10. The York county crop
off to a late start this year and in
to permit the plants to further
re the growers had been occupying
selves with other duties about their
s.

e sudden change in weather about
weeks ago which brought cold nights
threats of frost spread alarm among
growers who at once determined to
and house the most mature tobacco
s. They employed extra labor, in-
ng women and children and worked
into nights to get the tobacco into
sheds to prevent it from being dam-
by frost.

e cold spell has since been followed
varm weather and the farmers, who
not completed the cutting of their
cco are allowing the remainder of
crop to stand. Under the present
favorable weather, there is every
on to believe that this tobacco will
fully mature.

though the York county crop was
ted late and was held back by drouth,
growers are unanimous in the opin-
that it will be as good, if not better,
former years, and good prices are
cted. No sales have thus far been
rted, but tobacco manufacturers and
rs are said to be visiting farms and
ing inspections of the crops. The
ers do not hesitate to show their
cco, because the crop is clean and
er hail cut nor broken. The York
nty crop has also been free from
t diseases, such as are reported from
e of the other tobacco growing sec-
s of the United States. About 2,000
s were set out in tobacco this year
his county, or about 300 acres more
n 1922.

Lancaster County Prices

ancaster county's tobacco crop will
ize big figures this season, which is
nly indicated in the prices now being
d for crops that have passed from the
ds of the growers. Sales are being
le daily and the figures are 25 cents
better in every transaction. The
at of impending frosts is hurrying
work of harvesting the crop and in
ny sections whole families are assisting
the work of cutting the crops now
dy for the knife.

During the past week a number of
s have been reported from the east-
section of the county. Harry Bair,
near Intercourse, sold his crop of two
a half acres to the Hoffman interests
25 and 10 cents, and Peter Clark, of
same section, sold three acres at 25
10 cents. John Long, of near Iron-
e, is reported to have sold 12 acres at 26 and 5 cents. Agents for the buying interests have been in the field for some weeks past looking over the crops and their eagerness to buy is proved by the taking up of crops as soon as they are housed.—*Lancaster (Pa.) New Era.*

Baltimore Market

BALTIMORE, Md., Sept. 20.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND.—Receipts for the week were 1,324 hogsheads, and sales totaled 1,819 hogsheads. All grades continued in active demand with a firmer tone on all desirable tobaccos.

OHIO.—Receipts for the week 90 hogsheads; no sales reported.

Association Data

The Leaf Tobacco Association of Baltimore City, issues these statistics for the week ending September 19:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date	Same 1922
Maryland	1,344	22,759	24,103	22,540	21,430
Ohio	90	961	1,051	973	529
Total	1,434	23,720	25,154	23,513	21,959

Reinspections this week: Maryland, 20; to date, Maryland, 1,563; Ohio, 78.

Deliveries

	Maryland				
	Coastwise and Domestic	Foreign	Total	Ohio	Total
This week	248	1,307	1,555	192	1,747
Previously	4,408	11,135	15,543	1,250	16,793
	4,656	12,442	17,098	1,442	18,540

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1	9,590	3,025	12,615
Receipts since	22,540	973	23,513
	32,130	3,998	36,128
Delivered since	17,098	1,442	18,540
Stocks today	15,032	2,556	17,588

Sales

	Maryland	Ohio	Total
This week	1,819	.....	1,819
Previously	16,059	1,143	17,202
Totals	17,878	1,143	19,021

Mayfield Market to Open on November 20

MAYFIELD, Ky., Sept. 22.—At a recent meeting of the Directors of the Mayfield Tobacco Board of Trade, it was unanimously decided to open the Mayfield Tobacco Market on the 1923 crop under date of November 20.

The 1923 Crop

On account of the recent excessive rains and "Wild-fire" the quality and, of course, the quantity will be considerably reduced compared with early estimates. However, it is difficult, in fact almost impossible, to make an intelligent report as to quality until the crop begins to move. We would not estimate eighty to ninety per cent of the crop harvested.

The 1922 Stocks

The Association controls practically all stocks, of which the larger per cent is held by the organization in the Western District, consisting largely of short to medium lengths and common to medium light colored and nondescript grades, all in good, sound keeping condition. In addition to the Association stocks, we would estimate not exceeding 250,000 pounds visible independent stocks at the various markets of origin, and these stocks are largely held at this market, consisting principally of the short to medium lengths of the snuff style tobaccos. —WRIGHT, SMITH & Co.



Protect that Delicate Aroma

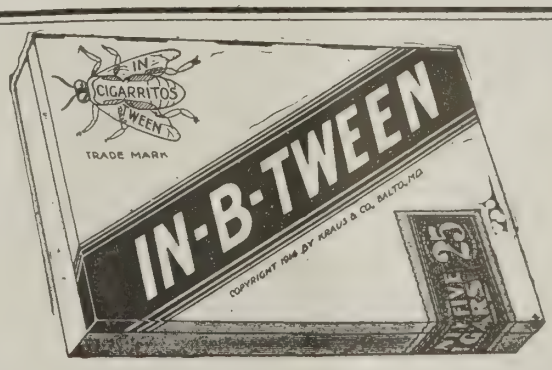
Safeguard your cigars, cigarettes and tobacco by packing them with Diamond F Protective Papers. Good both as an inside or an outside wrapping.

Diamond-F
PROTECTIVE PAPERS

GLASSINE—is noted for its fine transparency and grease proof qualities. This paper is free from wax and is particularly adapted for the tobacco trade. It can be had in either plain or beautiful embossed sheets of various designs. Write today for samples and a quotation on an attractive protective paper that will safeguard your goods and save you spoilage losses.

Diamond-F

Diamond State Fibre Company
Bridgeport (Near Philadelphia) Pa.
In Canada: Diamond State Fibre Co. of Canada, Limited
245 Carlaw Ave., Toronto, Ont.



Five in Foil 25c.

Ten in Tin 50c.

Tins of 25 and 50 as well. Four inches of a 25c. cigar

ALSO MANUFACTURERS OF
FLOR DE MOSS LA TERESA SAY-SO

KRAUS & CO., Inc.
BALTIMORE, MD.

AMERICA'S FINEST LABELS
GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request
H. J. FLEISCHHAUER
68 No. Fourth St., Phila. Pa.
Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N. Y.

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

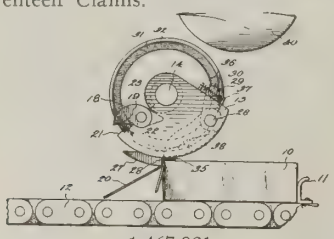
OFFICERS AND EXECUTIVE COMMITTEE

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
William Best, New York, chairman executive committee.
Major G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

Patents

(*Continued from page* 41)

Aug. 9, 1921. Serial No. 490,824. Seventeen Claims.

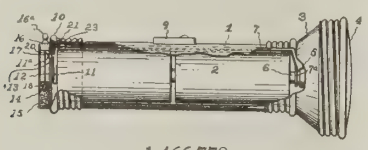


1,467,021

A label applying device, including means for carrying and applying to an article a label with a portion thereof projecting beyond a face of the article, and means connected to the first mentioned means for bending said portion of the label across and in advance of said face in position for subsequent application thereto.

* * *

No. 1,466,779. COMBINED CIGAR LIGHTER AND FLASH LIGHT. Arthur Ernest Anakin, Long Beach, Calif., assignor to Anakin Protection Mfg. Co., Long Beach, Calif. Filed Mar. 15, 1922. Serial No. 544,051. Seven Claims.



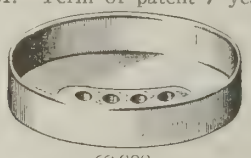
1,466,779

A combined flashlight and cigar lighter comprising a portable battery container and a battery therein, illuminating means mounted upon the container and in circuit with the battery, a closure member for said container, ignition means mounted upon the closure member and arranged to be placed in circuit with the battery when the closure member is applied to the container and a movable contact member upon said closure for actuating the ignition means to effect a spark.

* * *

Designs

No. 62,988. ASH TRAY. William Hanley, East Orange, N. J., assignor to Ferguson Brothers Manufacturing Company, Hoboken, N. J., a Corporation of New Jersey. Filed May 19, 1922. Serial No. 2,321. Term of patent 7 years.

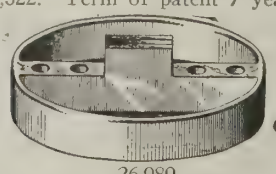


62,988

The ornamental design for an ash tray substantially as shown.

* * *

No. 62,989. ASH TRAY. William Hanley, East Orange, N. J., assignor to Ferguson Brothers Manufacturing Company, Hoboken, N. J., a Corporation of New Jersey. Filed May 19, 1922. Serial No. 2,322. Term of patent 7 years.



26,989

The ornamental design for an ash tray substantially as shown.

Briar Pipe Hearing

(*Continued from page* 45)

shut out entirely the American pipe manufacturer unless he is given some relief.

Leopold Demuth, of William Demuth & Co., pipe manufacturers, and S. M. Frank, a pipe manufacturer, were the principal witnesses today and following their direct testimony they were cross-examined by Mr. Rafter on behalf of the importers and members of the Commission. Both testified that the foreign competition is seriously handicapping their business. They stated that they had not been able to find out definitely what the importers were purchasing their pipes for, but they stated that they had heard rumors, apparently well backed up by facts, to the effect that it was very much cheaper than they could produce them for.—LAMM.

The Pipe Tariff Hearing Up Again Oct. 17

(*Special Telegram to* TOBACCO)

WASHINGTON, D. C., Sept. 25.—The Commission will resume the hearings on the pipe tariff rates on October 17.

Labor Statistics

(*Continued from page* 59)

as compared with $59,033 in July, a decrease of 7.8 per cent.

In six chewing and smoking tobacco establishments which reported for August, 1923, there was an employment of 1,297 as compared with 1,207 for August, 1922, an increase of 7.5 per cent. The payrolls amounted to $36,962 in August this year as compared with $31,335 in August last year, an increase of 18.0 per cent.

In 153 establishments manufacturing cigars and cigarettes the employment in August amounted to 28,780 as compared with 29,620 in July, a decrease of 5.7 per cent. In these same establishments the payrolls in August were $476,059 as compared with $528,695 in July, a decrease of 10.0 per cent.

There were 100 cigar and cigarette manufacturing establishments reporting an employment of 21,185 in August this year as compared with 23,948 in August last year, a decrease of 11.5 per cent. The payrolls in these same establishments amounted to $351,384 in August, 1923, as compared with $422 390 in August, 1922, a decrease of 16.8 per cent.—LAMM.

Greene County

(*Continued from page* 47)

erly Burley tobacco must have a free circulation of air, or it will become house burned, and no matter how fine the tobacco is in the field, if it becomes house burned by crowding in the barn, the price drops to nothing.

The Greeneville tobacco market will open on December 4. There will be two sets of buyers and two sales going on at the warehouses throughout the day, and it is thought that about four million pounds will be sold before Christmas. At an average of 25c., and it is thought the market will be around this figure, Greene Countians will have $1,000,000 for Christmas money, which should buy a very wholesome supply of gifts.



In Perfect Condition

BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.

MADE BY
RACINE PAPER GOODS CO., Racine, Wis.

Connecticut

(*Continued from page* 51)

The officers of the association look for a very busy week, and, from present indications, several large blocks of broadleaf will be sold. The tobacco association had a very fine exhibit of tobacco at the Eastern States Exposition held last week at Springfield, Mass. The exhibit was arranged by Judge Hickey, chief of the Field Service Department, and it was in charge of Mr. Hickey, assisted by his brother, C. M. Hickey of East Hartford, and S. F. Brown of Windsor, Conn., vice-president of the association. A section of a tobacco shed, with green tobacco hanging, was set up with a painted background of a tobacco field; samples of 1922 tobacco grown by members and two four-foot cigars were also in the exhibit. The exhibit was finely arranged and attracted great attention from the thousands of visitors, who learned much about tobacco in its unmanufactured state. Photographs of the fields in different sections of the valley, taken during the past growing season, also formed a part of the exhibit.

* * *

Tops, Not "Gobs"

In quoting the prices fixed by the Connecticut Valley Tobacco Association, on 1922 broadleaf last week, the linotype machine made "Tops" read "Gobs," and it escaped the eagle eyes of our usually alert proofreaders and got into print. But, of course, that does not change the price of broadleaf tops.

* * *

Only a Few Exceptions

Young man don't swear. There is no occasion for it outside of a printing office where it is useful when the paper is behind time. It also comes in handy in proof-reading and is "indispensable" when the ink works bad and the press begins to "buck." It is sometimes brought into use when the foreman's mad; and it has been known to entirely remove the tired feeling of the editor when he looks over the paper after it has been printed. Outside the printing office it is a foolish habit.

Chicago

(*Continued from page* 49)

The brand that is featured is the C cago Motor Club. The entire winc space is given over exclusively to t brand.

Redencion, from Marcelino Perez Co., is just cleaning up at the two sto of A. M. Seckbach & Bro.

A large Webster cigar display has b put in by the Bigenold Drug Co., 4 street and Cottage Grove avenue.

Still Going Forward

Celestino Vega & Co., the well kno manufacturers who make La Vega c Havana cigars in Tampa, have their C cago office and depot at 10 So Wabash avenue. Aaron Straus, the h of the firm is in full charge here. Vega has for years been a big seller h in the clear Havana end and is still of the leaders in its class.

Has Pleasing Personality

Bob Ellis, who for several months p has represented E. P. Cordero & Co., resigned and connected with the N York -Tampa Cigar Co. He will feat Personality Cigars throughout the m dle west under the personal direction W. W. ("Doc") Rosobro.—H. L. H.

To Open New Place

CARLINVILLE, Ill., Sept. 22.—Jos. Ce is to open a cigar and soft drink busin here.

CLASSIFIED ADVERTISING

WANTED—Jobbers for distribution of quality cigar, small size, long filler, hand m retailing at 3 for 10c. Samples and prices mitted by the Mella Cigar Factory, 304 S. St., Louisville, Ky.

SALESMAN wanted for Pennsylvania Philadelphia manufacturer of quality cig Address Box 38, care Tobacco, 10 E. 39th New York.

WANTED TO BUY double stick and ap steel constructed drying machine, in good dition. State length and width. Address J S., Box 351, Lexington, Ky.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXVI. No. 23 NEW YORK, OCTOBER 4, 1923 Per Annum, $3.00 Per Copy, 10c

troit Cigar Production Making Good Headway

Industry Is Progressing on Its Way Toward Rounding Out a Record Output—Sudden Changes in Weather Temporarily Affect Retail Business—Notable Activities.

ITROIT, Mich., Sept. 29.—The cigar dstry in Detroit is fast on its way to- rounding out a record production t923. September production will be cess of August, and August produc- this year was well ahead of the sponding period for 1922. The ap- ching holiday season gives every in- cion of being a winner.

ie sudden switch in weather condi- during the past few days from typi- all weather to the sultry, sticky kind, slowed up retail trade slightly.

Swing Around the Circle

m T. Gilbert, president of Webster r Co., left Sunday night for a trip maha, Kansas City, St. Louis and s in the middle west, to visit his dis- itors. Webster cigars continue to in popularity daily in Detroit, while all other sections shipments are red sent forward by express.

Making Great Strides

Bill" Lakin, general field marshall for tt & Bond, Newark, N. J., manufac- rs of Blackstone cigars, leaves for east. For the past week Mr. Lakin assisted the sales force of C. T. er in promotion work on Blackstone s in the motor city. All three sizes Blackstone cigars have proved their ularity in this market. Cabinet, at a ; Londres and Panatela at two-for- arter, are going well. The House of er has given Blackstone cigars a derful distribution, and the aggres- salesforce of this dynamic associa- has made the Blackstone brand the st selling quality, Sumatra wrapped ce in this market.

Going Strong

Producto cigars made by the G. P. Cigar Co., are going strong in this ket. Reports from the Detroit branch H. P. Cigar Co. on Grand River nue, show this brand going better at any time since it was introduced mokers hereabouts. There has been ortage on the dime size and two for arter.

Makes Good Report

R. Tobin, representing the Falk To- o Co. is back in town after a very essful trip through the state. He re- s Herbert Tareyton and Johnnie ker cigarettes, Serene Mixture, Her- Tareyton Smoking Mixture and r products of Falk Tobacco Co., go- over big. Mr. Tobin will now spend e time in Detroit directing a cam- n on Herbert Tareyton cigarettes.

Gaining Steadily

he Bernard Schwartz Cigar Corp. is ull production schedule at all three ts, and is still behind on orders for . Dun cigars. This brand has shown eady increase in this section during past six months and is now one of first sellers in all sizes.

Holiday Orders

t the San Telmo Cigar Co. plant, con- ditions are practically the same. Robert Bacon, Joan of Arc, Court Royal and Saturday Evening Post cigars are in big demand in all sections and orders are already coming in for holiday packing.

Personality More Popular

Personality cigars, the quality product of New York-Tampa Cigar Co., are going well. John T. Woodhouse, local distributor, reports the demand for all sizes showing a steady increase.

A Healthy Family

El Javana, Dime Bank, Humo, Detroit Hand Made, Miss Detroit and Macico Cigars, the products of Mazer Cigar Mfg. Co., are all big factors in this market. Humo cigars lead the field by a big margin as the swiftest selling eight cent, two for fifteen cent, cigar.

Hava-a Java cigars made by Jacobstein Bros., are being introduced in this territory through N. Nalbaudian & Co., local jobbers and are taking hold very well. Robert Emmet Moriarity, formerly with Fulds Cigar Corp., will act as factory representative for Michigan and Northern Ohio.—JIM.

Vote to Dissolve Griffin Tobacco Co.

HARTFORD, Conn., Sept. 29.—Termination of the corporate existence of the Griffin Tobacco Co. was voted at a special meeting this week at the company's Hartford office, 81 Commerce street.

All of the issue of common stock, 3,000 shares, now owned by the American Sumatra Tobacco Co., was voted by Ambrose Hardenbergh of New York, secretary of the Griffin Tobacco Co., in favor of the termination.

More than 1,200 shares of the 1,500 shares of preferred stock was voted in favor of the termination by persons or by proxy.

No opposition was expressed by any one to winding up the affairs of the company, and the action followed a vote of the directors August 16, at a meeting in New York to dissolve.

It was voted this week to make February 10, 1924, the limit for the presentation of claims against the company.

As a part of the steps to close the business of the company the office and warehouse at 81 Commerce street, and the 1,769 acres of land with buildings, located in Bloomfield, will be sold. The company has raised shade grown this year on 460 of the 1,769 acres. The crop will be sold also.

The capital stock of the Griffin Tobacco Co. is $300,000 in common stock and $150,000 in preferred.

The controlling interest in the company was acquired about four years ago by the American Sumatra Tobacco Co., which also acquired land at the southeast corner of Grove and Mechanic streets and planned to erect a large warehouse. Fred B. Griffin, now general manager of the Connecticut Valley Tobacco Association, was treasurer and general manager of the company for some time, and after the purchase by the American Sumatra Tobacco Co. became a vice-president of the latter company.

The officers of the Griffin Tobacco Co. are: President, William A. Tucker, New York; vice-president, Charles F. Griffin, Bloomfield; secretary and treasurer, Ambrose Hardenbergh, New York; assistant treasurer, F. M. Arguimbau, New York; directors, the above officers and William M. Kahn, Hartford; Julius Lichtenstein, New York; Louis Leopold, New York. Mr. Leopold is chairman of the directors. P. Polumbaum of New York is assistant secretary.

August Internal Revenue Tax Collections

WASHINGTON, D. C., Oct. 1.—Taxes collected on tobacco products in August amounted to $28,907,587.74, as compared with $31,579,015.42 collected in the same month of last year, according to an announcement just made by the Bureau of Internal Revenue.

Taxes collected on large cigars in August of this year amounted to $4,072,201.67 as against $4,150,454.56 collected in August of last year. On small cigars taxes collected this year amounted to $56,259.73 as against $90,747.42 for August of last year. On large cigarettes the taxes collected this year totaled $6,847.35 as against $7,242.78 for the same month of last year.

The bureau's figures also show that in August of this year $17,575,427.25 was collected as taxes on small cigarettes as compared with $19,121,858.95 for August of last year. Taxes collected on snuff of all descriptions for August of this year amounted to $609,460.83 as against $621,865.91 for August of last year. Also the tax collected in August of this year on chewing and smoking tobacco totalled $5,901,600.95 as against $6,843,865.54 for August of last year.

The taxes collected in August of this year on cigarette papers and tubes totaled $110,269.64 as compared with $138,576.48 for August of last year. The special taxes collected on manufactures of cigars, cigarettes and tobacco totaled $573,042.13 in August of this year as against $601,989.03 for the same month of last year and the miscellaneous collections under repealed laws relating to tobacco amounted to $2,478.09 in August of this year as compared with $2,414.75 for the same month of last year.—LAMM.

An Effective Aid to Foreign Trade

WASHINGTON, D. C., Oct. 3.—As an evidence of what the new Tobacco Section of the Department of Commerce is able to do for the trade, a direct sale has been made of 1,000 hogsheads of tobacco to foreign consumers.

A foreign trade opportunity reached T. L. Hughes, chief of the section, a short time ago, which he sent out to the trade and as the result of that opportunity, the sale of 1,000 hogsheads was made. This is only one of a number of instances which have already occurred at the department since the Tobacco Section has been formed.—LAMM.

A Review of the Cigar Leaf Tobacco Situation

By A. LERT

Any disaster which happens to leaf tobacco in the field, whether it be frost, hail or wind, cannot be accurately analyzed at the time. Reports regarding the recent frosts in Ohio and Wisconsin have varied considerably, and on the whole surveys made by intelligent resident buyers from some of the leading leaf houses are not entirely in accord as to the extent of the damage.

Tobacco Frozen in the Shed

There is one thing certain, however, and that is over one half of each of these crops was destroyed and it is problematical at this time to in any way accurately estimate what damage occured to the Wisconsin tobacco that was frozen in the shed.

It is fairly safe to figure on the tobacco that was frozen in the field,—that this will not make leaf tobacco in any shape. However, the tobacco frozen in the sheds may or may not be suitable for binder or filler purposes, and time alone can tell the story.

The Shade Grown Outlook

The Shade Grown Packings are reported to be assorting very fancy light grades which will prove a boon to those who have been more than short of light tobacco for many months. Fortunately, the labor question in Hartford, the Shade center, is better than in years and the probabilities are the tobaccos will be shown, at least the first priming, the forepart of next month.

Pennsylvania Prospects

There has been a decided stiffening in Pennsylvania on old tobacco and there is but a very limited amount left of the 1921 crop, which is fast changing hands.

Havana Situation

The arrival in Havana of some of the larger manufacturers as well as New York dealers has already absorbed an additional quantity of desirable tobacco from this crop and it is quite evident that at the prices the tobacco is moving and with the rapidity, there will be little fluctuation, if any, in price and there will be little available tobacco after the New Year.

Porto Rican Shipments

Shipments of Porto Rico have increased with the arrival of the new tobacco and on all sides—packers, manufacturers and consumers—it is perhaps the most satisfactory crop that has come from this Island in a great many years.

Cigar Production

Business on the whole is steadily improving and in fact a great many factories are now oversold and with the problem on hand, which is always a healthful one, of short shipments and orders in excess of what the factories actually have on hand.

Marcelino Perez & Co. Moving to Tampa

Marcelino Perez & Co., manufacturers of clear Havana cigars in bond, including the well-known Tuval, Redencion and Pontchartrain brands, are removing their business and distributing headquarters from 709 Sixth avenue, New York, to Tampa, Fla., where their factory is situated, and expect to be settled in their new quarters within the next few weeks.

Manuel L. Perez, in charge of distribution, states that there will be no changes in the management, and that each member of the organization will continue to follow his duties, as formerly. He declares that the move has been decided upon to insure constant personal contact with the factory, and that the change will insure prompt and efficient consideration to the trade.

It is anticipated that the factory output will be practically doubled in the near future to meet the increasing demand for the high-grade brands manufactured by this enterprising company.

Fred Marsh, of the sales staff, will continue to operate here as the New York representative of the organization.

A Coming Nuptial Event

A coming event which is arousing great interest in the tobacco industry is the wedding of Miss Margaret Anna Golden, daughter of Mr. and Mrs. Peter Golden, of 361 Eightieth street, Brooklyn, and Thomas F. Sullivan, editor of the *United States Tobacco Journal*, which will be solemnized at a nuptial mass in St. Anselm's R. C. Church, 83rd street and Fourth avenue, Brooklyn, at 10 A. M., Thursday, October 11.

Miss Golden has been for several years secretary to Percival S. Lowe, the well-known Water street leaf tobacco broker, and has gained the respect and admiration of the many clients of this organization by her amiable manner and assiduous attention to the duties appertaining to her position.

Mr. Sullivan possesses a host of friends in the tobacco industry and has made an enviable reputation as an authoritative and trenchant writer on tobacco topics. He is a graduate of Manhattan College, New York, and served in the United States Army during the World War. Before entering tobacco trade journalism, he was engaged in metropolitan newspaper work and conducted classes in journalism and advertising for the Knights of Columbus school here.

The Unfavorable Grecian Conditions

WASHINGTON, D. C., Oct. 3.—The Department of Commerce has a report from American Consul Leland B. Morris at Saloniki, Greece, stating that unfavorable conditions continue in the marketing of the tobacco crop there.

As a result of the large crop this year, the Consul reports, prices of old stocks have declineed, and of the 1922 crop there remains unsold about 1,500,000 pounds of Eastern Macedonian tobacco and almost 1,000,000 pounds from Western Thrace. The Tobacco Merchants' Association, the report continues, has asked the Ministry at Athens to suppress the export tax on tobacco, which would be a large factor in relieving the unsatisfactory situation. —LAMM.

Internal Revenue Collections for August, 1923

WASHINGTON, D. C., Sept. 29.—The following comparative data of tax-paid products indicated by monthly sales of stamps are obtained from the statement of Internal Revenue collections for the month of August, 1923. (Figures for August, 1923, are subject to revision until published in the annual report.)

Withdrawals for Consumption

	August, 1922	August, 1923	Quantity	Per Cent
Cigars, Class A—U. S.	261,671,803	231,043,090	- 30,628,713	- 11.70%
Cigars, Class A—P. R.	8,552,575	6,702,175	- 1,850,400	- 21.63%
Cigars, Class A—P. I.	17,644,400	16,224,387	- 1,420,013	- 8.04%
Total	287,868,778	253,969,652	- 33,899,126	- 11.77%
Cigars, Class B—U. S.	143,480,922	143,453,448	- 27,474	- 1.02%
Cigars, Class B—P. R.	1,547,900	1,999,160	* 451,260	* 29.15%
Cigars, Class B—P. I.	551,750	340,875	- 210,875	- 38.21%
Total	145,580,572	145,793,483	* 212,911	* .15%
Cigars, Class C—U. S.	223,782,597	229,804,667	* 6,022,070	* 2.69%
Cigars, Class C—P. R.	3,591,480	3,732,650	* 141,170	* 3.93%
Cigars, Class C—P. I.	56,928	74,857	* 17,929	* 31.49%
Total	227,431,005	233,612,174	* 6,181,169	* 2.72%
Cigars, Class D—U. S.	9,667,863	9,360,226	- 307,637	- 3.18%
Cigars, Class D—P. R.	5,450	3,500	- 1,950	- 35.78%
Total	9,673,313	9,363,726	- 309,587	- 3.20%
Cigars, Class E—U. S.	2,560,996	2,603,337	* 42,341	* 1.65%
Cigars, Class E—P. I.	580	5,156	* 4,576	*788.96%
Total	2,561,576	2,608,493	* 46,917	* 1.83%
Total, All Classes				
Cigars, Total U. S.	641,164,181	616,264,768	- 24,899,413	- 3.88%
Cigars, Total P. R.	13,697,405	12,437,485	- 1,259,920	- 9.21%
Cigars, Total P. I.	18,253,658	16,645,275	- 1,608,383	- 8.81%
Grand Total	673,115,244	645,347,528	- 27,767,716	- 4.12%
Little Cigars U. S.	60,498,280	37,506,487	- 22,991,793	- 38.00%
Little Cigars P. R.	2,000,000	1,000,000	- 1,000,000	- 50.00%
Total	62,498,280	38,506,487	- 23,991,793	- 38.38%
Cigarettes— U. S.	6,373,890,453	5,858,334,123	-515,556,330	- 8.09%
Cigarettes P. R.	5,030	42,000	* 36,970	*734.99%
Cigarettes P. I.	62,530	141,660	* 79,130	*126.54%
Total	6,373,958,013	5,858,517,783	-515,440,230	- 8.09%
Large Cigarettes U. S.	1,005,642	951,020	- 54,622	- 5.43%
Large Cigarettes P. R.	10,000	30,000	* 20,000	*200.00%
Large Cigarettes P. I.	300	...	- 300	-100.00%
Total	1,015,942	981,020	- 34,922	- 3.43%
**Snuff (Lbs.)	3,454,811	3,385,893	- 68,918	- 1.99%
Tob. mfgd. (lbs.) U. S.	38,020,972	32,786,654	- 5,234,318	- 13.76%
Tob. mfgd. (lbs.) P. I.	503	18	- 485	- 96.44%
Total	38,021,475	32,786,672	- 5,234,803	- 13.76%

**All U. S. Only. *Increase. –Decrease.

Withdrawals for Consumption First Eight Months

	1st 8 Months Calendar Year 1922	1st 8 Months Calendar Year 1923	Quantity	Per C
Cigars, large, Class A—U. S.	1,653,647,782	1,665,360,263	* 11,712,481	* .7
Cigars, large, Class A—P. R.	40,937,570	56,247,550	* 15,309,980	* 37.3
Cigars, large, Class A—P. I.	87,546,670	145,144,710	* 57,598,040	* 65.7
Total	1,782,132,022	1,866,752,523	* 84,620,501	* 4.7
Cigars, large, Class B—U. S.	1,015,278,131	1,073,236,577	* 57,958,446	* 5.7
Cigars, large, Class B—P. R.	5,862,375	6,702,025	* 839,650	* 14.2
Cigars, large, Class B—P. I.	2,873,470	2,919,788	* 46,318	* 1.6
Total	1,024,013,976	1,082,858,390	* 58,844,414	* 5.7
Cigars, large, Class C—U. S.	1,575,168,395	1,714,585,827	* 139,417,432	* 8.8
Cigars, large, Class C—P. R.	31,277,600	31,073,772	- 203,828	- .6
Cigars, large, Class C—P. I.	416,431	1,167,387	* 750,956	*180.3
Total	1,606,862,426	1,746,826,986	* 139,964,560	* 8.7
Cigars, large, Class D—U. S.	68,437,842	74,166,924	* 5,729,082	* 8.3
Cigars, large, Class D—P. R.	209,225	103,100	- 106,125	- 50.7
Cigars, large, Class D—P. I.	1,310	675	- 635	- 48.4
Total	68,648,377	74,270,699	* 5,622,322	* 8.1
Cigars, large, Class E—U. S.	20,021,605	19,018,865	- 1,002,740	- 5.0
Cigars, large, Class E—P. R.	3,000	1,000	- 2,000	- 66.6
Cigars, large, Class E—P. I.	855	7,986	* 7,131	*834.0
Total	20,025,460	19,027,851	- 997,659	- 4.9
Total all classes—U. S.	4,332,553,755	4,546,368,456	* 213,814,701	* 4.9
Total all classes—P. R.	78,289,770	94,127,447	* 15,837,677	* 20.2
Total all classes—P. I.	90,838,736	149,240,546	* 58,401,810	* 64.2
Grand Total	4,501,682,261	4,789,736,449	* 288,054,188	* 6.3
Cigars, small—U. S.	433,906,427	347,195,074	- 86,711,353	- 19.9
Cigars, small—P. R.	9,141,100	8,000,000	- 1,141,100	- 12.4
Total	443,047,527	355,195,074	- 87,862,453	- 19.8
Cigarettes—U. S.	35,444,147,320	42,816,573,166	*7,372,425,846	* 20.8
Cigarettes—P. R.	242,030	263,500	* 31,470	* 13.5
Cigarettes—P. I.	253,807	1,292,410	* 1,038,603	*409.2
Total	35,444,633,157	42,818,129,076	*7,373,495,919	* 20.8
Cigarettes, large—U. S.	10,602,829	11,568,589	* 965,760	* 9.1
Cigarettes, large—P. R.	140,000	346,500	* 206,500	*147.5
Cigarettes, large—P. I.	2,500	1,000	- 1,500	- .6
Total	10,745,329	11,916,089	* 1,170,760	* 10.8
**Snuff (Lbs.)	25,836,256	27,035,777	* 1,199,521	* 4.6
Tobacco, mfgd. (lbs.)—U. S.	261,335,611	255,189,292	- 6,146,319	- 2.3
Tobacco, mfgd. (lbs.)—P. I.	2,137	950	- 1,187	- 55.5
Total	261,337,748	255,190,242	- 6,147,506	- 2.3

**All U. S. only. *Increase. –Decrease.

Waxes Wroth Over Pool Criticism

JOHNSON CITY, Tenn., Sept. 29.—Phil S. Taylor, nephew of two of Tennessee's ex-governors, a farmer and tobacco grower, recently replied to the statement of E. S. Rees, local warehouseman, who in an interview recently declared that in Kentucky he had "talked with many members of the so-called co-operative movement and found, contrary to the propaganda being spread over this section, that there is a great deal of dissatisfaction and unrest among the members."

In his statement, Mr. Taylor says:

"The local papers for some days have carried statements from E. S. Rees, tobacco warehouseman, to which I want to reply.

"Mr. Rees, in common with the organized tobacco buyers and warehousemen of east Tennessee, seems exceedingly disturbed because the farmers of this and adjoining counties are themselves organizing for the sale of their tobacco. These good dealers who have for years made money handling our tobacco are now having fits and 'jim-jams' when the producers of this commodity assert their right to sell co-operatively through their own association, instead of patronizing the warehouses operated by these gentlemen. This attitude on the part of the dealers strikes me as being akin to the attitude once taken by King George of England, who once upon a time advised certain of his American colonists that he was their king; that his will was their law; that his rule and his reign was absolute and that no man or set of men dare be independent of the king!

"Mr. Rees' article is as full of error and evasion as his system of selling tobacco is full of unfairness to the farmer. It is a typical utterance of those who long have dominated the tobacco business and who are more interested in getting profits out of the farmer than in getting profits for the farmer. His article is also somewhat tinged with humor w we consider the fact that in it he line so fraternally with the tobacco peopl Greeneville, against whom he has w a relentless war for the last ten ye This humor is made even more deli ful when we behold the pin-hooker Greeneville playing Jonathan and D with Mr. Rees.

"Mr. Rees' first error lies in the st ment that the Burley Association yet on hand of its 1922 crop 65,000 pounds. Mr. Rees should have st that the association yet holds about 000,000 pounds and that they han 197,000,000 pounds through the pool that this 40,000,000 pounds is largel the higher grade tobacco which wil all probability soon be sold at from to 60c. per pound. It might be wel state here that the association has ways sold its entire holdings prior to opening of the buying season for the ceeding crop. It might also be wel remind Mr. Rees and the farmers of country that the pool handled aroun per cent of the total Burley produc of last year and that it is absolutely tain that it was only because of the that this tobacco was pooled and sol safe methods instead of on the auc floor that the price of all tobacco did go to pieces. It is also a significant that tobacco is the only one of the st commodities produced by the Amer farmer which has not sold away u the cost of production since the W War. There is hardly the shadow doubt that it is the Burley pool an alone which has stabilized the tob market during the last two years averted a repetition of the disast prices paid the farmers in 1920. No can deny that the pool prevents flo markets and protects against ruinous clines in prices which are the logica sults of dumping tobacco on the au floor in the manner practiced on the markets.

"Mr. Rees states that the selling of the association are between $1.50 $2 per 100 pounds and that these p

e way above the cost of handling to-
e under his system. If Mr. Rees
daken the pains to look up the facts
ould have found that the actual ex-
n of handling the pool tobacco was a
l less than 90 cents. He would also
v found that not a bank in Kentucky
lning money on tobacco warehouse
ots at more than 6 per cent and that
i the first time in the history of the
:co business when a tenant farmer
n go to his bank and get credit there
is crops. All men with whom I
k in Kentucky were agreed that the
m which thus enabled the tenants to
t loans without sacrificing their
had been a great stabilizing influ-
on business conditions.

"r. Rees then takes a fling at J. C.
c and Ralph Barker, officials of the
ry Association, and intimates that
are robbing the farmer on salaries.
e grant these men are paid $40,000
ar for selling about 200,000,000
ds of Burley for the 90,000 farmers
belong to the pool, I should like to
nd Mr. Rees that if he handled all
tobacco through his tobacco ware-
e at 30c. per pound, his commission
o at rate of 3 per cent would bring
n in $1,800,000. And as his fees for
hing tobacco run around 20c. per 100
ds, he would pick up another $400,-
(or weighing. In other words, Stone
Barker would mop up more than
0,000 instead of only $40,000 if they
l sell the Burley in their pool in the
way that Mr. Rees would sell it in
s warehouse! How would that salary
2,200,000 suit Friend Rees and his
s? By the way, it is very interesting
ote that Mr. Rees last season sold
thing over 80,000 pounds of tobacco
is warehouse in Johnson City at a
range around 28 cents per pound.
brought, gross, around $225,000. At
r cent his commission on this was
t $6,750. He charged, at 20c. per
pounds, about $1,600 for weighing
crop. Thus the tobacco growers of
county and others around paid Mr.
about $8,350 for the rare privilege
rading with him for about four
ths last winter! As J. C. Stone,
ident of the Burley Association,
s a salary of $24,000 per year, the
reader will at once see that Mr.
was paid more in proportion for his
months of service to the tobacco people of this country than Mr. Stone was paid for handling more than 200 times as much tobacco for the farmers of Kentucky, Tennessee, Ohio, Indiana, West Virginia and Missouri! Does the kind reader now wonder why Friend Rees, almost with tears in every word, begs and pleads with the farmers of Washington County to stay out of the pool?

"Next, Mr. Rees grows very sarcastic about Aaron Sapiro, the California attorney who organized the tobacco pool. It is enough here to state that this is the same Mr. Sapiro who first organized the first fruit growers' pool in California which has liberated the orange, prune and lemon grower of that state from their bondage, has revolutionized their marketing system, made them prosperous, built up their country and raised California bank deposits into third place in all the United States. He is also the same Sapiro who is now assisting the wheat growers of the great Northwest and Canada in their attempts to pool their wheat and thus avert the bankruptcy which hangs over them. Shame upon the man who would deride the work which this man Sapiro is doing to better the conditions of the producing masses all over our land! Mr. Rees next gloomily states that there is a movement on foot in Kentucky to cut out next year's tobacco crop, and says that the pool members will be forced everywhere to reduce their acreage. If Mr. Rees had read the contract which the farmers are signing who join this pool he knows very well that there is no such power vested in this organization. And he also knows that arbitrary commands such as he speaks of are clearly illegal and could not be enforced.

"I wonder why Mr. Rees has only talked with two of the committee who went over to Kentucky. There were, as I recall, eleven men from Washington and Carter counties who made this trip. In addition to Squire Moore and Mr. Matthews, named by Mr. Rees as being opposed to the pool, there were: Squire M. M. Mauk, D. B. Pence, Henry C. Black, Ross Smalling and his brother, George Treadway, George Anderson, W. G. Boren and myself. I suggest that any man interested talk with some of these parties. We spent nearly a week, traveled through five or six of the big Burley counties and found only one man who opposed the pool. We talked with men from all classes—from poor tenants to multi-millionaires, like ex-Senator Camden. We chose our own routes of travel and questioned whomsoever we desired to question. We were free and unfettered and every avenue of information was open to us. It is little short of insult for Mr. Rees to insinuate that we were either hoodwinked or deceived. On our return we reported to the Chamber of Commerce of Johnson City, which had asked us to make the trip. This report was practically unanimous as to all essential points concerning the pool. It is true that Mr. Mathes stated that he would not join the association unless 75 per cent of the tobacco men of this county signed up. Esquire Moore has since repeatedly stated that his reason for not joining was that he did not feel free to sign the contract himself until his tenants agreed to do so. It is safe to say that if these gentlemen really oppose the organization they do so because of local conditions and not because of anything they heard or saw in Kentucky.

"Mr. Rees takes his final fit in reviving the ghost of the distant Night Rider days. By inference he would lead us to believe that this band of 90,000 farmers scattered over the six Burley producing states are not law-abiding citizens, but desperate characters bearing the blazing torch and wielding the deadly dagger of anarchy. Mr. Rees knows as well as any other well-informed man that this organization does not countenance, aid or abet lawlessness, disorder or mob violence. He also knows that the very reverse of this is true and that the Burley Tobacco Growers' Co-operative Association really represents a great, enlightened and well-organized movement on the part of the producers of this commodity to better their economic and social condition. It is not too much to assert that the mind of all of those who have studied the rural problems of the world have reached one large, definite conclusion, and that is that only through the instrumentality of co-operative marketing can the farmers of the world avoid ultimate serfdom.

"In conclusion, I believe that the Burley Association now being so bitterly assailed by the entrenched forces of greed is a long, long step in the right direction for our people to take. That it will ultimately gather into its ranks the great body of our farmers and by its better, safer, surer methods of marketing vastly improve their conditions, I have not a single doubt.

"Finally, if Mr. Rees or any of his allies would care to, I should be glad to have them meet me at Johnson City, Jonesboro or any other point in this county where we can publicly discuss this matter at greater length before the farmers of this county. Such a discussion would afford more time for both of us than newspaper space will permit, and I feel that the farmers of this county are entitled to a full, frank and fair discussion of the issues involved."

Big Demand for Porto Rican

Isador Cohen, leaf dealer and packer, of 145 Water street, is experiencing a big demand for Porto Rican tobacco.

Opens New Establishment

TERRE HAUTE, Ind., Sept. 29.—Charles Metcalf has opened a new cigar and confectionery business here.

The Production Figured for August, 1922-3

WASHINGTON, D. C., Oct. 2.—The Bureau of Internal Revenue has announced that in August this year there were 616,-264,768 large cigars manufactured as compared with 641,164,181 manufactured in the same month of last year. Also there were 37,506,487 small cigars manufactured in August this year as compared with 60,498,280 manufactured in August of last year. The Bureau's figures also show that in August of this year there were 5,858,334,123 small cigarettes manufactured as against 6,373,890,-453 manufactured in August of last year. There were also 951,021 large cigarettes manufactured in August this year, the Bureau announces as compared with 1,-005,642 manufactured in August of last year.

There were 3,385,893 lbs. of snuff manufactured in August of this year as compared with 3,454,811 lbs. manufactured in the same month of last year. Also there were 32,786,654 lbs. of tobacco manufactured in August of this year as against 38,020,972 manufactured in the same month of last year.

There were 12,437,485 large cigars manufactured in Porto Rico in August this year, the Bureau announces, as compared with 13,697,405 in the same month of last year. Also there were 1,000,000 small cigars manufactured in August this year as against 2,000,000 in the same month of last year. There were 30,000 large cigarettes manufactured in August in Porto Rico as against 10,000 last year and 42,000 small cigarettes manufactured as against 5,030 in August of last year.

The Bureau also announces that in August of this year there were 16,645,275 large cigars manufactured in the Philippine Islands as compared with 18,253,658 manufactured in the same month of last year. In August also there were 141,660 small cigarettes manufactured as compared with 62,530 in the same month of last year. There were no large cigarettes manufactured in the Philippines in August this year according to the Bureau, while in the same month last year there were 300 manufactured.

To Appeal Porto Rican Stamp Case

WASHINGTON, D. C., Sept. 21.—An appeal will be taken in the October term of the Supreme Court by José E. Benedicto, as Treasurer of Porto Rico, against the final decree of the Federal Court for the District of Porto Rico, granting a permanent injunction against the Porto Rican Government from requiring guaranty or other stamps on Porto Rican tobacco or tobacco products under authority of an Act of May 13, 1921.

The plaintiff in the case is the Porto Rican-American Tobacco Co. of Porto Rico, which secured the injunction on the ground that the act authorizing the stamp is null and void and obnoxious to the Organic act of Porto Rico in that it undertakes the double object of protecting Porto Rican tobacco against fraud through a system of inspection and at the same time to raise $100,000 annually for another and distinct purpose, an advertising campaign through the New York agency.

The War Department, acting on behalf of the Government of Porto Rico, will contend before the Supreme Court that the act in question is not both a revenue law and an inspection law, and therefore is not obnoxious to the Organic act.

Pipe Sales Are Increasing

Pipe sales show a considerable increase over last year, leading manufacturers say. Preference is given to briars in the dark Italian finish. The Eastern trade likes straight stem pipes, while the West is inclined to the bent variety and New England to the "poker" pipe. Leading bowl types are the Hungarian, the ball and the egg shapes. Better quality merchandise is in demand. Pipe sets are beginning to move well for the holiday trade.—*New York Times.*

uth Carolina Auction Tobacco Sales in August

COLUMBIA, S. C., Sept. 29.—The South Carolina Department of Agriculture, mmerce and Industries, has issued its report showing the tobacco sales during gust, at 27 auction warehouses, on 20 South Carolina markets.

The report shows that the average price secured for tobacco sold for producers he auction markets, was $23.80 per hundred pounds.

The report includes the independent warehouses only. The Tobacco Growers operative Association does not make its report until the end of the season.

th Carolina Tobacco Report—Total Sales by Producers, 1914 to 1923, Inclusive

r	Pounds Produced	Amount	Average Rate
4	39,478,421	$ 3,881,233.54	$ 9.83
5	37,924,396	2,760,982.18	7.28
6	20,079,903	2,813,448.87	14.11
7	51,080,083	11,794,431.78	24.09
8	62,173,631	19,311,497.98	31.06
9	81,156,470	18,548,559.15	20.10
0	66,342,611	15,805,685.43	23.80
1	43,533,586	4,881,028.03	11.21
2	42,586,756	8,743,061.00	20.53
3*	25,710,383	6,118,208.69	23.80

*Covers sales for August only.

Tabulated Tobacco Sales on the South Carolina Auction Markets During August, 1923

MARKETS	Sold For Producers		Sold For Dealers		Sold for Warehousemen		TOTAL SALES	
	Pounds	Amount	Pounds	Amount	Pounds	Amount	Pounds	Amount
news	651,794	$ 147,324.96	10,050	$ 2,557.76	55,684	$ 13,652.04	717,528	$ 163,534.76
ay	1,562,599	376,938.41	136,710	30,206.45	61,776	14,671.23	1,761,045	421,816.09
ington	926,481	186,905.84	51,261	10,245.87	41,771	7,521.53	1,019,513	204,673.24
h	1,262,971	289,304.47	38,604	9,657.86	33,472	6,385.90	1,464.035	335,624.28
ence	460,238	94,350.81	24,160	5,438.40	27,578	4,522.84	511,976	104,312.05
ville	288,390	62,371.75	.....	.....	28,580	4,837.34	316,970	67,209.09
ingway	552,430	130,839.56	32,422	8,067.27	44,298	9,408.49	629,150	148,315.32
sonville	731,474	169,996.77	25,414	6,248.18	90,152	23,432.76	847,040	199,677.71
street	1,579,616	341,296.65	188,978	43,521.32	105,672	22,267.93	1,874,266	407,085.89
City	5,447,222	1,367,181.29	488,970	111,001.18	459,646	88,631.96	6,395,838	1,566,814.43
View	415,283	111,102.25	12,148	3,401.44	23,964	5,857.04	451,395	120,360.73
ur	709,940	151,680.22	51,212	11,839.50	62,828	13,506.46	823,980	177,026.18
o	1,422,516	345,774.32	141,886	35,873.39	101,350	21,378.52	1,665,752	403,026.23
on	573,630	118,859.95	15,760	3,218.36	63,492	12,733.28	652,882	134,811.59
ing	1,422,120	302,597.12	35,374	7,571.19	79,808	16,334.41	1,537,302	326,502.72
ons	4,685,724	1,219,193.83	343,010	86,615.56	279,350	65,672.70	5,308,084	1,371,482.09
ols	551,656	139,156.33	35,642	7,453.56	.....	.....	587,298	146,609.89
ta	701,424	173,027.76	24,838	5,285.15	131,565	29,192.68	857,827	207,505.59
ver	233,001	39,476.42	13,203	2,383.56	20,526	4,305.27	266,730	46,165.25
nonsville	1,531,914	350,829.99	166,496	39,267.28	120,618	24,574.05	1,819,028	414,671.32
TOTAL	25,710,383	$6,118,208.69	1,836,138	$429,853.28	1,961,118	$419,162.48	29,507,639	$6,967,224.45

"We hasten to thank you"

The American Tobacco Co.
INCORPORATED

"We have the latest sales reports of Blue Boar Cigarettes—very gratifying, indeed.

"Part is due to the wonderful cooperation of dealers in displaying Blue Boars—part to the cigarette itself—and now we've begun to advertise it.

"To show our appreciation we have authorized our Division Managers to give $150,000 in cash to dealers who display Blue Boars on counters.

"Thousands of dealers have already been visited—but if by chance you have not been presented with an award—just drop us a postcard saying that you have Blue Boars on display, and our local Division Manager will call on you—with cash in his hand to give you if they are displayed on your counter when he calls.

"Blue Boars are winning a leading position—increasing success. This means extra profit for you."

BLUE BOAR
English Blend Cigarettes





CHRISTMAS BOXES

Will

Increase Your Cigar Sales

We will originate a design that will retain the characteristics of your cedar cigar boxes—assure recognition and fill your patron's preference for this more convenient style of package.

PRACTICAL AND MODERATELY PRICED

THE ROCHESTER FOLDING BOX CO.

Main Office and Factory: ROCHESTER, N. Y.

BRANCH OFFICES: New York Boston

After all nothing satisfies like a good cigar

BRANCH OFFICES: Syracuse Philadelphia

rida Rotarians Interested In Bright Leaf

KE CITY, Fla., Sept. 29.—At a re- meeting of the Rotary Club the ion of bright tobacco growing in mbia County was fully discussed the view of interesting our farmers e growing of tobacco. A committee appointed to investigate the matter, ing all possible information as to ing, caring and marketing. Alex , a member of the committee, had ared a questionnaire covering prac- y every phase of the tobacco indus- which was sent to W. L. Taylor, ber of the Gadsden County Tobacco at Quincey, Fla., with the request all possible information be fur- d. Mr. Taylor, who has been en- d in tobacco growing in this state number of years, contributes in the wing article valuable information in ection with the growing of tobacco, h is well worth careful reading by interested in tobacco culture:

right tobacco is used exclusively for ettes, pipe smoking and for chew- The grades unfit for these purposes aps finding their way into snuff fac- s.

he finest leaf possessing certain qual- is used as a wrapper for plug to- or twists. The bulk of the better es are prepared and manufactured cigarettes, and the remainder is pre- l for pipe smoking or for plug.

reparation of seed beds, growing the s, preparing land for crop trans- ing and cultivating, are all practi- the same as for cigar types, except less fertilizer is required, and the vation is not necessarily quite so in- ive.

find it a little difficult to answer orically your questions and at the time give just the information that d be most helpful, so I submit the wing, which I think embraces an- s to practically all of your queries. eed beds should be prepared in the part of December or early in Jan- . Select a naturally moist but well ed location, preferably along the in of a stream or pond, and far enough from any cultivated lands to be free from seeds of weeds and annual grasses. Enough wood, preferably hard wood, such as oak, etc., should be piled on the plat to cover the entire surface with two or three layers so as to burn up clean. This burning over the bed will destroy most dormant insects and their eggs, kill roots of shrubbery and perennial grasses, and sterilize the soil. The ashes are rich in potash and lime and correct any undue acidity of the soil and afford food for the young plants. After the burning, when the soil has sufficiently cooled, a good application of a complete commercial fertilizer should be applied broadcast, and chopped in lightly with hoes. The soil should be thoroughly pulverized and raked very fine for a depth of about two inches, laid off in beds three feet wide, any desired length, and slightly raised, with a fifteen inch space between beds as a walk way.

"When the bed is well prepared the seeds should be planted by thoroughly mixing a level teaspoonful of seed with a half peck of cotton seed meal or very slightly moistened sand or ashes, or some similar medium for obtaining an even distribution of the seeds. After seeds are thoroughly and evenly mixed with cotton seed meal or earth, sow as evenly as possible over bed, allowing the quantity named above for forty square yards. After seed are broadcast on the beds, they then should be well firmed by packing with a board or tramping them in with the feet. Beds should then have a covering of cheesecloth raised at least two feet from the ground. Where large beds are required it is better to have cheesecloth high enough above beds to permit of walking upright under the cheesecloth.

"Surface of beds must be kept slightly damp from time of planting seed until plants are up and have had several days growth, otherwise the little plants will die. At any time before setting should the beds become too dry, growth will stop, and it will be necessary to frequently water the beds.

"For the crop, select a well drained plat, and run rows so that water after heavy rains will drain away. Plow and harrow thoroughly as for any truck crop. Bed as for corn, with rows four feet apart. Apply two-thirds the fertilizer in water furrow list on with turn plow, open list with shovel after a few days and relist. Leave in this condition until ready to plant. Then repeat this treatment and knock off top of list with board, such as is used for covering cotton. Set plants on this flattened list about eighteen inches to two feet apart. Transplanting is not different from the transplanting of other plants, except that they should be well watered. The plants will be tender and should be given the best start possible. The transplanting should be done the latter part of March and early in April, and the plants four to six inches high at time of transplanting.

"Cultivation should be about the same as for cotton, but rather frequent. Apply remaining fertilizer on sides of row at first plowing after transplanting.

"As soon after transplanting as the plants begin to show new growth they should have a pinch of poisoned meal put in the bud of each plant. This may be done with the fingers or a perforated tin can (an old tomato or baking powder or similar can with nail holes in the bottom and wired to a stick of convenient length) containing the meal can be shaken over each plant. This to destroy bud worms and cut worms. For the best results this should be repeated weekly or oftener. It is absolutely essential in growing cigar wrappers to poison in the bud twice a week. Some growers of bright tobacco do not poison the buds at all. But it pays to do this. Use a tablespoonful of paris green thoroughly mixed with a peck of sifted corn meal. Once a week, or oftener if worms appear, the crop should have a dusting of paris green or calcium arsenate. This is applied with a "dry powder duster," or "blow gun," and a good man can easily poison fifteen acres a day with this implement. It is not, however, effective against budworm injury.

"When the bloom buds first appear in the top of the plants, every plant should be topped—that is, the top of each plant containing the embryo buds should be pinched out. In a short time after this the crop will be ready for harvesting. This should be from the first week in June till the last of July.

"The amount and kind of fertilizer per acre will vary according to the character and fertility of the land on which the crop is to be grown. Light land that will yield twenty bushels of corn per acre would require one to one and a half tons of commercial fertilizer per acre. This must be composed only of certain elements that experience has proven are not obnoxious to the plant, and that will promote growth and the development of desired qualities in the leaf. Cow-penned land that is rich enough, with a small application of high grade sulphate of potash, should make excellent tobacco. Plenty stable manure would take the place of cow penning. But it is probable that formulas used in the south Georgia district would suit your conditions.

"The yield per acre is from 500 pounds to 1,500 pounds. An average of 800 pounds is considered good. The past two years' prices have been good, averaging, I am told, about 30 cents.

"Satisfactory crops of bright tobacco have been grown on a great variety of soils. The only safe guide is a trial. In a general way, a light pebbly surface soil, with a porous clay, or sand and clay subsoil, is considered best. Alluvial soils containing plenty of vegetation or decomposed organic matter, with good drainage, is ideal.

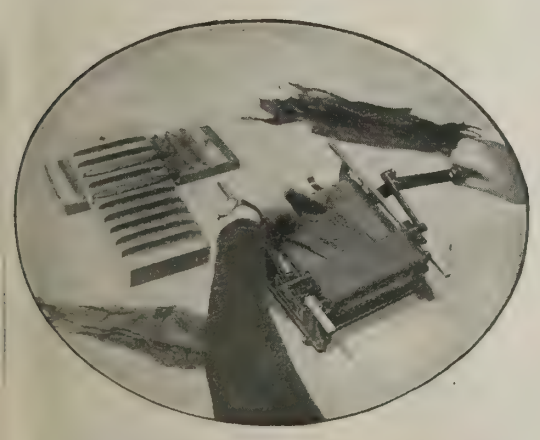
"The labor cost per acre for growing the crop should not exceed $40, estimating labor at $1.50 per day.

"Bright tobacco is subject to the same insect pests that attack our cigar tobacco, but the value is not reduced to the same extent by reason of the leaf injury.

"This type of tobacco is also subject to all the diseases that affect cigar tobacco.

"Owing to the fact that it is grown in the open, and the sunlight has better access to the soil, fungus diseases are per-

(*Continued on page* 36)



WOLVERINE BUNCH BREAKERS

A *Whale* for *Work*

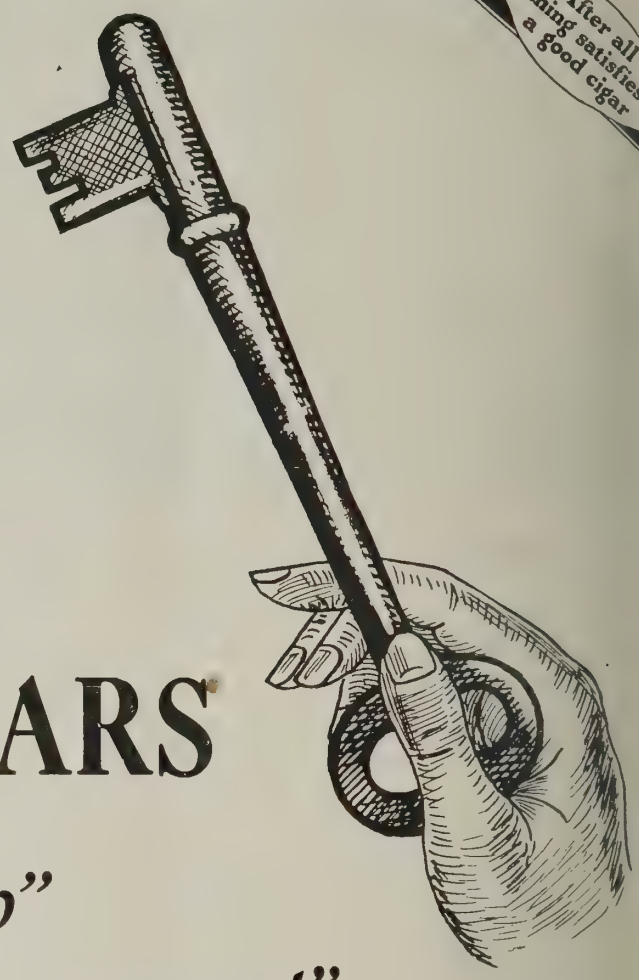
This little machine — no bigger than your hat — is a mighty big factor in producing the profits of our many satisfied customers. Saves 35% of the binders and increases production actually 40% over hand work. A WOLVERINE BUNCH BREAKER *on trial*, pays for itself in thirty days. Price $20.00.

PULTE-KORRECK MACHINE CO.

Grand Rapids, Michigan

After all nothing satisfies like a good cigar

The Key to larger profits in your balance sheets!!!



GERMINAL CIGARS

"The pick of the Crop"

"As sweet as a nut"

Do you know that we do not allow any of our goods to remain in our Jobbers' stock-room over 45 days?

Any stock on hand at that time automatically becomes our property.

Do you know that we have more than fifty Jobbing Houses who exclusively control this Brand in their respective territories?

Won't you investigate?

We solicit your consideration of this high grade merchandise selling at competitive prices.

FRANK E. CHILDS & BRO. Inc.

Agents for the Germinal Cigar and Cigarette Factory Co., Ltd., Manila, P. I.

79 Front Street. ∴ ∴ ∴ ∴ New York

ERNEST J. MOSS, Manager Cigar Department

After all nothing satisfies like a good cigar

After all nothing satisfies like a good cigar

Cleveland Business Going Along Very Smoothly

General Conditions Are About All That Could Be Desired—Labor Situation On Satisfactory Plane—Side Lines Are Helping to Swell Cash Receipts—Trade Doings.

CLEVELAND, Ohio, Sept. 29.—Business conditions in general are about all that can be desired through this way. With labor troubles at a very low figure; no unemployed to speak of, and wages at par it is no wonder that Old Man Business is going around the course with a series of eagles and birdies. The general tone of affairs is being reflected, too, in conditions in the cigar, cigarette and tobacco game. Dealers are, or almost all of them, feeling the same way about business as the embryo Sarazen who made 100 for the very first time. And say Man! It's a beautiful feeling. Brands with a quick turnover are naturally getting the pole position in the race and are meeting with a major portion of the dealers' attentions. Dealers find that the brands with the quickest turnover are those of standard reputation and quality. Side line, or specialty lines, are still proving themselves vital factors in the business of many of our local retailers. Humidors, brushes, gum and candy are live articles that are making good. In this respect, too, complete lines of sporting goods are making the cash registers ring even more joyfully. All of these are very valuable additions to the money making lines that seem to pay every dealer who investigates them.

Advertising Campaign

The J. C. Newman Cigar Co., in a big advertising campaign on their John Silver cigar, offered a cash award to the dealer showing the best window display of that brand. Louis Klein was the winner.

In Our Midst

Right in the thick of things, cigarly talking, was Herb Mesick who comes here in the interests of Cuesta, Rey & Co. Mr. Mesick has things going in fine shape through this territory and Cuesta-Rey's and White Heathers can be seen in nearly every good store in this neck of the woods. The stores that haven't got them have their orders in and are awaiting delivery from the busy factory.

Detroit Hand Mades

Saw Tom McDonald in town here the other day. He is sponsor for the fine showing Detroit Hand Mades have made in this territory, and was more enthusiastic than ever about the wonderful way orders keep coming in day after day, his wildest dreams never picturing the fine success this brand has been in this market. The Baer-Wolf Co. takes care of the distribution end of this Mazer product.

With Mendelsohn Co.

Comfort Schwartz, very well known cigarman through here, has joined the sales force of the Mendelsohn Co., local manufacturers. He will lend his knowledge of the game, his hard work, and his winning personality to the promotion of Paramount and Decision cigars.

Back in the Game

R. E. Herberson, after a short respite from the cigar game is back on the job again with the selling staff of the Associated Cigar Manufacturers and will see that Rey-Omas get the right sort of handling.

Harry Burrows On Job

Harry Burrows, Falk Tobacco Co. representative, is back with us again, after being out for a while on the sick list. Mr. Burrows is our idea of a real hustler, and the big success of Tareyton cigarettes and Johnny Walker tobacco and cigarettes is almost entirely due to his never tiring work.

Two Big Sellers

"They are our best sellers," a very prominent local cigar merchant told me. He was talking about San Felice and El Verso, the Deisel-Wemmer Co.'s twin sellers. From the many reports this cigarist is not alone in his experience. The Weideman Co. takes care of all local orders for these brands.

Back Again

Charley O'Donnell returned just the other day from a month's long trip over his big territory and has nothing but good news to tell us about the fine way things are going for Phillip Morris and English Oval cigarettes.—HERB.

Western Business Good

Julius Marqusee, of Julius Marqusee & Son, Inc., 141 Water street, has returned from a comprehensive tour of the West. Mr. Marqusee found business conditions very satisfactory, and is optimistic regarding the future of that section of the country.

Booking Up-State Orders

Leopold Holzman, of Strouse & Holzman, 197 Water street, leaf dealers and importers, is visiting the principal cigar manufacturers of New York State this week, and is booking some good orders.

Returns from Cuba

George M. Beyea has returned from Cuba, after surveying conditions on the island for S. Ruppin, Inc., importers of Havana tobacco, of 175 Front street.

Buys Fancy Wrappers

Louis Sensenbrenner, of A. Sensenbrenner & Sons, cigar manufacturers, of San Diego, Cal., arrived in New York last week, and has replenished his stock of fancy wrappers by making judicious purchases in the local leaf market.

A Gentleman's and Sportsman's Smoke



MATOAKA

BLUE RIBBON TOBACCO

in 15c tins and pound tins

AND

MATOAKA CIGARETTES

Now Sold at 20 for 20c.

Nationally Approved by Discriminating Smokers

PATTERSON BROS. TOBACCO CORP., RICHMOND, VA.

EMANELO

Highest Grade

Conn. Shade Wrapped Havana Filled Cigars



Backed By Thirty Years' Honest Cigar Making



LAWRENCE BARRETT

Wrapped With Finest Quality Sumatra Havana Filled

D. EMIL KLEIN CO., Inc.

438-440 E. 91st STREET, NEW YORK

Arthur Bornholdt & Co.

Importers of

SUMATRA

139 Front Street New York

Amsterdam

Frascati-Nes

Alfred W. Penner
Western Representative
Room 416, 186 North La Salle St.
CHICAGO . . . . ILL.

Read Tobacco and Keep Up-to-Date



Trade Mark Registered

BARKING DOG NEVER BITES
"Smoking Mixture"
and
Cigarettes

NOW IN POPULAR DEMAND
EVERYWHERE

THERE IS NO SUBSTITUTE

The Barkmahn Co. Inc.,
1169 Broadway New York

San Francisco Trade Is Hopefully Marking Ti

Fire and Water, Two of Nature's Blessings, Have Brought Bu ness to a Temporary Slow-Down—Overhead Expense S Stays Over Head—Promotion Activity Keeping Up.

SAN FRANCISCO, Cal. Sept. 25.—While fire and water are absolutely necessary to a certain amount of human activity and enjoyment, it is very essential that the fire and water should be at the right time, and in the right place. So when fire after fire swept over different parts of central California, destroying homes and timber, and sweeping away fifty odd blocks of Berkeley's beautiful residence district, people considered that it was too much and at the wrong time and in the wrong place.

Rain Threatens Damage

And now the rains are coming at the wrong time and the wrong place, threatening damage to ungathered crops, especially in the bean fields and the raisin districts. About $17,000,000 is the estimated toll of the fires. This seems large in itself, but after all, it is but a small fraction of the accumulated wealth; liable temporarily, however, to curtail some of the unessential expenditures of quite a body of people, while replacing homes, clothing, furniture, etc.

Such things produce a check sometimes more psychological than real; but the trade in San Francisco has really a mark-time spell; not really falling off, but showing little sign of the fall gain that is bound to come.

Expense Not Conducive to Chain Elongation

There is still some complaint of the high cost of overhead in the shape of rents, etc. Harry Bercovich, head of the H. Bercovich Cigar Co., running a chain of some dozen stands, says that with prices slipping back to pre-war levels, and costs sliding up, there is little incentive to get ambitious about adding links to his chain.

There is constant promotion activity, however. Arnold Pollack, factory agent for Heineman Bros., of Baltimore, Md., and one of the best known cigar brokers on the Pacific Coast, has placed the popular Lord Baltimore 10c cigar with Reese Bros. for distribution.

A Laudable Ambition

Joseph Rinaldo & Co. are not satisfied with the splendid success they have already had in building the San Felice into a popular cigar in San Francisco, but they are now starting on a fresh campaign in connection with the factory representatives to make it the most popular cigar in the city. Factory representatives are also making the same sort of a campaign on the east side of the bay.

Dingman & Van Dyke are getting their factory busy again on their choice specialty brands, the Val Leau and the Lafayette. In common with other small factories they found the summer exceptionally dull; but the fall trade seems to be starting with more of an impetus than they had reason to expect.

Making Steady Gains

Kyne & Farrell are expressing s faction with the fine run they have on White Owls. Their stand at the ner of Mason and Turk streets is favorably located. They find, too, improving call for Manilas. The Fi ing Bobs and the Alhambras, distrib by H. L. Judell & Co.; and the La sular, distributed by Marx Bros., ar steady gainers.

Clung to His Cigar

Dr. Chas. P. Steinmetz, the electr wizard, has been visiting the city, has been received with almost r homage by all lovers of scientific search and development. Not only he given to the world the great achi ment of long distance transmission electric power, but he advocates the centration of that power under a cen control, for the purposes of economy. interesting story is told of Dr. St metz and his cigar. Dr. Steinmetz i socialist, and like most socialists, qui stickler for his personal rights and erties. So when the General Electric sued an order for its employees to card their cigars, Dr. Steinmetz ref point-blank. As he was too valuable lose, the company yielded, and raised salary materially. The great scien kept his cigar, but refused the sal having it distributed among the yo engineers. He said that he needed cigar, as it added to his enjoyment, enabled him to think better by reason the satisfaction that it gave.

Conspiracy Inquiry Ends

The legal inquiry as to the charge conspiracy in restraint of trade has b completed in San Francisco, but no fi ings have been announced. Audit claim there was little of real interest the case; and do not consider that seri points were developed.

Clarence Marx of Marx Bros., tributors of La Insular, had an interv at close range with a new phase of C fornia climate, when the Boies Springs, where he was taking a vacat was gathered into the fire area and hotel went up in smoke. No one was dangered.

Five Cent Cigars Popular

The Boquet Cohn stores, while th run of trade is in the main for high cl and high priced goods, have been havin good run on five cent cigars, small cig of Havana tobacco, by people who en a short smoke but a good smoke. good seller has been the new pack Juan de Fucas, in a large box with p tition leaving 125 on each side.

The Ellis street store of A. C. Hirs field & Co., who recently handed o their accounts to their creditors, has b taken over by Chad Milligan and Hon Penn. It is one of the desirable sta of the city.



The Latest Smoker's Novelty

Novelty Smoker's Outfits

Serviceable and Artistic

The Monkey's tail clips the end of your cigar.

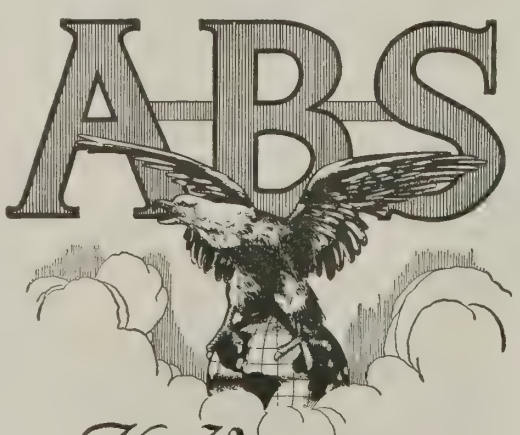
A Lamppost holds the match box.

Two additional ash trays on the large tray.

Entire outfit made of solid spun brass, nickel plated or polished. Highest grade workmanship thruout. Also the same in mounted tray stands.

G. M. FIEDLER MFG. COMPANY
332 EAST 47th STREET NEW YORK CITY

ABS



The Utmost in Quality and Service

Cigar Manufacturers' Supplies

Cigar Labels, Bands, Show Cards, Advertising, Cigar Cans, Plain or Lithographed Metal Signs, Packing Devices, Cedar Linings, Display Holders, Tin Foil, Plain, Embossed or Printed. Glass Jars, Pouches, Protector Strips, Paper Specialties, Tissue Wrappers, Tin Paste, Vegetable Glue, Gum Tragacanth, Cigar Makers Bundle Straps, Cigar Boards, Knives, Blades, Cutters, Table Mold Presses, Bunch and Branding Machines.
"EVERYTHING EXCEPT TOBACCO"

2309 RUSSELL ST. American Box Supply Co. DETROIT MICH.

REPRESENTATIVES:

J. R. BRADY
3852 North Park Avenue
Philadelphia, Pa.

JOHN PIPER
P. O. Box 1792, Tampa, Fla.
Home Address: 2307 Highland Ave.
Tampa, Fla.

GENSIOR TOBACCO CO.
137 McGill Street
Montreal, P. Q.

GOLDBERG & LEONHARDT
706 Sansome Street
San Francisco, California

hicago Trade Notes

ICAGO, Sept. 29.—El Toro and Por- cigars are now featured in all of the l stores of H. M. Schermerhorn, Inc. important deal was made by W. W. obro of the New York-Tampa Cigar

In the Public Eye

rards are heavily advertised on the h-side. In almost every store ilow on 63rd street and Cottage Grove ue, is a Girard display. The P. J. ey Co. is going over big with this l.

and new, is the Pancho Arango ts size packed in tins to retail at 5 s. Hundreds of dealers now have size on sale.

arlson Bros. are placing with the ers Hav-a-Tampa; a mild Havana e by the Hav-a-Tampa Cigar Co. of pa. Many stores now feature this

he Miles Cigar Co., 28 East Monroe t shows several sizes of Personality, ild Havana that is now being placed

Urge First Hand Information

arge Blue Boar cigaret ads are shown he daily newspapers. "Don't wait someone to urge you, learn now why man tells another about Blue Boars," the American Tobacco Co. to the king public, in these ads.

he South Side Tennis Club now ures Pancho-Arrango made in bond rs.

Fine Displays

very fine Melachrino cigarette dis- is shown at the store of Jos. Cow- 55th street and Ellis avenue. The ground is of solid blue plush. The cago office is putting out some classy lays these days.

an Alto, made in Lima, O., by the San Cigar Co., has a steady sale. The l sales force has San Alto placed in dreds of Chicago stores.

Showing 'Em Off

he Smoke Shop at 31st street and tage Grove avenue believes in featur- cigars and at present in the display dows are shown Chancellor, Mozart, imo, El Producto, La Preferencia, Charles Denby ads.

t the Arcade cigar store, 3569 Cot- Grove avenue, is a fine window dis- of Girard cigars.

ack Wismer is still picking off orders Andrez Diaz & Co., of Tampa. He several of the better dealers here hing his brands.

In Conspicuous Places

hesterfield cigarette window displays are very numerous around the city at present.

John Collins of "Ohio Flats" and "Tiffin" fame has no kick to make about his business. Several big dealers here sell his cigars and one may always see them featured in the window displays.

The Charles Barker Co., 4351 So. Halsted street is placing thousands of Garcia Bouquet, mild Havana signs, featuring this brand. They are shown on many of the store windows.

Doing Effective Work

Doc Rosobro is still in the city. Since June, Mr. Rosobro has opened 40 jobbing accounts for the New York-Tampa Cigar Co. He features Personality, Jenny Lind, El Toro and Portina and covers a number of states in the middle and north-west.

Frank Patton, with Gonzales & Lauchez of Tampa, was a recent caller. He secured a good sized order from Crocker-Asher Cigar Co., his local distributers.

In Handy Package

The new White Owl packing of 10 for 75 cents has been placed with the trade by the General Cigar Co. Quarter page newspaper ads. feature this new handy package.

Sabaroso, a 2 for 15 cent cigar, made by Vetterlein Bros., is featured in all the H. M. Schermerhorn stores.

To Maintain Record

The usual run of Benson & Hedges cigarettes for holiday use will be on sale again this year. Harvey Vreeland has booked many orders from the Chicago dealers.

"It Pays to Advertise"

The newspaper campaign on Van Dyck keeps up and the call for this cigar is very heavy at present.

Manuel Fernandez, with a clear Havana factory in Jacksonville, Fla., was a recent caller on the Chicago trade.

Says Business is Good

Geo. Becker of Park & Tilford is in Chicago. Mr. Becker reports business very good and states that orders for imported cigars are larger this year than ever before.

Much in Evidence

Melachrino cigarettes continued to be shown in large newspaper ads. Many Melachrino displays are also being shown in the windows.

Herbert Tareyton at 25 Cents

A brand of cigarettes that is being advertised in the Chicago newspapers is Herbert Tareyton. The ad. calls the attention of the reader to the fact that Herbert Tareyton is a quarter again.

Don'ts for Cigar Salesmen

Don't argue—illustrate. Don't ever tell a prospect that he is mistaken. Don't ask the prospect a question to which he can say "No." Don't talk price; talk quality, even though your price is low. Don't run down the other fellow's goods; talk the reason why of your goods.

Don't say anything against the goods on which the prospect looks with favor for you will offend his judgment, on which every man prides himself.

Don't contrast your goods with those of a competitor which the prospect has been using or knows about; talk your goods and let the prospect do the contrasting.

Moving Forward

El Producto cigars move ahead fast. Window displays and large newspaper ads. help to increase the sale. Five popular sizes of El Producto have been widely distributed here by Clarence Hirschhorn & Co., 217 West Randolph Street.

Pancho Progress

Pancho Arango Sports, the new 5 cent short smoke of this well known clear Havana cigar, is now on sale in all the Chicago stores. They are packed in wood and tin boxes of 50.

J. Lewis, who has a very nifty retail store at Lake and Dearborn Sts., has just added to his large stock, several sizes of Pancho Arango cigars. M. Goffin, at 151 West Lake St., is another downtown dealer who has stocked Pancho-Arango cigars. J. P. Brill, who represents the Wm. J. Seidenberg Corp., in the middle west, is no longer connected with this firm.—H. L. H.

Headquarters for Show Exhibitors

The Hotel McAlpin has been appointed official headquarters for the show exhibitors, and for banquets and meetings, in connection with the 2nd International Tobacco Industries Exposition, to be held at the 71st Regiment Armory, January 28 to February 2, 1924.

McAlpin Hotel Convenient

The McAlpin Hotel is within two short blocks of the Armory and special service will be given to all people connected with the tobacco industry because of their congregating at this hotel. It also houses the official executive offices of the National Exposition Co., which is in charge of the exposition. This arrangement will help to keep everybody under one roof during the week of the Show, which will make it convenient as well as pleasant for all concerned.

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A Fine Line for Jobber and Retailer

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8c 2 for 15c

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, OCTOBER 4, 1923

BALANCING SUPPLY AND DEMAND FOR SUMATRA WRAPPER

We have before us a report of the tobacco section of the Deli Planters' Association, that remarkable organization which furnishes the world with Sumatra wrapper. From this report we get a view, as of April 1, 1923, of the state of things in that part of the world of tobacco.

It is a lugubrious document, in so far as it reflects the things the Sumatra grower must have been thinking about when he cast up his accounts for 1922. For if the statistician of the association is strictly veridical, the last two years have yielded him a loss instead of profit, whether or not the ultimate smoker of Sumatra wrapped cigars noticed any difference. The mathematics of the matter can be simply explained: The price of labor, of rice, of freight, of materials, of fertilizer, etc., was so high that the cost of production of a kilogram of Sumatra tobacco amounted to about 3.40 Dutch florins, whereas the average selling price was around 3.90 leaving a bare matter of 20 U. S. cents with which to face taxes and overhead.

But what intrigues our interest as we contemplate the Dutchmen who have essayed to put Sumatra on the tobacco map and to keep it there is not the dry statistical details of profit or loss. What do those Dutchmen propose to do to escape from the hard times through which they are passing? Do they, like the wheat farmers of the United States, smothered by the superabundance of their own product, wail for the government to do something for them (raise the tariff, loan the farmer money so he can hold his wheat until the price rises to $1.75, etc.)?

Do they, like the erstwhile night riders of Kentucky attempt to settle the problem created by overproduction by riding through the land, each burning the other's tobacco barn?

They do not. Children of the race which pumped dry the polders of Holland, winning gardens from vast stretches of salt water, schooled by generations of team work and co-operation, they looked over their situation and said, simply: "There is too much Sumatra tobacco; we will raise less in 1923. Not a bale more than 195,000. Every Sumatra planter will reduce in proportion to his acreage in 1922." And it has been accordingly so done. What is more, they have provided a central bureau, which, every year, before the crop is planted, will carefully weigh, in the Dutch manner, every known circumstance or fact which has been bearing on the extent of the probable demand for Sumatra tobacco, and apportion the acreage accordingly—to each planter his share—to the end that supply and demand shall balance as nearly as human forethought can determine.

Such self regulation is possible because of the altogether unique position of Sumatra tobacco. The number of growers is relatively small and they are very closely organized; the entire crop is grown only for wrappers, and all of it is sold in Holland.

WE'RE COMING, WE'RE COMING!

"We're coming, we're coming,
A brave little band.
On the right side of temperance
We now take our stand.
We don't like tobacco,
And we sometimes think
That men who use it
Are very apt to drink."

The little piece of alleged verse is one from a song which was a favorite about the time the waiter removed the last glasses from the tables, back in '98.

As we sat in our comfortable office chair today, idly watching the blue smoke-rings from our Roi-Tan float lazily away and trying to center our interest on the editorial page of the leading New York daily, we were at peace with the world. Apparently, the coal strike was settled. Haddock was down a cent, and Mrs. Ladies' Home Journal Irene Castle Treman was just fooling about her divorce after all.

The type on the page blurred. We could hardly believe our eyes as we read an editorial tucked away near the alley. In part it was as follows:

"Apparently satisfied that the war against rum has been won, some of the delegates to the Anti-Alcoholic Congress at Copenhagen are turning their attention to the other great scourge of mankind, tobacco. The chief speaker was Professor Martin Hartmann, of Leipsic, who, though a German by the accident of birth, seems to have a truly American reformer's heart. 'Smoking,' he tells us, 'killed Lord Carnarvon.' And further, 'smoking tends to retard growth, and has caused a reduction in the average height of Americans and Englishmen during the last century.' Look about on the streets at our dwarfed and shambling race; go out to the tennis courts or the golf links; look over the crowd in the Yale Bowl at a football game. Puny, stunted, anemic young people—are they fit to breed another generation which, by the inevitable law of the smoker's progress, must be even worse?

"One thing only this fearless prophet omitted. He should have reminded the Congress of the famous revelation by the first of the now-it-can-be-tolders, the Rev. Dr. Clarence True Wilson of the Methodist Board of Temperance, Prohibition, and Public Morals, who told us a few years ago that the Tobacco Trust had sent doped cigarettes to our army in France, and that soldiers had to be taken out of the line because they were sapped and corrupted by the drugs. Professor Hartmann should have been interested in this explanation of the way Germany won the war."

As we read the editorial through, the fragrance of the Roi-Tan disappeared. A suspicious odor like that of burning cloth assailed our nostrils. The cigar had burned up. It was cold and wet and clammy. We could taste the rank poison which we had absorbed. Our head commenced to ache; we began to feel listless; our clothes felt much too large for us; we were literally shrivelling—and then we lit a cigarette. Oh, shade of Anna Eva Fay, what are we coming to? At the present rate of progress, in the year 2000 we will be legislated out of bed in the morning and have for breakfast a drink of double-distilled, chemically pure cold water and some nice sterilized vitamined breakfast food. Coffee, of course, will be forbidden. And by that time, even bacon and eggs will have been proven a contributive cause to moral delinquency, and therefore tabooed. An entirely new race of millionaires will be with us in the shape of cigarette bootleggers, pipe bootleggers, and cigar smugglers. Our typewriter fairly seems to tremble as we write the word "reformer."

May the red-blooded men in America rise and plant their feet with all energy, swiftly a surely on that part of the anatomy of these p misguided imbeciles which is not intended prayer. If we haven't enough insane asylu for heaven's sake, let's build some more! Eitl let them shut up, or let's get together and s them up.—*Earnshaw House-Organ.*

IRISH TOBACCO OR THE STORY A FORLORN HOPE

Starting a discussion on tobacco growing Ireland is almost, but not quite, like writing monograph on the snakes of Ireland. A lit tobacco is grown in Ireland, but not enough be worth mentioning, except as a monumen example of bulldog persistency, unconquera optimism, and a Micawberishness such as ev Dickens himself could hardly have dreamed

Some twenty years ago there was great i terest in tobacco raising in certain counties Ireland. Tobacco growers' associations we formed, warehouses built, considerable tobac was sold—generally at less than the cost production. Very naturally the newly awaken ardor for growing the weed collapsed in fair short order, but a few enthusiasts have manful held on in spite of the fact that not in yea has Irish tobacco been sold at enough to cov cost of production.

Who are these Irish tobacco enthusiasts, a what keeps them at the apparently hopele proposition? They are a few well-to-do lan owners who every year go down into the pockets to induce about 40 small farmers plant about an acre each in tobacco—guarante ing them enough to pay for their time an labor. By such means did a total of 52 acr get planted in 1922. Each year these singul patrons of an impossible industry buy the enti crop (which in 1922 amounted to 35,000 pounds and either sell it for enough to make their loss something less than total, or hold it in storag waiting for a rise in price that seemingly wi never come. Thus one crop piles upon anothe in the warehouses. None of the 1921 or 192 crops has been sold and only part of the 191 crop. The total amount on hand, as we lear from the Journal of the Irish Department Agriculture, is now 101,596 pounds.

The hope that springs eternal in these Iris breasts is that eventually the attitude of th British Government as to imperial preference will change, so that Irish tobacco will have som chance in competition with that grown in mor favored soils. While far-off observers ma doubt whether this will ever happen, they wi not withhold admiration for such optimisti clinging to a forlorn hope, and the gallan struggle to keep alive a fainting industry unt such time as the winds of fortune blow mor kindly.

REGARDING FAIR TRADE LEAGUE

We are indebted to Mr. Edmund A. Whit tier, secretary-treasurer of the Fair Trad league, for calling our attention to an erro which was made in an article, "No Tarif Revision," in our issue of April 16, in whic we used the term, Fair Trade league, wher we should have said Fair Tariff league, thu classing the Fair Trade league among the op ponents of the protective tariff.

With the purposes and activities of the Fai Trade league we are in full sympathy, a must be any honest individual or organiza tion. As its name indicates, it stands fo "fair trade"—that is, fair dealing and hones business methods. It opposes and expose misbranding of goods, infringement of trad marks, misleading advertisements and othe dishonest or irregular business practices. It purposes are vastly different from those o the so-called Fair Tariff league, and we deeply regret our unintentional confusion o the two organizations.—*Marion (Ohio) Daily Star.*

Lone Indian Girl Last of Tribe Guards Connecticut Cigar Store

Bears Reputation of Being "Dumb Belle" Because She Is Wood — Silent Sentinel Rounding Out Quiet Life in Old Whaling City of Nutmeg State — Indian Figures Divided Into Classes — Interesting Narrative of By-Gone Cigar Store "Fashions."

By JAMES P. NEILAN

AN INDIAN MAIDEN has faithfully stood daily for thirty years at the entrance to R. N. Siebler's cigar store at 159 Bank street, New London, Conn. She is made of wood, decorated in prismatic colors and is highly ed by her owner.

'You don't see many of those cigar signs adays," said Mr. Siebler, addressing a to- o salesman, who had just dropped into his e for a business chat.

No, indeed," replied the salesman. "I have eled all over Connecticut for the past quar- of a century, visited every cigar and tobacco blishment in the state and I can assure you old-time cigar store wooden images are very ce. I can recall only one other figure of an an in Connecticut and that is fronting a ninent cigar store in Stamford."

hen Mr. Siebler became reminiscent.

I placed the order for that Indian girl with oodcarver in New York City about thirty s ago and paid a visit to the carver when the ge was nearly completed. The workman a veteran in ship-carpentry and well along ears—apparently on the shady side of sev- . When he saw me he stopped chiselling for w minutes, during which time he informed that the Indian girl he was making probably ld be the last he would carve.

'The fad has died out for these wooden fig- ,' he explained. 'My father turned out es of them in his time and I have made y of them myself. I believe I am the only in New York now making them.' "

ne of the objects of deep interest to travelers n abroad a half century ago was the carved ges of Indians in front of cigar stores. se effigies were made in New York. About y persons were at work on them. These ually went out of business.

he woodcarvers who made these images were usually ship carpenters by trade. They acquired their skill by working at ships' figureheads. Occasionally a German wood carver tried his hand, but as a rule he was too slow. A good workman would finish a life-sized figure in two days and was paid at the rate of $4 to $4.50 a day. The painters received $2 a day for their work. An erroneous idea prevails that discarded masts of ships were used as the material for a figure; but these, from warping and weather-cracks, were unsuitable for carving. The ends of such new spars as had been found too long for the purpose were often used. The only wood used was yellow pine.



R. N. Siebler and His Faithful Friend

Indian figures were divided into classes. An Indian with his hand shading his eyes was a "scout." If he had a gun, or a bow and arrow in his hand, he was a "hunting chief." If his head, except the scalplock, was shaved and the body partly naked, he was a "Captain Jack." A figure carrying a small basket was a "flower girl," and another nearly similar, but with a robe, was a "shawl figure." A running figure constituted a "fly figure."

"Fashions in fancies," as the non-Indian figures were called, change greatly. During the Civil War the "girl of the period" was in great demand. "Punches" succeeded and were followed by "Bucks." Then followed the "dudes" which were soon supplanted by "baseball" players. Ten Indian figures to one fancy was the proportion in which they sold.

One large firm in New York manufactured these figures by casting them in zinc alloy. The merits of metal, as compared with wood, are that it lasts longer and keeps better, if used where it is not liable to rough usage. If any part of a metal figure was damaged the piece could be recast and soldered on to the original casting. But this applied to places like New York, where the necessary appliances were at hand. On the other side of the Atlantic the price was in favor of the wooden figure, ranging in price from $17 to $100, while that of metal figures ranged from $25 to $175. Wooden figures also receive paint better, so that it wears away gradually and does not come off in flakes.

n Opportunity for Foreign Capital in Bulgarian Tobacco Trade

Bulgaria's 1923 Tobacco Crop Estimated at 50,000,000 Kilogrammes — Excellent Prices and Extensive Markets Have Greatly Encouraged Growers to Increase Tobacco Acreage—Now Cultivated in Many New Districts — Cost Is Very Moderate.

By NICHOLAS PETCOFF

(Special Bulgarian Correspondent of TOBACCO)

FOREIGN CAPITAL is offered good opportunity in Bulgarian tobacco trade. It is estimated that Bulgaria's tobacco crop will amount this season to 50,000,000 kilogrammes as compared with 27,000,000 kilo- nmes last year. The excellent price which cco has fetched of late, the wide markets to it and the general good return which its ure has afforded have greatly encouraged garian producers. The area planted has almost doubled.

n many districts tobacco has been cultivated year for the first time, replacing corn. total area under cultivation amounts to 500,- decares. Apart from the increase in the area ted, the quality of the crop is excellent.

he usual output of one decare (0.2471 acre) bout 80 kilogrammes of leaf tobacco. But year the figure reaches 100 and even 120 grammes. Special care has been taken by growers in anticipation of profitable results.

Money Much Needed

The tobacco dealers, however, fear that an awkward situation may arise in view of this year's large output, and the shortage of money wherewith to purchase it. It is anticipated that prices will fall, but even if the figure of 30 levas per kilogramme is reached (one dollar being equal actually to 100 levas), the growers should make a good profit as the real cost of production is not above 18 levas per kilogramme.

The increased area planted this year has not been confined to the more ordinary varieties. Districts such as Kirdjali, Nevrokop, Dubniza, Perushtiza, etc., which produce the high-class "Bassma," brands (Egyptian and Xanthie type tobacco), have also an increased crop to show, which would be sure of finding a good market in England and America.

Opening for Outside Buyers

It should certainly pay an English or American tobacco company to come to Bulgaria and purchase these brands on the spot. The tobacco exporting companies now in existence in Bulgaria will not have the necessary capital at their disposal to handle this year's large crop. Some of them, in fact, have not yet taken their quota of last year's crop off the hands of the producers, not being able to pay for it owing to the prevailing shortage of money.

It would seem, therefore, that a new concern with foreign capital at its disposal should do well. The services of specialists and experts can easily be obtained, and labor is abundant.

Harvesting the Crop

Tobacco picking was begun during the second half of August, and usually lasts until the end of September. October generally sees the first rough packings by the growers, and the first sales will not be effected before November or December, and maybe not before even January or February of 1924.

It is not, therefore, too late for British and American firms to consider direct participation in this year's Bulgarian tobacco crop.

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Tobacco Stocks

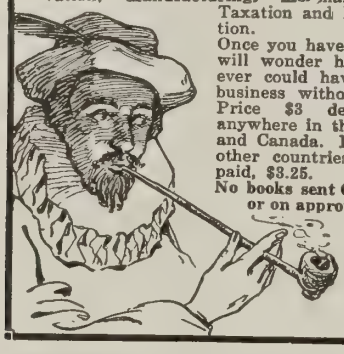
American Cigar
Amer. Machine & Foundry
Amer. Tob. Div. Scrip
Geo. W. Helme
MacAndrews & Forbes
Mengel Company
Porto Rican Am. Tob.
R. J. Reynolds "A"
Schulte Retail Stores
United Cigar Stores
U. S. Tobacco
Universal Leaf Tob.
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THE TOBACCO LEAF PUB. CO., 140 Front St., New York

Universal Leaf Tobacco Co. Elects Officers

RICHMOND, Va., Sept. 29.—Dividends of two per cent each on the common and preferred stock of the Universal Leaf Tobacco Co., Inc., were voted at the recent annual stockholders' meeting of the company. W. A. Willingham, of Richmond and New York, was re-elected president of the company.

Other officers elected were: James I. Miller, Richmond; P. H. Gorman, New York; O. C. Gregory, Richmond, and F. N. Harrison, Baltimore, vice-presidents; C. M. Dozier, Richmond, secretary, and J. F. Henderson, Richmond, treasurer. A new board of directors also was elected.

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.	78	80
American Cigar Co. Pfd.	83	87
American Mach. & Fdy.	135	..
Bayuk Bros. Com.	52	54½
Bayuk Bros. 2nd Pfd.	111	113½
Bayuk Bros. 1st Pfd.	96	99
British-Amer. Tob. Co.	22¼	23½
Eisenlohr & Bros. Com.	65	70
Eisenlohr & Bros., Pfd.	95	99
Geo. W. Helme Com., new.	48	*51
Geo. W. Helme Pfd.	110	*113
Imperial Tobacco Co.	16	17
International Cigar Mach.	50	60
J. S. Young Com.	102	107
J. S. Young Pfd.	100	..
Johnson Foil	80	90
MacAndrews & Forbes Com.	130	*134
MacAndrews & Forbes Pfd.	95	100
Mengel Co. Com.	22	25
Metropolitan Tobacco	70	95
Park & Tilford	25¼	26
Patterson Bros.	7½	..
Philip Morris	13	14⅛
Porto Rican A. T. Co.	70	74
Porto Rican A. T. Script.	75	85
R. J. Reynolds "A"	125	130
Schulte Retail Stores	95	96
Schulte Retail Stores Pfd.	110	*113
Tobacco Prod. Export.	3⅛	3¼
United Cigar Stores	185	220
Universal Leaf Com.	62	75
Universal Leaf Pfd.	85	88

*Ex. Dividend.

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	130	136
American Snuff Pfd	90	96½
American Sumatra	19	20
American Sumatra Pfd.	33¾	50
American Tobacco	149	149¾
American Tobacco "B"	145¼	147
American Tobacco Pfd.	102	102⅝
Consolidated Cigar	17	19½
Consolidated Cigar Pfd.	63¾	65½
General Cigar	82	84
General Cigar Deb. Pfd.	101½	107
General Cigar Pfd.	105	107½
Liggett & Myers	205	210
Liggett & Myers "B"	205	215
Liggett & Myers Pfd.	114	117
Lorillard, P.	158	160
Lorillard, P., Pfd.	111	117
Tobacco Products	55⅞	56¼
Tobacco Products Pfd.	108⅛	109
Tobacco Products "A"	86	86¼
United Cigar Pfd.	108	114
United Retail Stores	75	78

The WDC Duro-Bit Stands Rigid Test

To prove to the trade and to the pipe smoking public that their claims of superior strength and durability for the Duro-Bit Pipe are well founded, William Demuth & Co. recently conducted a very interesting laboratory test.

A Duro-Bit mouthpiece, arbitrarily taken from stock, was placed on supports at both ends only. A scale was suspended from the center of the bit and weights placed on the scale. The bit, which measured 3 inches in length and 10½ m/m. in diameter, held 85 pounds weight without breaking.

This is a remarkable demonstration of strength and tenacity as the stress placed upon the bit in this experiment is immeasurably greater than any strain to which a pipe bit is subjected in ordinary usage.

William Demuth & Co. maintain that the secret of this enormous tensile strength in the Duro-Bit is the fine quality of rubber used—reinforced by an aluminum tube which is moulded into the rubber throughout its entire length. This metal not only acts as a backbone, but the adhesion of the rubber to the tube which is moulded in, greatly increases the tensile strength so that the Duro-Bit practically cannot be broken.

This very practical performance proves that it is no mere theory which enables the Demuth firm to unconditionally guarantee the Duro-Bit against breakage.

ESTABLISHED 1881



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erminal Cigars Booming

est J. Moss, manager of the cigar ment of Frank E. Childs & Bro., ont street, New York, is scheduled ve town this week-end, on a long rn tour, in which he plans to visit lelphia, Pittsburgh, Cleveland, Tole troit, Chicago, and Kansas City. He s to return by the Southern route.

Moss reports an enormous demand e Germinal and Flor De Legarda of Manila cigars, which are rapidly ng in popularity. He is receiving its for samples and prices from re ble distributors from far and wide, ill undoubtedly open many new ac s during his forthcoming trip.

re "Scientific" Lore

ANGEN, Bavaria, Sept. 24.—Ciga smokers who inhale take eight times ich nicotine into their systems as who do not, according to Pro R. Heinz, of Erlangen University, article on the results of extensive ments with tobacco users, in the che Medizinische Wochenschrift.

fessor Heinz holds that the reason moking is often less baneful in its upon the human system than ci ee smoking is that pipe smokers take the smoke into their lungs. quently the nicotine finds its way he blood only in the mouth and throat, while inhalation exposes licate surfaces of the lungs to the and impregnates the blood more y.

cigars are much less poisonous lamp cigars, according to Professor , whose experiments showed that in bacco much more of the nicotine is ned by the fire. Chewing tobacco uff which he tested contained little ne.

ensive tests made upon British ttes disproved charges that they ned opium, but showed that they heavier in nicotine content than an brands. The percentage of nico n Havana cigar tobacco was found less than in cigarette tobacco. ers under investigation in Professor 's laboratory took .004 grams of e into their systems from every 5 of ordinary cigarette tobacco if merely took the smoke into their s, but the amount of nicotine was when they inhaled. This explains, opinion of Professor Heinz, the s consequences of excessive ciga smoking, as he found that habitual of large quantities of cigarettes generally get little satisfaction out uth smoking, but take the smoke eir beings with baneful effect upon art and health.

Mutual Stores, Inc.

ICAGO, Sept. 29.—The Mutual 's, cigars, tobacco, etc., 6319 South led street, has been incorporated. Capital stock, $10,000. Incorporators, Peter Lane, S. M. Kalis, William H. Kalis and Jeane Lane.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign.
Demand... 4.54⅜ Cables.... 4.54⅝

FRANCE—Par 19.3 cents per franc.
Demand... 5.97½ Cables.... 5.98

ITALY—Par 19.3 cents per lira.
Demand... 4.51 Cables.... 4.51½

BELGIUM—Par 19.3 cents per franc.
Demand... 5.08 Cables.... 5.08½

GERMANY—Par 23.8 cents per mark.
Demand..00000034 Cables..00000034

AUSTRIA—Par 20.3 cents per crown.
Demand.. .0014¼ Cables... .0014¼

DENMARK—Par 26.8 cents per krone.
Demand...17.65 Cables....17.68

GREECE—Par 19.3 cents per drachma.
Demand... 1.70 Cables.... 1.73

HOLLAND—Par 40.2 cents per florin.
Demand...39.28 Cables....39.32

HUNGARY—Par 20.3 cents per crown.
Demand.. .0055 Cables... .0055

NORWAY—Par 26.8 cents per krone.
Demand...15.82 Cables....15.84

SPAIN—Par 19.3 cents per peseta.
Demand...13.54 Cables....13.56

SWEDEN—Par 26.8 cents per krona.
Demand...26.52 Cables....26.55

SWITZERLAND—Par 19.3 cents per franc.
Demand...17.83 Cables....17.85

CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.

Hongkong—
Demand...52.25 Cables....52.375

Peking—
Demand...74.00

Shanghai—
Demand...70.38 Cables....70.50

PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.
Demand...49.25 Cables....49.50

JAPAN—Par 49.8 cents per yen.
Demand...48.60 Cables....48.72

ARGENTINA—Par 42.44 cents per Argentine paper dollar.
Demand...33.25 Cables....33.35

BRAZIL—Par 32.45 cents per paper milreis.
Demand... 9.80 Cables.... 9.85



In Perfect Condition
BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.
MADE BY
RACINE PAPER GOODS CO., Racine, Wis.

Cable "Boasel," Buffalo
KEISER & BOASBERG
Packers of Leaf Tobacco
and
Importers of Havana
Offices: 173-175 Elm St., Buffalo, N. Y.

GUM TRAGACANTH
Special Grades for Cigar Manufacturers
PERFECT CIGAR GUM (Powder)
RICHO POWDERED GUM (3 Grades)
GENUINE SPANISH LICORICE (Powder & Extract)
RICHO LABEL PASTE (Powdered)
F.E.RICHARDSON & CO., 114 JOHN ST., NEW YORK, N.Y.

L. SCHMID & CO., Inc.
Importers of Sumatra Tobacco
138 WATER STREET NEW YORK

COSMOPOLITAN PIPE CO.
Manufacturers of Smoker's Articles
Specializing in Fancy Three and Five Piece Cigar and Cigarette Holders.
1719 ST. MARK'S AVE., BROOKLYN, N. Y.
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124 Maiden Lane (Nr. Water St.), N. Y. Phone John 3147

MANUS, MULLER & CO., Inc.
152 WATER ST. (cor. Maiden Lane) NEW YORK
Importers of SUMATRA and JAVA TOBACCO

Twenty Tobacco Barns Burn in Eastern North Carolina Tobacco Belt

KINSTON, Aug. 26—More than 20 tobacco barns are estimated to have been burned in the lower part of the bright leaf belt since June 20, with a total loss probably exceeding $10,000.00. Planters carried insurance in some cases.—News Item, Charlotte, N. C., Observer.

Tobacco Growers Run No Risk of Fire Loss

When they have a

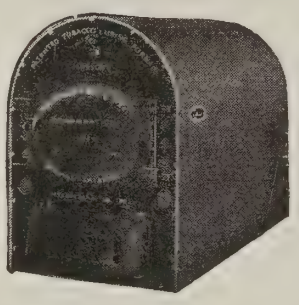
"JOHNSON FURNACE"

as the heat control is absolutely perfect—the temperature can be regulated to the required degree.

PLANS AND SPECIFICATIONS WILL BE SUPPLIED FREE OF CHARGE BY THE

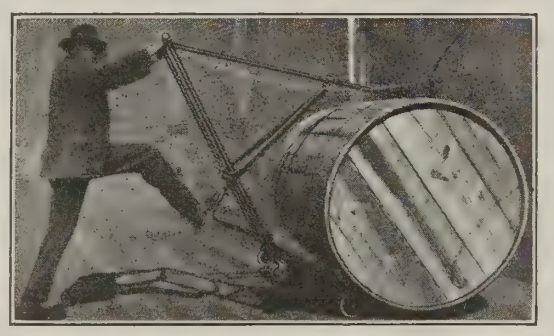
Southern Iron & Steel Corporation

Winston-Salem, North Carolina



"You Pay for a Furnace Whether You Get It or Not."

ONE-MAN TRUCK



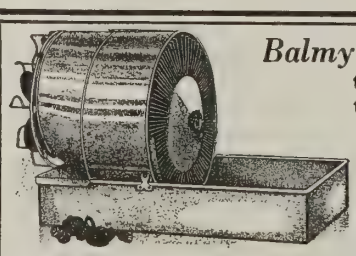
Saves

Labor
Tobacco
Hogsheads
Floors

Users Throughout the World.

Sold Only by

WATKINS & HARVEY **DANVILLE, VIRGINIA**



Balmy Moist Atmosphere
to prevent the leaf from drying out to keep cigars fresh—

The American Portable Humidifier

For Eight Years
used by the leading Cigar MANUFACTURERS in all departments where humidity helps production.

CIGAR JOBBERS AND RETAILERS find it THE humidifier best suited for use in humidors and stock rooms, large or small.

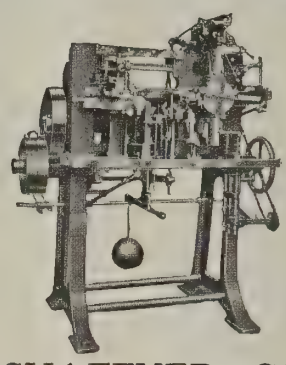
No mist, no spray, no noise.
Humidity evenly distributed and regulated.

40% of total sales are repeat orders

AMERICAN AIR PURIFIER CORPORATION
165 East 35th Street **New York City**

CIGARETTE CUP MACHINI

USED BY ALL THE LARGE CIGARETTE FACTORIES



PLAIN CUPS

CUPS WITH PASTEBOARD BOTTOMS FOR SNUFF, &c

BRIGGS-SHAFFNER COMPANY

Founders and Machinists *Machine Work of All Kind*

WINSTON-SALEM, N. C.
Write for Prices

Albany Cigarette Smokers Make a Lucky Str

Get Famous Little Smokes at Six Cents for 24 Hours, V Coupon—V.-Pres. Hill Gets High and Low Visibili Not a Pipe Peddler Now—Return o' the Golden Scep

NEW YORK STATE CAPITOL DISTRICT
Gratis-Week, 1923.

"Then this here advertisin', y'unnerstan, mebbe wasn't paid for by them there cigaretel smokers, huh?" questioned Sam Ash, looking at the solid page space in the morning paper which proclaimed that every dealer would give a twenty-pack o'Lucky Strike cigarets for six cents, just to cover the Government tax—with the convenient-corner-coupon.

"No, no, Sam," corrected Jim Stubb, sorting out the coupon clips o'the early arrivals at the store o'Stubb & Ash, Inc. "All this big copy, and no one knows exactly how many cigarets, are entirely paid for by the American Tobacco Company. Ask Briggs."

Thirty-Nine Cents the Carton

"Yes, we are trying an experiment in Albany," smiled Big Boss Briggs, topsarge of the A. T. Co.'s sales-force, as he leaned on the unopened cases o'Lucky Strikes. "This is the very first town in the country that we have pushed this proposition.

"For, as you now know, the missionary men have placed the posters, and the newspaper advertising in each Albany edition of Thursday evening and Friday morning, has announced to the consumer that he can get the twenty-pack o'Lucky Strikes today for exactly *six cents*—with the coupon.

"These coupons will be redeemed by the retailer's jobber for merchandise only, in Lucky Strikes. So the retailer really receives the entire six cents from his customer as profit. And we hope to make many new friends by this wholesale sampling of the brand.

"Most dealers, of course, simply redeemed the coupons one or two at a time, as they came in. But the Bruce Macdonald Company, on Maiden Lane, ran a companion ad, with ours, offering to redeem the coupons in batches of ten for thirty-nine cents the carton. I guess they cleaned up on it.

"In town with me today is Vice-President George Hill of the Company, who is here to observe the working of the plan. He seems to be well pleased so far, at least. All of the crew worked hard in the few days preceding the deal, and they deserve great credit for their big effort."

George Will Dig It Deeper

"Now that you mention a big effort, what do you think of George Slyke's job to dig a Deeper H River?" inquired Jim Stubb, puttin Peter Schuyler cigar box in front case, where the Deeper Hudson del could see it first. "Sure, he ain't to do it all alone! Not much!

"But, besides being President of Van Slyke & Horton, you know, G is also President o'the Chamber o' merce. This makes him boss o'the j get Colonel Slattery, of the U. S. neers, in charge of such work, very interested in the problem of He Hudson to make Albany and Troy port towns.

"Anyway, if the Government will the necessary gold marks, the river nel could no doubt be made deep e for the coming to dock of coastal s ers. Then business in the Capitol trict would be almost so good as it soon be in Feura Bush, when the York Central completes its new Bridge and terminal freight yards a excellent tank town."

No More Sample Trunks for J

"And no more tank towns for either," remarked Joe Myer, Kauf Brothers & Bondy's pipe purveyor ambassador extraordinary, as he a moment with the Hot Chair "You know I have retired from the but I am making this special trip t bany today to see some old friends.

"Back to New York tomorrow ing. Because, since I was so ve some months since, I have arrang spend more time at the office, and outside. Seems strange, though, n peddle pipes! Guess I came to A for more years than any other salesman, and I know about everyo the trade here."

Gray Gets His Golden Sceptre

"So do I," insisted Tom Gray, o road since cigars were first made b Eskimos. "Also do I know everyone in the business between ton and Bombay. And I just can from Boston. Hadn't been there i years. So I went in to see every anyway.

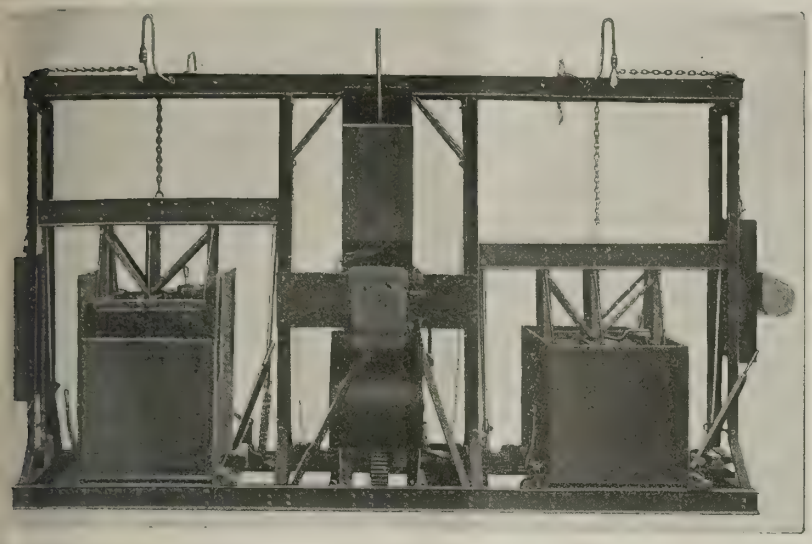
"By the way, did you know ou firm, the House o'Surbrug, was marketing Golden Sceptre? Yes, now being packed in thirty, sixty, twenty, and two-forty bundles of fo

RED EDGE WOVEN **STANDARD WOVEN** **CABLE CORD VULCANIZED**

CIGARETTE BELTS

Manufactured by

SOUTHERN ENDLESS BELT CO.
PETERSBURG, VA.



Electrically Driven

CASING PRESS

The Greatest Labor Saver in the Market

One man can press and nail more than 100 cases in 10 hours. Two men can do more work than four without any labor in pressing. No press boards needed. Instantly adjustable to any size case. One case can be nailed while the other is under pressure.

Prices on application.

MINNICH MACHINE WORKS
LANDISVILLE, PA.

And the old smokers want it again, as they surely did thirty or forty ago!"

What Some Clay Pipes Did

"Smokers then liked clay pipes, too," said Andy Van der Wart, now chap-o'the Albany County Penitentiary, formerly an Albany importer of Hol-d Dutch clay pipes. "And it was clay pipes that I became acquainted Theodore Roosevelt.

"r, one day when Roosevelt was nor here in Albany, he was on his o Troy for some ceremony or other, his rig broke down in front of my in North Albany. So, while await-ew accommodations, the Governor ered in to look over my rather odd tions of clays.

"oosevelt didn't smoke, but he was tly interested in anything Holland n. So he bought some importations collection of his own. After that, overnor was a frequent customer ne while he remained in Albany.

"me years later I retired from the business, and became a clergyman e Penitentiary when the Govern-still maintained Federal prisoners One such prisoner was a country-of mine, a Hollander who had been or.

"e had been convicted of murder in a e case of self-defense on shipboard. is term was for life. Several Pres-had been appealed to for a pardon, ut result. So the man had given up pe of release until I told him of quaintanceship with Roosevelt, then dent.

"nd, after considerable effort in ob-ig necessary papers and interviews, ast succeeded in getting into an old in Lafayette Square, Washington, e Roosevelt was running his offices g reconstruction of the White e.

"ell, I waited and waited. And evelt was going away that day, not turn for some months. So I real-I must obtain an interview imme-ty, and I squeezed up to the very in a room crowded with other vis-also awaiting interview.

"Some time later, Roosevelt came from the inner office, ushering out a previous caller. He gave a quick look around the busy room, spotted me, and sang out: 'Hello Albany, how's the clay pipe business?'

"When I told him what I wanted, he said, 'Alright, I'll do what I can to help your man, but you must send me some more of those clay pipes!'

"And, sure enough, after some necessary legal red, white, and blue tape had been cut, Roosevelt pardoned my prisoner! So you may be sure I sent the President the finest outfit of Holland Dutch pipes I could possibly dig up for him, even though at that time I was out of the business!"

In the County Court House Again

"But I'm not out of business now," insisted Ed Patten, Vice-Chairman o'the Hot Chair Club, and proprietor of the cigar stand in the Albany County Court House. "On the contrary, I've just opened up for the Court Sessions, 1923-1924. All smokers invited to the daily opening, R. S. V. P., whatever that is.

"All popular brands, of course, including White Owls, Bobbie Burns, Peter Schuylers, and so on. Commercial transactions with legal lights mostly, but no money refused from laymen. No, I have no red bananas, but I carry other fruit in season, including cigarets."

Which Way Now, Asks Ingerham?

"Cigarets seem to have the vogue," admitted DeWitt Ingerham, associate member of the Hot Chair Club, even if he is a cigar salesman. "And I can't quite make out why manufacturers insist on raising cigar prices at a time when cigars are not any too popular, as a class, anyway!

"Where are retail prices going if factories ask for more money?"—THE SMOKER.

Back from Successful Trip

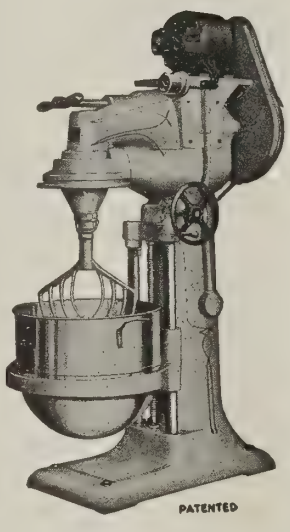
D. Dreux, of D. Dreux, Inc., Sumatra and Java importers, of 136 Water street, has returned from a successful tour of New England and the Empire State.

For Thorough Mixing

The

READ THREE SPEED MIXER

IS INCOMPARABLE



Many cigar factories throughout this country are using Read Mixers daily for mixing Gum Trag (cigar makers' paste). This machine gives the paste a thorough mixing, taking from it all lumps and thereby eliminating that costly and tiresome operation of straining.

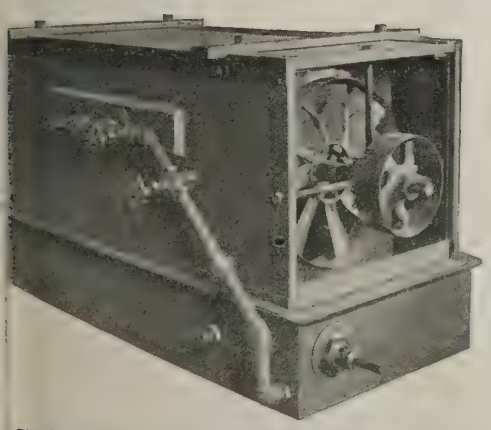
Used in various plants of Otto Eisenlohr & Bro. Co. and various other large plants.

Write for further data

READ MACHINERY COMPANY
YORK, PA.

MIXING MACHINERY OF ALL KINDS

THE "EBULATOR SYSTEM" of AIR CONDITIONING HAS NO EQUAL



Single Machine (This Type) Will Produce 80% Humidity in a Room of 100,000 Cubic Feet. Perfect Diffusion of Moisture Secured.

LET ME PROVE IT ON YOUR PREMISES

Individual Machines for Separate Rooms, or One Large Machine Serving Several Rooms Using Distributing Air Ducts. Have Your Choice.

HERE IS THE VERDICT FROM **GOOD JUDGES**

CONN. VALLEY TOB. ASSOC. Hartford, Conn.	*Highly pleased. Know of nothing equal.*
A. N. SHEPARD & SON Hartford, Conn.	*Pleasing results. Yours the best yet.*
BREWES BROTHERS Hockanum, Conn.	*Saves coal and is far superior. Machine is of rugged build.*
KARL C. KULLE Suffield, Conn.	*Now using five machines. Four separate orders. Discarded old methods.*

Also many others. **WHY NOT YOU?**

15 to 25% Earned on your Investment.

IS THIS WORTH WHILE?

Save Money — By Using the "EBULATOR SYSTEM" Also By Stating Your Requirements and Size of Rooms, etc.

D. P. GOSLINE, Mfr., BOSTON 19, MASS.

ROHLIN'S PATENT PIPE CASE

An Imported Novelty — Also Most Practical

"A Clean Pipe in a Clean Pocket"

A case made of the finest rubber and lined at the bowl with an incombustible material—very handy and takes hardly any room in the pocket.

Sold extensively abroad and selling readily in this country.

Popular priced article affording excellent profit for retail trade and also in quantities for large distributers.

Sole Agents for the United States and Canada.

GROSVENOR NICHOLAS & CO.
Incorporated
60 Broad Street **New York**

ROBERT E. LANE

Representing **CIFUENTES, PEGO & CO.,** of Havana, Cuba

"PARTAGAS"

107-109 WILLIAM STREET, NEW YORK
Corner John Street Telephone John 4015

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO GUTIERREZ, *Representative*
351 West 121st Street **New York**

Joseph F. Cullman, Jr., President Milton Samuels, Joseph Mendelsohn, Vice-Pres.
Chas. W. Duignan, Treas. Harry S. Rothschild, Sec'y

STERN-MENDELSOHN CO., Inc.

HAVANA & PORTO RICO TOBACCO

165 Front Street, New York

PACKING HOUSES: HAVANA, CUBA; CATANO, PORTO RICO

ERNEST ELLINGER & CO.

IMPORTERS OF

HAVANA LEAF

Lealtad 110, Havana, Cuba 166 Front St., New York

Telephone M. 2368.
Cable "Fegrau."

Manuel Fernandez Grau.
Antonio R. Fernandez Grau.

FERNANDEZ GRAU Y HERMANO

Leaf Tobacco Dealers

Monte 116, Havana, Cuba

Large Stripping Plant, 199 Manrique St. Telephone M. 7643. General Offices, 199 Manrique St.

Cable Toranoco

TORAÑO & CO.

HAVANA LEAF TOBACCO PACKERS AND DEALERS

SPECIALISTS IN PARTIDO

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IT PAYS TO HAVE UP-TO-DATE INFORMATION. READ TOBACCO

HAVANA CIGARS

The Leader in All the World's Markets

ROMEO y JULIETA

U. S. REPRESENTATIVE

WM. T. TAYLOR, 50 E. 42nd St.

Havana Leaf Market Keeping Up Its Lively Pa

Large Quantities of Tobacco Arriving from the Country Exporters and Dealers—Goods of Various Grades Being Disposed of Rapidly—Prices Stay Around Peak.

HAVANA, Cuba, Sept. 27.—During the last two weeks our market continued quite lively. Large quantities of tobacco are arriving from the country for the exporters, as well as for the Havana dealers, who are rapidly disposing of their goods, especially as far as upper grades for export and tobaccos for stripping purposes are concerned.

Reject Erstwhile Acceptable Offers

Many holders of upper and low grades have rejected offers, which they would have accepted a few weeks ago. The main reason for this is partly the shrinkage, and partly the lower proportion of upper grades, greater than expected, both of which surprised a good number of packers and speculators. Many of our local dealers, who hardly bought anything in bundles, and who hardly had a chance to make a packing to speak of, had a good opportunity to pick out some good Vegas, especially in the Vuelta Arriba section (Remedios) and most of them, being sensible enough and satisfied with a small profit, turned this tobacco over to exporters and manufacturers right away.

Still Chance for Interested Buyers

For this reason, the few packings and lots left in the country will be sold very soon, and if American importers and dealers are really interested in securing a stock of Havana tobacco, they ought to lose no time. Representatives of foreign houses and exporters have nearly all bought tobacco, and are buying still. Prices for Remedios, and especially Vuelta Abajo, continue not only firm, but Vuelta Abajo have gone up. The buyers are recognizing more and more, that the tobacco of this section, where hardly any intervention of foreign buyers has taken place, compared with Remedios, is much more advantageous, especially with regard to price.

Make Good Showing

Besides this, the Catorcenas, as well as the Puntillas, show not only a good and sound quality for stripping as well a longer storage, and do not stay b Remedios Capaduras as far as leaf and cleanliness is concerned. Many of good Puntillas, which used to be ported to Europe, where people p this tobacco to a certain extent to H edios, went to the local stripping f ries. That the proportion of clean stri fillers must have been a good on proven by the quick sales of this c at prices from $60 to $65 per qq. and s of it for even more.

The stripping plants in the city as as in the country all over are wor with full forces, most of the tobacco ing in good condition to be strippe

Several thousand bales were shippe South America, especially by the firm Sobrinos de Antero Gonzalez, shipped among other lots, one single of about 2,000 bales. This country w without doubt, have bought two or t times more tobacco, if prices had right, and the fact is, South and N America are likely to become ser competitors in the Havana market, and by.

American Buyers in Market

Several large American buyers are pected here during the first part of O ber, and their representatives have ev thing prepared by this time.

L. Greenhall, of Greenhall Bros., N York, left last week, after having m some good purchases. There are eral American buyers, who come d here, go around the market, out to country and buy the goods they need their customers, and one of these, knows Havana as well as the place wh they were born is L. Greenhall, knowr everybody who handles tobacco d here.

Favorable Weather Conditions

So far the weather conditions for new crop are quite favorable, that speaking in general, although in cert sections people complain about too m rain. However, the sections, where se

AIXALA & CO.

Packers and Dealers of Havana Tobacco

ALSO PORTO RICAN TOBACCO

New York Office **M. A. André 169 Front St.**

Havana Office **Corrales 6, 8 and 10**

HINSDALE SMITH & CO.

Established 1840

Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco

125 Maiden Lane SPRINGFIELD, MASS. **New York**
Cable Address "Nargil" Telephone 901 John

Webster Cigars

STANDARD FOR OVER FIFTY YEARS

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

r being raised, have had very good ther.

is needless to say that the farmers, made more money than they exed, *will* do all they can to raise as h tobacco as possible. And let us e that next year we will have a good large crop, one that will enable dealr to supply the foreign countries with er quantities, of much cheaper to-o, and such as will work with more sfaction.

his year no private packer, dealer orter nor others can be satisfied, as yone of them must recognize, that the of the goods is higher than the value thereof.

he correspondent of TOBACCO will e it his business to keep the Ameria trade well informed, but all that the er of these lines can say further at time is to suggest to any buyer of dles, who is heavily engaged this year, remember the result of last year.— LO.

Key West Key Notes

Visible Prosperity

EY WEST, Fla., Sept. 29.—The res from the factories this week have en very encouraging. At the E. H. o factory, it was stated that 25 extra n were employed Monday. This fac- has been increasing the force steadfor several weeks. Faustino Rendue the manager, stated that the factory approximately 300 cigar makers emyed at this time. Then there are the er workers in other departments which ng the total number of persons emyed in this factory up to approxiely 400. Mr. Rendueles also said that s the intention of this company to emy about 100 more men if this number y be had, to keep up with the orders w coming in for holiday goods. These itional workmen may possibly be en on within the next two weeks. e manager feels that the factory will kept busy up to the close of the year.

Working Full Force

At the Cortez factory, Manager arles R. Curry said that the force was reased by 30 additional cigar makers week. At present there are about cigar makers at this factory. Manr Curry said that the factory is now working practically a full house, and that others will be employed as the weeks roll by toward the Christmas holidays, and as soon as room may be made to seat the additional workers. Extra tables and chairs have already been placed in the factory to accommodate the ever increasing force.

Thompson & Co.'s factory is another busy place these days. Manager Albury said that the force is kept steadily at work, meeting the demands for the brands put out by this house.

Number of Workers Being Increased

At the Havana American factory, from D. Quintans, manager, it was learned that the force has been increased almost weekly. At present there are about 300 at work making cigars at this plant.

Manager E. E. Crusoe of the Consolidated factory announced an increase in force of workers, and it is the expectation of the management to increase the force until double the number of workmen has been reached.

Manifest Optimism

All manufacturers appear optimistic over the present outlook of the cigar trade here. The only discouraging feature to be overcome is the shortage of first class workmen. This has been slightly overcome within the past week, as a number of good workmen have returned from Tampa.

Cayatano de Casado, attache of the Cuban Legation at Washington, passed through Key West Friday en route to Havana. Senor Casado had been in Washington in connection with the recent payment on the loan made by the United States to Cuba. During the stay of this distinguished visitor here, he was entertained by Cuban Consul Domingo I. Milord.

Seek New Federal Building

The Chamber of Commerce, Rotary and Exchange Clubs have agreed to send Charles Ketchum from this city to Washington for the purpose of meeting with the budget committee of the post office department and the Florida delegation in the interest of a federal building for this city. These three organizations are now engaged on plans for the entertainment of the large number of tourists expected here this season.

The golf course will be completed by the time the Hotel Casa Marina will open, and it is planned to have band concerts in the city park twice or thrice

SOBRINOS DE A. GONZÁLEZ

HAVANA LEAF DEALERS

Industria 152-158
Habana, Cuba

P. O. Box 495 Cable ANTERO

LESLIE PANTIN & SON

Commission Merchant

LEAF TOBACCO and CIGARS

Virtudes 74, HAVANA, Cuba

TADEMA HAVANA CIGARS

ARGUELLES, LOPEZ & BRO.
MAKERS

GENERAL OFFICE AND FACTORY: TAMPA, FLA.

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Bentley's

PABLO L. PEREZ & COMPANY

Successors to

HAVANA TOBACCO STRIPPING CO.

LEAF TOBACCO

Telephone A-7914

Lealtad 110, HAVANA, CUBA

MANUEL A. SUAREZ & COMPANY

(S. en C.) ESTABLISHED 1873

GROWERS, PACKERS AND DEALERS IN

LEAF TOBACCO

Cable: "Cuetara" - - Figuras 28-30-32 Havana, Cuba

HIJOS DE DIEGO MONTERO

S. en C.

COMMISSION EXPORTERS

LEAF TOBACCO

DRAGONES 106-108 HAVANA, CUBA

M. ABELLA

PACKER AND LEAF DEALER IN

PARTIDO, SEMI VUELTA AND REMEDIOS

100 Galiano Street Habana, Cuba

Cable: Abella

H. UPMANN & CO.

ESTABLISHED 1844

Bankers and Cigar Manufacturers

HAVANA, CUBA

CHAS. LANDAU, Agent, 35 Wall St. New York

ROCHE & GALVAN

Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

Glass Cigar Box Covers

Highest Quality - - Lowest Prices

Our Style D Suits the Purpose

100 .....15 cents each
250 .....14 " "
500 or more .....12 " "

Includes Printing on Glass or Metal.

Choice of Five Colors. Send for Sample.

GEBHARD MFG. CO.
Manufacturers
9-11 E. FAIRMOUNT AVENUE NEWARK, N. J.

Established 1867 Original Factory No. 1

The Standard Clear Havana Cigar Factory

Manufacturers of

La Flor de Sanchez & Haya

and

Ignacio Haya

Office & Factory:
SANCHEZ & HAYA CO.
14th Ave. & 17th St., Tampa, Fla.

Distributors for Greater New York & New Jersey
B. WASSERMAN CO.
77 Chambers St., New York City

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters OF

TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

Compañia de Abraham Haas

ESCOGIDAS
SANCTI
SPIRITUS
LA VUELTA

Escogedor de Tabaco En Rama

SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana

CAMAJUANI
MAYAJIGUA
MAJAGUA
REMEDIOS

Cable "Quinto" P. O. Box 502

WALTER SUTTER COMPANY

COMMISSION MERCHANTS—EXPORTERS

LEAF TOBACCO

VIRTUDES 129 HAVANA, CUBA

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a week during the season. Information bureaus will be established at Miami and Tampa, and also at the Florida East Coast terminal in this city to assist the tourists in coming to Key West, and finding accommodations for them after their arrival. At a joint meeting of the local organizations, W. R. Porter pointed out the necessity of providing adequate accommodations for the tourists who will come here this winter. The officials of the Florida East Coast Railway have promised additional train service during the winter season.

Baltimore Market

BALTIMORE, Md., Sept. 27.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND: While receipts for the week were 812 hogsheads, sales totaled 1616 hogsheads. Prices ruled very firm to slightly higher on nearly all grades, and quotations are revised upward.

OHIO.—Receipts 30 hogsheads, sales 23 hogsheads. Quotations also revised up to present ruling prices. The 1922 crop is nearly all in.

Crop Prospects

MARYLAND: The 1923 crop has now been practically all cut and housed in good condition. We hear some complaint, however, that owing to the warm, murky weather considerable tobacco will be house-burnt.

MARYLAND

Inferior and Frosted	$3.00 to $5.50
Sound Common	6.00 to 8.00
Good Common	8.50 to 23.00
Medium	23.50 to 30.00
Good to Fine Red.....	30.00 to 50.00
Fancy	51.00 to 54.00
Seconds :—	
Common to Medium....	5.00 to 12.00
Seconds :—	
Good to Fine	13.00 to 35.00
Ground-Leaves	nominal
Upper Country—Aircured	5.00 to 40.00

OHIO

Inferior and Frosted.....	$4.00 to $6.00
Sound to Good Common..	7.00 to 10.00
Greenish and Brown.....	8.00 to 16.00
Medium to Fine Red.....	10.00 to 20.00
Common to Medium Spangleds	10.00 to 20.00
Good Spangleds	20.00 to 30.00
Fine Spangled to Yellow.	30.00 to 45.00
Aircured, Common to Medium ...	6.00 to 12.00
Aircured, Medium to Good	12.00 to 18.00
Aircured, Good to Fine..	18.00 to 30.00

N. B.—Unsound and badly mixed packages from 1 to 3 cents lower.

Association Data

The Leaf Tobacco Association of I timore City, issues these statistics the week ending September 26:

Receipts, Including Reinspection

	This Week	Previously	Total	Net to Date	S
Maryland ...	813	24,103	24,916	23,352	21
Ohio	30	1,051	1,081	1,003	
Total	843	25,154	25,997	24,355	22

Reinspections this week: Maryland, none date, Maryland, 1,564; Ohio, 78

Deliveries

	Maryland: Coastwise and Domestic	Maryland: Foreign	Maryland: Total	Ohio	T
This week....	2	1,534	1,536	130	1
Previously ...4,656		12,442	17,098	1,442	18
Total 4,658		13,976	18,634	1,572	20

Stock in Warehouses

	Maryland	Ohio	T
Stock Jan. 1.....	9,590	3,025	12
Receipts since.....	23,352	1,003	24
	32,942	4,028	36
Delivered since.....18,634		1,572	20
Stocks today.....14,308		2,456	16

Sales

	Maryland	Ohio	T
This week.....	1,616	23	1
Previously 17,878		1,143	19
Totals 19,494		1,166	20

Voice Sells Woodmere Estate

Jacob A. Voice, of the Pasbach-Voice Lithographing Co., Inc., Grand street and Morgan avenue, Brooklyn, has sold his residence at Central and Prospect avenues, Woodmere, Long Island, to Jo Riesenweber, the restauranteur, owner of the Shelburne Hotel, Brighton Beach. The estate occupies almost an entire block and contains a tennis court and all the other adjuncts of an ideal country home.

The Voice family plans to locate in some other section of Woodmere, but as the son and daughter have both entered college, a large estate is not required at the present. The sale was an entire cash transaction.

Planning Big Germina Campaign

Charles T. Ellis, tobacco broker, w represents the Germinal interests in Bo ton, is in New York this week, confe ring with Ernest J. Moss, manager of t cigar department of Frank E. Childs Bro., Inc., recently appointed exclusi eastern agents for the Germinal Cigar Cigarette Factory Co., Ltd., of Mani P. I.

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IMPORTERS & PACKERS

Havana & Porto Rico Tobacco

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Porto Rico—Manati

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Tampa Tidings

TAMPA, Fla., Sept. 29.—The Eli Witt Cigar Co., lessee of the three-story Ferri Building, corner of Franklin and Twiggs streets, which it remodeled, and tenants, staged a festive housewarming Thursday night. Prizes were given the tallest, the shortest, the first and last. Customers to enter, etc., etc. Music was furnished by Fraund's orchestra.

The business of the Eli Witt Co. was started some 18 or 19 years ago with one small retail store and has grown to the present proportions mainly through the efforts and business acumen of its proprietor, Eli Witt.

The company now operates no less than 5 wholesale houses throughout the south with its special brand, the Hav-a-Tampa, favorably known wherever cigars are smoked.

A Huge Factory

The factory owned by the company in Tampa and devoted to the manufacture of this popular brand is the largest in point of workmen employed and output, in this city, employing an average of 700 hands and having a capacity of 4,000,000 cigars per year.

In taking over the remodeling the Ferlita building the Eli Witt Co. has reserved for itself the corner store at Franklin and Twiggs streets and has equipped and fitted this to make it one of the finest appointed retail stores in the south, where all the best high grade cigars, tobaccos and cigarettes will be sold with especially featuring the Eli Witt brands.

Manuel Garcia of Perfecto Garcia & Bros., left Thursday to inspect their tobacco stocks in Cuba. He will return next week when manufacturing is to be commenced in their new branch at 2307 19th street, the factory formerly occupied by Salvador Rico & Co., before their consolidation with Arturo Fuentes Co. For several weeks P. G. & Bros. have been overhauling and outfitting this branch, stocking their tables, chairs, etc., preparatory to opening.

Ludwig Lasker, of Perfecto Garcia & Bros., who has been in Europe during the summer in quest of health, has returned and is again making the rounds among his customers.

A Short-Lived Strike

The versatile and ebullescent cigarmaker has staged a one-day theatrical strike, the villain in the comedy being Sanchez & Haya. The wrappers were too long, or perhaps it was that they were too short; or maybe it was nothing worse than the fever of the Mayor-Commissioner political campaign running riot. Anyhow, it's all over, and without casualties; and the factory again resembles a beehive for industry.

Christmas Orders Coming In

Grosvenor Nicholas & Co., Inc., importers and distributors, of 60 Broad street, New York, report a heavy volume of orders for future delivery, in excess of the normal increase in business due to the regular fall buying. Many Christmas orders have already been booked, indicating an unusually heavy holiday season.

Off to the West

William P. Miller, of the American Sumatra Tobacco Co., 131 Water street, is en route for the Middle West, where he is scheduled to spend several weeks in the interests of his organization.

CIGAR MANUFACTURERS ASSOCIATION OF TAMPA

Comprises All of the Leading and Representative Cigar Manufacturers in Tampa, Uniting in the Three-Fold Effort of:—

1st—Benefiting our members.

2nd—Maintaining the high standard of "Tampa" workmanship by seeing that our labor is justly treated.

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This stamp, on each box, is your guarantee that the goods are manufactured in Tampa—of "Tampa" Quality and Workmanship.

DEMAND IT

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

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Connecticut Leaf Gets Another "Finishing Damp"

Recent Rains Reinforced by More Moisture Finally Puts Tobacco in Desired Condition—Growers Much Pleased With Product—1922 Broadleaf Ready for Buyers Oct. 15.

HARTFORD, Oct. 1.—During the past week the tobacco had a thorough dampening in the sheds, and the leaf shows much improvement, as the dampness held on long enough to run the colors and to even them up. The tobacco needed more moisture, as the curing had been done under rather dry weather conditions since it was harvested, and the two damp "spells" came in the nick of time to put on a fine finish when it was needed. The previous recent rain was not quite sufficient to do the trick.

A few more of the growers ventured to take advantage of the damp and took some down and stripped it off an bundled it, but the majority just let the damp go by, fearing that they would get into "trouble" from the tobacco warming up in the bundle and developing "canker." The tobacco needs to be thoroughly dampened down once or twice before it is bundled.

Now that the weather has changed and cooler temperature is expected, it is very likely that on another damp many growers will venture to take down and get started with the stripping, although a majority of growers claim that it is early enough to take down about October 15, and many prefer to wait until a much later date.

The entire crop of the Connecticut Valley was secured under favorable conditions, and, while there were some lots that were late all through the season, only a very small percentage of the crop got caught by frost, and that only very slightly, as to date there has not been any killing frosts, and vegetation scarcely shows frost marks yet.

The growers throughout the Valley seem well satisfied that they have got in their 1923 crop of tobacco, the best crop that has been grown for at least 10 years, grown under favorable conditions, with very little, if any, storm damage and fine weather for the curing. The leaf now shows to be of a fine quality, good color and full of snap. The leaf also indicates better weights, and from all appearances at the present time, the percentage of low grades will be the smallest it has been for many years, as the bottom of the plant will yield a lively leaf and will make sound tobacco and not "papery," dead tobacco as has been the case the past few years.

With the full crop it will mean an increase of the total number of cases to be taken care of and the Connecticut Valley Tobacco Association is making preparations to care for the crop as it comes in. Some new warehouses are to be built and work is to be started at the very earliest date possible.

Open Bids on Warehouse

Bids were opened for the new South Windsor Tobacco Warehouse on Saturday, and there were several bidders. The contract was not awarded, and will not be for a few days.

Buck & Sheldon were the architects and the plans call for a building 48 x 150 feet with two stories above a basement under the entire building. The foundation is to be concrete with frame construction for the two upper floors. A large portion of the first floor will be arranged for sweat rooms, while the upper one will be for storage. The building will be equipped with elevators and will be arranged so that at a later date a sprinkler system can be installed. The basement will be well lighted with a north light that can be used for assorting purposes, packing and other work. The cost of the building is to be around $50,000, and the contract calls for the completion of the building ready for occupancy on January 15, 1924. Work is to start 10 days after the contract has been awarded.

The lot for the building has been secured and is located in the south part of South Windsor on the corner of Main and King streets, at trolley station No. 31, which is the first fare limit from this city on the Springfield East Side trolley line.

Glastonbury Warehouse

Glastonbury growers have purchased a lot for a warehouse near a trolley switch leading to the J. B. Williams Soap Co. works, and will be able to make many shipments via the trolley line to the N. Y., N. H. & H. R. R. in straight carload lots.

The East Hartford growers recently purchased the E. Rosenwald & Bro. warehouse with a railroad frontage, and cars can be placed right at the door.

The Broadleaf growers on the East Side of the Connecticut River have now gotten in the works their own warehouses for the storage of their own tobacco.

In Massachusetts several new warehouses are being built and the work is being pushed along, so as to be ready to receive the crop when it will be ready for delivery.

Broadleaf Sampling Delayed

The work of sampling the 1922 Broadleaf will be completed this coming week and then the samples will be arranged into the proper pools at the headquarters of the association and will be ready for inspection of the trade on October 15. It was expected that they would be ready by today, but the work of sampling was necessarily held up, owing to the crowded condition of the various warehouses, which delayed the work a few days, as there was not room enough to hustle the work along.

Notwithstanding what has been said about the 1922 crop, the inspection of it in cases shows that the crop has come through the sweat in very fine shape, and much excellent leaf will be offered to the trade on the 15th inst.

Judging from the inquiries for Broadleaf, it is expected that the association's headquarters will be lively with buyers on the opening date, and that sales will be quick and often. The entire packing is expected to be picked up within a short space of time.

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ROCKY MOUNT, NORTH CAROLINA, U. S. A.

The Danville Market Opens With Large Offering

DANVILLE, Va., Oct. 2.—The Danville tobacco market opened for the 1923-24 season here this morning, the sales being far greater than had been expected, these lasting from nine o'clock until four in the afternoon. The authentic figures are lacking at this time, but more than 300,000 pounds of leaf was marketed for an average of around 17 cents. While it is true that a good deal of disappointment was in evidence among some of the farmers, there was a general realization that the crop was in quality far below expectations and that the growers received a fair price for their product. The initial offerings were noteworthy for their lack of color and the nondescript varieties brought in. The tobacco was medium to poor in quality, much of it muddy in color and coarse in growth. It is the consensus of opinion that the general quality of the crop cannot be gauged from the offerings seen here today, it being the rule for the growers to test out the market with poor curings. At the same time warehousemen did not disguise their disappointment that more good tobacco was not in evidence in order to give the market a good start.

Comparatively few farmers took in their tobacco after seeing the price it brought, this being regarded as evidence that while perhaps not satisfied they realized that the intrinsic value of the tobacco was far below last year's crop, and that they had received as much as they had a right to expect.

The sales were the largest for the opening day for many years. Usually all the initial offerings can be disposed of in one morning, and owing to the lateness of the crop and the realization that the growers have still a good deal of tobacco still to cut that the opening here would be little more than a formality.

Co-ops Watch for Member Tobacco

Inspectors for the Co-operative Marketing Association were active on the warehouse floors looking at the names on the piles and apparently checking up to see if members of the organization were breaking their contract. They were permitted to carry on this work. Under the new warehouse law it is required of warehousemen that tobacco be entered in the true name, and one of the officials of the Co-operative Association charged that this was not being done and that vague names were written on some of the tickets.

Thousands of farmers were here yesterday following the usual custom to watch the opening. Hundreds of them did not bring tobacco, but came to obtain some insight as to the price level.

Buyers are inclined to believe the crop will be a poor one and that it will not have the money-making qualities that last year's did. The crop, if it may be judged from today's offerings, resembles in some points that of 1921, but a poor crop does not necessarily mean a disadvantage to the growers. As was the case in South Carolina, the few piles of really good tobacco did not sell as well as they should, indeed the commoner grades sold at a relatively higher rate. This is said to be due to the demand by some of the European countries which are unable to pay the price asked for the better type and who will, therefore, be on the market this year for larger quantities of the poorer grades.

Martinsville Not Open

The Martinsville market did not open today in order to give the farmers a chance to come to Danville, which is still regarded as the most influential of all the markets in the bright belt and the "price setter." This fact was emphasized by the presence today of some prominent officials of the big companies, notably the Imperial and Export Companies and the American Tobacco Co.

Reidsville, N. C., Market Opens

The Reidsville market opened today with a sale of 46,000 pounds at an average price of $16 per hundred.

The warehouses operated this year are the same as those used last year: Acrees, Hollands, Union, Central, Planters and Banner, all operated by the Danville Warehouse Corporation and Piedmont warehouse operated by an independent company. Next Tuesday will see the institution of quadruple sales in all of these warehouses.

The Cooperative Marketing Association will begin receiving tobacco at Producers and Farmers warehouses next Tuesday.

Opinions conflict as to the size of this year's crop but the predominant belief is that it will weigh out more heavily than last year's.

The color is not as bright as the 1922 crop, and a large proportion of mahogany is anticipated. Today, in this surrounding section about 90 per cent of the crop has been cut, cured and housed, according to estimates made by local warehousemen who usually keep posted as to conditions.

The damage done by the tobacco worm is the worst in ten years, according to authentic sources and, in the opinion of M. O. Nelson, local auctioneer, hundreds of thousands of pounds of leaf has been lost.—TETLEY.

Oxford Average, $17.35

OXFORD, N. C., Sept. 29.—Our market opened on the 25th, with 115,338 pounds on sale, consisting mostly of primings which brought an average of $17.35 per hundred pounds.

Sales for the week ending September 28; 184,298 pounds; average price per 100 pounds, $16.27. Sold to date of 1923 crop, 184,298 pounds; average price per 100 pounds, $16.27. Sold to same time last year, 850,220 pounds; average price per 10 pounds, $25.24.—W. A. ADAMS CO.

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Correspondence invited. Cable address: "Lea," Danville, Va.

To Celebrate Opening of Co-op Warehouses

RALEIGH, N. C., Oct. 1.—The opening f 55 markets of the Tobacco Growers' o-operative Association in the Old Belt f Virginia and North Carolina next uesday, October 9, will be marked by ore than twenty mass meetings of the ·ganized growers to celebrate the sec- ıd season of co-operative marketing in hich the tobacco association has al- ·ady made substantial gains over its ·cord of last year.

The tobacco co-ops of Virginia will ıld celebrations at every co-operative arket for bright tobacco in the state.

John R. Hutcheson, director of the irginia Extension Service; Oliver J. ands, executive manager of the associa- ın; T. C. Watkins, director of its ware- ıuses in three states; Southall Farrar ıd J. H. Quisenberry, district agents of xtension in Virginia, and practically ·ery elected director of the tobacco co- ıerative from the state will be among e speakers who will address the farm- s who will mobilize in 23 association arehouses throughout Virginia next uesday.

More than 2,000 Virginia farmers have ined the marketing association within e past twelve months and the associa- ın now has over 37,000 contracts from le Old Dominion, which represents a embership of 75 per cent of all to- ıcco growers in the state.

A large gain in the majority of to- .cco which Virginia co-ops delivered to eir houses last year is confidently oked for by the members and directors the association.

The 23 association markets scheduled open with mass meetings next Tues- ·y are Danville, South Boston, Rocky ount, Martinsville, Critz, Chatham, retna, Brookneal, Altavista, Clover, arksville, Virgilina, South Hill, Chase ·ty, Drakes Branch, Keysville, Ken- idge, Alberta, Emporia, Petersburg, lackstone, Burkeville and Rice.

Members of the association who attend xt week's rallies at the opening of ieir warehouses are being urged to ing tobacco with them, and a record ·ening day is looked for when the co- ·s will receive their first cash advances, ·ich in South Carolina and eastern orth Carolina have lately been running ·ll over half of the prices paid upon ·e auction floors at many points.—S. D. ISSELL.

Low Grades at Henderson

HENDERSON, N. C., Sept. 29.—Sales ap- oximating 250,000 pounds were made the Henderson tobacco market for the ur days on which the market was ened this week, including the opening y of the season, Tuesday. On the ening day there was a sale of 176,000 unds, at an average price of $17.76 per ndred.

The quality of the weed was very poor, d this accounted for the poor averages ade. Primings made up the bulk of the offerings, and these are usually bid in at a low price. The break the first day was considered a fair opening offering, with a price slightly less than that for the opening date a year ago.

Tobacco men and farmers expect a better price as the season wears on and better grades of leaf are offered for sale. There is a good deal of fine tobacco in this belt, but very little of it has been offered.

The opening sale saw prices as high as $50 per hundred, but piles of this character were few and far between.

Greenville Sales to Date About 9,000,000 Pounds

GREENVILLE, N. C., Oct. 1.—September was a fairly busy month on the Greenville tobacco market. The sales were about 9,000,000 pounds. Exact figures are not available at this writing. The quality has been poor, still justifying the prediction of a poor crop in grades. The total sales have been near ten million pounds and the average under 20 cents. The little good tobacco coming in is commanding better prices, ranging up around 75 cents, and a dollar sale has been a record.

The Co-ops have received about 200,000 lbs. and advances have not been very satisfactory. The Co-ops had been billed for a number of speakings in the county the past week, but little has been heard of them. At one appointment, they were denied the use of a school house and found it well not to tarry too long around there. There was an appointment for here last Friday.—KING.

Rocky Mount Average, $19.70

ROCKY MOUNT, N. C., Sept. 29.—Total sales for the week, 1,042,304 pounds; average price per 100 pounds, $19.70. Sold to date of 1923 crop, 3,529,684 pounds; average price per 100 pounds, $20.00.

New Bern Average, $16.46

NEW BERN, N. C., Sept. 28.—Total sales for the week 62,754 pounds; average price per 100 pounds, $16.46. Sold to date of 1923 crop, 306,300 pounds; average price per 100 pounds, $16.40.— M. E. TYSON.

Hopkinsville Auction Mart To Open Dec. 4

HOPKINSVILLE, Ky., Oct. 1.—Tuesday, December 4, has been officially selected by the Hopkinsville Tobacco Board of Trade as the date for the opening of the independent loose floor sales of tobacco for the season of 1923-24. After opening the sales will be held daily except Saturdays by the five loose floor houses that will operate. These houses are Hancock Warehouse Co., Hopkinsville Loose

JOHN E. HUGHES CO.
Incorporated

BRIGHT AND DARK
VIRGINIA
CAROLINA
KENTUCKY

CLARKSVILLE
AND
SPRINGFIELD

BURLEY
GREEN RIVER

OHIO
MARYLAND
TOBACCOS

Danville,
Virginia
U. S. A.

Cable address
Jehu-Danville

Codes
A. B. C., 4, 5 and 5th
Improved
ARNOLD'S 5 and 15
BENTLEY-LIEBER

LEAF
STRIPS
SCRAPS
STEMS

PACKERS
EXPORTERS
DEALERS

BRANCHES
IN ALL
IMPORTANT
SECTIONS

Established 1898 Cable Address Randolph
RANDOLPH MEADE & COMPANY
INCORPORATED
Leaf Tobacco Dealers
We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.
Correspondence solicited. Satisfaction guaranteed.
Samples sent on request.
DANVILLE VIRGINIA

Cable "Wright" Codes: Western Union; A. B. C. 5th Ed.
WRIGHT-HUGHES TOBACCO CO.
INCORPORATED
LEAF TOBACCO DEALERS
ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLES UPON APPLICATION
WINSTON-SALEM, N. C., U. S. A.

Cable "Winleaf" Winston Salem, N C—Codes A B C 4th & 5th Editions Western Union
WINSTON LEAF TOBACCO & STORAGE CO., Inc.
Dealers in LEAF TOBACCO
Strips, Scrap and Stems. Complete Facilities
Order or Contract Samples Submitted on Request
WINSTON-SALEM, N. C., U. S. A.

Get the Trade News from Tobacco

Cable Address "Kyle" A. D. KEEN, Pres. & Treas.
A. D. KEEN TOBACCO CO., Inc.
Successors to E. K. JONES & CO.
LEAF TOBACCO BROKERS AND DEALERS
Specializing in Old Belt, Virginia & Carolina Tobaccos
Full lines carried in stock. Samples on application.
Arnold's Code No. 5 Leiber's A. B. C. 4th & 5th Editions
Danville, Va.

ESTABLISHED 1870

RICHMOND OFFICE
100—Shockoe Slip

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

Buyers on All Important Markets in Virginia and Carolina

CABLE ADDRESS: "Penn," Danville, Virginia
CABLE ADDRESS: "Penn," Richmond, Virginia

CODES USED: Western Union, Arnold's 5 and 15, Bentley's

H. G. Whitehead W. P. Anderson S. H. Anderson

WHITEHEAD & ANDERSON

LEAF TOBACCOS

Commission Merchants and Exporters

If you want "Bright Virginia Tobacco," we can supply you. We carry a well ripened, old stock on hand at all times. Write us.

WILSON, N. C., U. S. A. *The largest bright leaf tobacco market in the world*

Cable Address: "Dorothy" Codes A. B. C. 5th Ed., Arnolds No. 5, Western Union

To Manufacturers of Scrap and Fine Cut Tobacco

To protect your goods, you ought to pack it in our paraffine lined, weatherproof bags that keep the natural moisture of the contents on the inside, and at the same time exclude the dampness and mould from the shelves of the dealer. Used by every Manufacturer of consequence producing Scrap and Fine Cut Tobacco. Prices on application.

THE WESTERN PAPER GOODS COMPANY
CINCINNATI, OHIO

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in LEAF TOBACCO

Strips, Scraps and Stems Samples submitted on request

WILSON, N. C., U. S. A.

Cable: Monk Codes: { Arnold's Nos. 5 & 15 / Western Union

A. C. MONK & CO., Farmville, N. C.

A Large Supply of Leaf Tobacco Always on Hand.

We buy all grades Bright Tobaccos, Virginias, Darks and Burleys, Steam and Natural Season. Samples Furnished.

Branch Factories: Wilson, N. C.; Wendell, N. C.; New Bern, N. C.

E. V. WEBB & CO. Cable "IRVINE," Kinston, N. C.

Leaf, Strips, Scraps and Stems

ORDER OR CONTRACT CORRESPONDENCE SOLICITED

COMPLETE FACILITIES SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

Cable Address: "CLARK" Code: "ARNOLDS NO. 5"

Largest Loose Leaf Tobacco Market in the World

W. T. CLARK & COMPANY
Established 1887

Dealers in All Grades Bright Leaf, Strips, Stems and Scraps

Packed for Export and Domestic Trade

We operate in North Carolina, South Carolina, Virginia and Georgia

Head Office: WILSON, NORTH CAROLINA, U. S. A.

Packing guaranteed. Samples submitted on application.

A. H. BUCHAN, President & Treasurer J. S. NEAL, Secretary

Cable DIBUCO, Mullins, S. C.

DIXON-BUCHAN TOBACCO COMPANY

Dealers and Exporters

VIRGINIA-CAROLINA TOBACCOS

Mullins, South Carolina

Floor, M. H. Tandy & Co., Butler & Perkins, and Thompson's Loose Floor.

Last season these houses handled a little more than 14,000,000 pounds, on which the average price for the season was $14.52. During the coming season they are confident they will at least equal last year's record, and some say they will exceed it. Last season saw a number of producing sections selling here for the first time, many of these being distant and shipping the tobacco here by rail. These were well pleased with the prices and method of selling; and these customers are expected to be back and bring others with them.

The double selling plan will be followed again during the coming season. Two auctioneers will be employed, and two sets of buyers and two sales will be held simultaneously. In this way the sales are usually concluded early enough to clear the floors, make settlements and get everything ready for the next day. Also it enables the growers to attend to other business after they have sold their tobacco.

Settlements will be made with the farmers immediately after the sale price has been accepted by them.—M. E. Bacon.

Japanese Tobacco and Factory Losses

Danville, Va., Oct. 2.—Two and a half million pounds of American grown leaf tobacco and two of the largest cigarette factories in Japan, were destroyed in the disaster which recently visited that country, according to advices received from the Department of Commerce in Washington, which was asked by Danville interests to secure some authentic data on the tobacco loss. For a week the Tokio government did not satisfy an eager curiosity manifested by local leaf dealers in a matter of great moment but a second cable brought a reply which, while not giving specifically the amount of tobacco lost furnished a basis for estimates compiled by statistics in the government department.

It was estimated that ten million pounds of leaf was in storage at Tokio by the government monopoly at the time of the earthquake and fire. The message received from Tokio was that one fourth of the American leaf had been destroyed, and the 2,500,000 pound figure is readily arrived at. The cigarette factories which were levelled are believed here to have been the largest in Japan.

Prior to the year 1913, Japan for several years had been buying about 5 million pounds each year. During the war there was an increased demand of about two million pounds per annum but in 1920 the demand fell back to about five million pounds.

Leaf dealers here are looking for a stimulated demand for cigarette types during the season just opened since the Japanese government may be expecte to recoup its loss. Since Japan consume mostly Virginia Carolina types the bul of this demand is expected to come i the bright belt markets.—Tetley.

Women Demand Mor Refined Surroundings

Tacoma, Wash., Sept. 25. — To bacco stores for women may soon b listed among Tacoma's mercantile es tablishments.

Women are buying tobacco in nearly a forms, from snuff and Union Leader t Russian cigarettes and heavy perfectos i increasing volume, a canvas of Tacom tobacco dispensaries reveals.

On the corner opposite the mahogan fronted place with the sign advertising th well-known cigar, we may expect to see dainty shoppe with gray wood work an blue and gold draperies in the windows, modish entrance with a period door, an inside velvet lined showcases, decorate walls, ribbons, ruffles, gewgaws and dew dads.

In addition to the tobaccos it will prob ably carry side lines of cosmetics, lingeri umbrellas, hairnets and other things to intimately feminine to mention, if existin proclivities in the management of fuma tory emporiums continue.

In such a setting stocks of delicatel scented cigarettes in packages luring t the feminine eye might be expected.

But if prevailing trends are followe out the ladies' tobacconists will displa the he-man cigarettes we read about ever day on signboards, in street cars, an sometimes on the sky.

"We sell more of these cigarettes tha are supposed to be made for women t men than we do to the frails," said an at tendant in one of the familiar corner ciga stores Friday after declaring that tobacc sales to women are constantly increasing

"The women like Camels, Chesterfields Lucky Strikes and Tareytons. They ar buying lots of other kinds of tobacco thes days, too. Lots of women come in an buy their husband's supply of tobacco fo the week. But a lot of 'em get pipe an chewing tobacco for themselves.

"I can nearly always tell when the want it for their personal use. If the come in and buy their stuff without givin a darn who sees 'em, they are most likel getting it for their men. If they sneal into the store with a guilty look on thei face, and wait to go out until they ar sure no one will see them, chances ar they will be using the stuff themselves.

"Women are getting used to comin into cigar stores, the result is that mor and more women are buying their hus band's tobacco when they do their weekl shopping," said the proprietor of anothe tobacco store. "I have many women cus tomers who come in regularly. I used t work in larger cities, and there were mor there than here."

Advent of women's trade in tobacc

T. S. WILLIAMSON & CO., *Leaf Tobacco Dealers*

Orders and Contracts Solicited
Samples on Application

DANVILLE, VA., U. S. A.

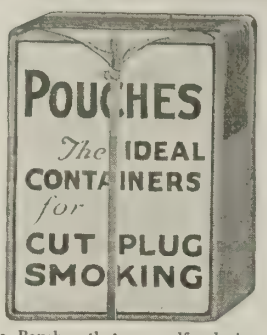
EASTERN AND OLD BELT TOBACCO
LEAF, STRIPS, SCRAP AND STEMS

Cable Address: "SPENCER"
ARNOLD'S CODES 5 and 15

CLOTH BAGS AND POUCHES



for Smoking Tobaccos



The average man prefers his Tobacco in a Bag. It eliminates excess weight and bulk in the pocket.
You can Bag your brand attractively and profitably.

Tape Pouches that are self-reducing to fit contents down to the last pipeful. The Smoker appreciates it. A size and color for every idea and attractively printed.

Ask for Samples and Prices.

MILLHISER BAG COMPANY, Inc., -:- Established 1875 RICHMOND, VIRGINIA

ores started something that is going to evolutionize the merchandising of such stablishments, another cigar salesman aid.

"Women like bargains," he explained. So the manager of a chain of cigar ores, which has hundreds of stores all ver the nation and can buy much cheaper an the one-store operator, had the idea putting in a few lines of merchandise ot connected with smoking necessarily at argain prices.

"The idea took, not only with women, t with the men. Tobacco stores now arry razors, watches, pens, pencils, ndkerchiefs, collars, neckties, raincoats d pretty near anything you can find in e average drug store, except the drugs, d a lot of things few drug stores carry. his is more true of the East than on the acific Coast. It will get out here in me."

However, women can not seem to get tirely used to buying tobaccos in stores hich have for so many years been reats for men exclusively—they still are ightly embarrassed, cigaret venders deare. Hence the forecasted ladies' shops. Forerunners may be found in the tocco departments of department stores, any of which have recently been esblished.

"We put in this department to get more en into the store, but we find that a rge part of our business is being done ith the women," said the manager of e such department.

"Women seemingly would rather buy eir tobaccos from another woman than om a man. On my last trip to New ork I made extensive purchases of omen's cigarets." He indicated little ses containing displays of fancy cigarets. We sell more of those than we do of the aple lines. Possibly this is so because ost of our tobacco trade with women is ith those who have only recently started use it."

Trade-Marks Filed

In U. S. Patent Office

The following trade-marks were pubshed in compliance with Section 6 of e Act of February 20, 1905, as amend- March 2, 1907. Notice of opposition ust be filed with the U. S. Patent Ofe, Washington, D. C., within thirty ys from date of official publication.

* * *

Ser. No. 140,437. JONKOPING OCH VULCANS TANDSTICKSFABRIKSAKTIEBOLAG, nkoping, Sweden. Filed Nov. 30, 20.



140,437

No claim is made to the words "Safety atch, Manufactured in Sweden" apart from the trade-mark shown on the drawing, applicant reserving his common-law rights thereto.

The particular description of goods.— Matches. *Claims use* since about Apr. 6, 1911.

* * *

Ser. No. 140,439. JONKOPING OCH VULCANS TANDSTICKSFABRIKSAKTIEBOLAG, Jonkoping, Sweden. Filed Nov. 30, 1920.



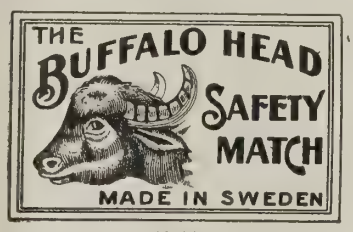
140,439

No claim is made to the words "Safety Matches, Manufactured in Sweden" apart from the trade-mark shown on the drawing, applicant reserving his common-law rights thereto.

The particular description of goods.— Matches. *Claims use* since about July 19, 1907.

* * *

Ser. No. 140,444. JONKOPING OCH VULCANS TANDSTICKSFABRIKSAKTIEBOLAG, Jonkoping, Sweden. Filed Nov. 30, 1920.



140,444

No claim is made to the words "Safety Match, Made in Sweden" apart from the trade-mark shown on the drawing, applicant reserving his common-law rights thereto.

The particular description of goods.— Matches. *Claims* use since about Apr. 23, 1906.

* * *

Ser. No. 140,446. JONKOPING OCH VULCANS TANDSTICKSFABRIKSAKTIEBOLAG, Jonkoping, Sweden. Filed Nov. 30, 1920.



140,446

No claim is made to the words "Made at Tidaholm, Sweden, Tandstickor" apart

(*Continued on page 36*)



W. O. SMITH & CO., INC.

Established 1865 — Freight Brokers and Forwarding Agents

Location of Offices and Agents in the United States

W. O. SMITH & CO. 32 Water St. New York City
JOHN S. CONNOR Marine Bank Bldg. Baltimore, Md.
W. O. SMITH & CO. McKevitt Bldg. Norfolk, Va.
BIDDLE W. ALLEN & CO. Whitney Central Bldg. New Orleans, La.

Prevailing ocean freight rates on LEAF TOBACCO in Hogsheads from Atlantic and Gulf Ports. Subject to change without notice.

Any rate not listed will be wired on request. Rates are quoted per 100 Lbs. unless otherwise specified.

Liverpool	A	45c	B	50c
London	"	45c	"	50c
Glasgow	"	45c	"	50c
Belfast	"	...	"	55c
NORWAY				
Arendal	C	87½c	D	95c
Bergen	"	67½c	"	75c
Christiania	"	67½c	"	75c
Christiansand	"	67½c	"	75c
Larvik	"	77½c	"	85c
Stavanger	"	67½c	"	75c
Trondjham	"	67½c	"	75c
DENMARK				
Copenhagen		50c		...
Aalborg		65c		...
BELGIUM				
Antwerp		40c		...
HOLLAND				
Amsterdam		40c		...
Rotterdam		40c		...
GERMANY				
Hamburg and Bremen		45c		...
Danzig		50c		...
Ports in Finland Via HAMBURG		60c		...

Lisbon—Portugal	70c	...
Las Palmas Direct	80c	...
Teneriffe	80c	...
FRANCE		
Bordeaux and Havre	60c	...
Hong Kong-Shanghai	$1.25	
Yokohama-Kobe	1.25	
AUSTRALIA		
Melbourne and Sydney.	37½c	Per Cubic Foot. About $27 per HHD.
MEDITERRANEAN PORTS		
Genoa	50c	...
Marseilles	90c	...
Algiers-Tunis-Oran	$1.00	...
Tangiers	1.25	...
Gibraltar	1.00	...
Malta	1.25	...
SOUTH AMERICA		
Buenos Aires	1.00	...
Montevideo	1.00	...
Santos	37½c	cu.ft.
RIO	40c	cu.ft.

A—Includes "Kings Warehouse Delivery"—Reardon Smith Line.
B—Includes "Kings Warehouse Delivery"—Conference Lines.
C—Norwegian American Line—Carloads of 20,000 Lbs. or more.
D—Norwegian American Line—Less carload lots.



Dealers
CAN NOW GET
DILL'S BEST
SMOKING
TOBACCO
THROUGH ANY
REGULAR
JOBBER

J.G.DILL CO.
RICHMOND, VA.
Manufacturers of
HIGH GRADE
SMOKING TOBACCO.

MAIL POUCH

The Tobacco that has maintained its

High Standard of Quality

For Over 40 years

THE BLOCH BROS. TOBACCO CO.
Wheeling, W. Va.

CABLE ADDRESSES { U. S .A.—Command, Owensboro, Ky. / ENGLAND—Invade, Liverpool.

ROSS TOBACCO COMPANY, (Incorporated)
(Formerly called ROSS-VAUGHAN TOBACCO CO.)
BUYERS, REHANDLERS AND REDRYERS OF
LEAF TOBACCO and STRIPS ON ORDER
FOR HOME TRADE AND EXPORT
Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.
British Offices—John Ross & Co., No. 27 King St., Liverpool, Eng.
FACTORIES—OWENSBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.
Buyers on all Hogshead and Loose Leaf Markets in Burley and Dark Sections

G. F. VAUGHAN TOBACCO CO.
BUYERS, REHANDLERS, REDRYERS OF
LEAF, STRIPS, STEMS AND SCRAPS
FOR HOME AND EXPORT TRADE
Samples Submitted. LEXINGTON, KY. *Contracts Solicited.*

Cable address: "Phelon"
J. S. PHELON
Leaf Tobacco Broker
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to green Rivers and Burleys.
Stemmery and Air Drying Factory
Fifth & Triplett Streets
Warehouse and Steam- Drying Plant
Ninth & Wing Avenues
OWENSBORO, KY.

W. R. NAGEL & CO.
Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco
OFFICE AND FACTORY:
NINTH & FINDLAY STS., PADUCAH, KY.

Cable Address—Tansy
Phone—Broad 1915
A B C 5th Edition
Arnolds & West. Union Codes
TANSY TOBACCO CORPORATION
Leaf Tobacco Dealers and Brokers
All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo, Turkish and Chinese Cigarette Leaf. We respectfully request your inquiries and Orders.
19 SOUTH WILLIAM STREET, NEW YORK

TOBACCO SEED
Slate Seed Company
The Largest Tobacco Seed Growers in the World
SOUTH BOSTON, VA., U. S. A.

W. O. SMITH & CO., INC.
Cable Address: 'Lowbell'
Established 1865
Freight Brokers and Forwarding Agents
For over 50 years we have handled the shipping of the *largest tobacco accounts* in the world
Warehousing Inspecting Coopering Sampling
Main Office
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ORDERS AND CONTRACTS SOLICITED, SAMPLES ON APPLICATION
Kentucky Tobacco Redrying Co.
J. R. CUNNINGHAM
BUYERS AND REHANDLERS
LEAF, STRIPS, SCRAP AND STEMS
PHILADELPHIA TEXTILE MACHINE AND AIR DRYING
TELEPHONE 3148
675-685 SOUTH BROADWAY
LEXINGTON, KY

W. T. LEA & COMPANY
LEAF TOBACCO
ALL GRADES VIRGINIA AND CAROLINA TOBACCOS
Represented on the Principal Markets
SOUTH BOSTON, VA.
Cable Address: LEA, SOUTH BOSTON, VA. Codes Used: ARNOLDS & WESTERN UNION

Cable Address "NOELL," Danville, Va. Code ABC—4th & 5th Edition
W. Y. NOELL & SON
LEAF TOBACCO DEALERS
Unexcelled Facilities for Handling All Grades of Leaf Strips, Scraps and Stems
WRAPPERS A SPECIALTY CORRESPONDENCE SOLICITED
Samples on application DANVILLE, VIRGINIA, U. S. A.

Louisville Tobacco Market Reports

LOUISVILLE, Ky., Sept. 29.—The Louisville Tobacco Board of Trade, reports the hogshead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to September 28

Warehouses	Week: Auction Sales	Week: Private Sales	Week: Total for Week	Year Jan. 1st to Date
Turner	...	..	....	792
Kentucky	91	38	129	7,565
Main Street	...	..	....	2,714
Planters-Farmers	109	7	116	9,176
New Tenth St.	27	..	27	3,529
Louisville	...	..	....	4,102
	227	45	272	27,878
Year 1922			861	55,271
Year 1921			1,160	53,917
Year 1920			1,448	43,069

Classifications of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	111	73	184
Dark	41	47	88
	152	120	272

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	9,893	14,778	24,671
Dark	2,587	620	3,207
	12,480	15,398	27,878

Classification of Sales to same Date

	1922	1921	19
Burley	51,346	49,946	40,.
Dark	3,925	3,971	2,3
	55,271	53,917	43,0

Comparisons with Previous Years

Sales	1923	1922	19
Total sales of new crop to date	19,920	14,878	44,9
Sales of new crop to date. Original inspection	16,162	12,363	36,7
Rejections—			
Rejections this week:			
Burley	68	....	..
Dark	13	....	..
Total	81	194	3
Percentage of rejections to auction sales:			
Burley	40	....	..
Dark	24	....	..
Total	36	28	
Rejections, Jan. 1 to date:			
Burley	5,502	....	..
Dark	557	....	..
Total	6,059	11,531	11,9
Receipts—			
Receipts this week	112	582	9
Receipts Jan. 1 to date	20,156	33,029	44,3

Official Quotations at Louisville, Sept. 28, 1923

	Burley: Dark Red	Burley: Bright Red	Burley: Colory	Dark Manufacturi
Trash, (green or mixed)	7 to 8	8 to 9	9 to 11	to 4
Trash, (sound)	10 to 12	12 to 14	15 to 17	4½ to 5
Common Lugs	12 to 14	14 to 16	18 to 20	5½ to 6
Medium Lugs	15 to 16	16 to 18	20 to 22	6 to 7
Good Lugs	18 to 20	20 to 22	22 to 25	7 to 8
Common Leaf, (short)	12 to 14	14 to 16	18 to 20	8 to 1
Common Leaf	15 to 17	18 to 20	22 to 25	10 to 1
Medium Leaf	22 to 24	24 to 26	27 to 30	14 to 1
Good Leaf	26 to 30	32 to 32	32 to 35	18 to 2
Fine and Selections,	35 to 40	40 to 42	42 to 49½	22 to 2

N. B.—Unsound or defective in condition, length or color, or mixed package from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

Paducah Prospects

PADUCAH, Ky., Sept. 29.—There has been a little trading in hogshead tobacco, both of independent and association stocks, but sales have been rather light. Some common lugs have sold at 5 to 7 cents, and some common leaf at 10 to 15 cents, but sales have been scattering and hard to account for.

There is considerable inquiry for lugs, also for common and medium leaf, but prices are high and buyers are taking only their immediate requirements. No doubt the market for old tobacco will be slow from now on. There is very little good tobacco in the holdings and this is generally held at higher prices than the trade will pay. There is very little unsold stock in the hands of independents of any character. The bulk of the unsold stock is held by the association and is made up largely of low, common and medium grades of leaf priced at 12 to 25 cents.

The weather for the past week has been ideal for cutting and housing the remainder of the crop, and there is very little left in the field. The greater part of the crop was fairly well matured and went into the house in good shape. Farmers will be busy for the next few weeks with curing. Indications are that they are taking more pains with this very important part of making good tobacco, and we are hoping that the colors will be good and the quality better than we had expected.

The greater part of the crop has been cut rather too soon. This has been because of the black fire scare and tobacco maturing during the rainy season, ar the most of it will be lacking in bod However, colors are good, being brow to light brown. We have seen quite good deal of substantial good leaf. Lig cigar tobacco will be plentiful. The cr generally is showy with good leaf ar most of it has fair texture. If curing kept up until the crop is thoroughly m tured, I think we will find that we ha a fair percentage of very substantial t bacco of all grades; but a large part the crop is defective and nondescrip Therefore, we can only say that we ha a badly mixed crop and one that will difficult to handle; but with farmers tal ing pains in classing, we see no reaso why the trade should not be well su plied with fairly good stock. Howeve heavy-bodied dark tobacco will be scarc than any other grade.—W. B. KENNED

Getting New Members and Suing Old Ones

LEXINGTON, Ky., Sept. 20.—Continue gains in membership the past wee brought the total number of tobacc growers now members of the Burle Tobacco Growers' Co-operative Asso ciation up to 91,135, according to th field service report which showed 66 members added the past week.

Charles E. Marvin, of Payne's Depo who was in Virginia the past week, close a speaking campaign at Abingdon Satur day night and a sign-up campaign will b started in Washington county, Virgini of which Abingdon is the principal tow and the tobacco center, during the cur

FRIEDBERG BROS., Inc. LEAF TOBACCO
Dealers in All Kinds of
BRANCHES
N. Y. Office, 185 Canal St.
311 S. Charles St., Baltimore, Md.
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We operate in all principal markets of
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The Tobacco Trading Corporation

G. O. TUCK, President

Formerly of

G. O. TUCK & CO., Branch, International Planters Corp.

LEAF TOBACCO MERCHANTS

910 West Main Street

LOUISVILLE, KY., U. S. A.

RICHMOND OFFICE
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t week, Kentucky solicitors aiding farmers of the Old Dominion in the n-up drive.

The legal department reported that s were being prepared against all con- t breakers in every state of the dis- t and that injunctions would be asked every case where it was learned that grower of the 1923 crop intended to independently instead of delivering tobacco to the association according contract.

While in Ohio and Indiana the injunc- n feature is not a part of co-operative r keting law, the legal department is ised by its representatives and asso- e counsel in these states that they eve the injunction can be obtained er existing law.

The injunction is to be asked, in all s, where it is known that growers nd to attempt to violate their contract egard to the 1923 crop.

ark Co-op Directors Elect Only Three Officers

HOPKINSVILLE, Ky., Oct. 1.—At their ting here last Tuesday the newly ted board of directors of the Dark acco Growers Co-operative Associa- went only a short way into the mat- of electing officers and attending to other matters incident to the coming with the organization.

Only two members of the new board e absent when called to order, and spent sometime in session.

The only offices filled were those of the sident and vice-presidents, W. F. dshaw, of Paducah, being re-elected sresident; W. C. Broadbent, of Trigg nty, as first vice-president, and R. J. Daniel, of Robertson County, Tenn., second vice-president. These three, ther with T. C. Jones, of Hopkins- e, and Judge Robert W. Bingham, of isville, constitute the executive com- ee.

The sentiment permeating the talks le at the directors' meeting was that olicy of strict economy in the opera- of the association should be adopted followed. This is taken to mean that e will be a sharp reduction in many the salaries and that a number of es will be abolished altogether, while rs will be consolidated, and thus k a saving.

One of the most persistent and wide- ad criticisms of the association up to time has been that too much money being spent in handling its affairs. ection was raised to many of the aries and to the number of people loyed. Some of this was directed nst individuals.

The new board of directors did not nto this except in a general way. In- d, they recommended the matter to executive committee. This committee recommend to the directors at their meeting, which will be October 9, ons to fill the various places; a ry schedule; and outline a program the coming year. This is the subject uch action as the directors see fit to

The executive committee has already t much time in consideration of this big job given them and as yet have taken no definite steps. Or at least they will not give out anything and probably will not until they lay their recommendations before the full board of directors.

President Bradshaw recently returned from a tour of Europe, in which he made a careful study of co-operative marketing methods, especially in Denmark. It is understood that Mr. Bradshaw will recommend some changes here as the result of the information he secured overseas.—M. E. BACON.

Bankers Hear Co-operative Arguments

LEXINGTON, Ky., Sept. 29.—There was evident a feeling among the leading American bankers in attendance at the annual meeting of the American Bankers' Association at Atlantic City, that the farmer's problems are of importance and that co-operative marketing associations, properly conducted and financed should be fostered by the bankers of the country, President James C. Stone, of the Burley Tobacco Growers' Co-operative Association said on his return from the bankers convention.

Mr. Stone, who is a director of the Fayette National Bank of Lexington, was accompanied by Bush W. Allin, of Harrodsburg, who is president of a bank in his home city as well as vice president of the Burley co-operative. Both reported that the bankers heard with a sympathetic ear of the development of co-operative marketing in this country.

The Burley officials talked with bankers from all parts of the country—north, south, east and west—while in attendance on the convention. New York bankers, as well as those from the farming country of the middle west and south, manifested interest in the farmers' problems. Among the financiers of national prominence whom they met was Eugene Meyer, Jr., managing director of the War Finance Corporation, which played a part in the financing of the Burley co-operative the first year of its operation.

"Big business is coming to realize the importance of the farm producer in the nation's economic system," Mr. Stone said, "and that there is no general prosperity unless the farmer prospers. It is coming to be recognized more and more that the farmer should have such financing as will enable him to merchandise his crops, and to prevent his being forced to dump them, whether the market is ready to receive them or not. We found this sentiment prevailing among all the bankers with whom we talked."

Owensboro Outlook

OWENSBORO, Ky., Sept. 29.—A week of favorable warm weather has furnished opportunity for cutting and caring for the late tobacco which is about finished, there being a small percentage remaining uncut. The weather has also been favorable for yellowing and curing, furnishing in a general way for both, one of the best weeks of the season.—J. S. PHELON.

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Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Toloa —*Sept. 24*
Park & Tilford.....11 cases

S. S. Orizaba —*Sept. 25*

	Cases
B. Wasserman Co	22
Park & Tilford	56
Faber, Coe & Gregg	36
Grosvenor Nicholas & Co	13
S. S. Pierce Co	10
United Cigar Stores Co	14
Benson & Hedges	7
A. J. Billin & Co	5
Duncan & Moorhead	2
Washington Tobacco Co	2
R. J. Sidenberg & Co	4
C. B. Perkins Co	3
Alfred Dunhill, Inc	3
J. B. Moos Co	2
Schwarz & Son	2
L. G. Deschler Co	1
Stickney, Holschner Co	1

S. S. Calamares —*Oct. 1*
Park & Tilford.....14 cases

Cigars and Cigarettes from Cuba

S. S. Orizaba —*Sept. 24*
Faber, Coe & Gregg.....1 case

Tobacco from Cuba

S. S. Orizaba —*Sept. 24*

	Bales
J. Bernheim & Son	250
American Cigar Co	150
E. Rosenwald & Bro	223
Stern-Mendelsohn Co.	380
Foreman National Bank	26
J. Sutter & Son (Chicago)	5
Max Schwarz	97
M. A. Andrè	5
M. Winter & Co	25
Greenhall Bros.	28
C. F. Miranda & Co	26

	Barrels
American Cigar Co	72
J. Sutter & Son (Chicago)	11
H. Duys & Co	31
Max Schwarz	87
S. Rossin & Sons	22
C. F. Miranda & Co	4
M. A. Andrè	19
Strouse & Holzman	10
Greenhall Bros.	8
Foreman National Bank	14
J. Bernheim & Son	7
Yocum Bros.	
J. Sutter & Son (Chicago)	
G. H. P. Cigar Co	
G. M. Beyea	
Strouse & Holzman	
Max Schwarz	
Foreman National Bank	

S. S. Calamares —*Oct.*
B. G. Davis & Co.....48 be

Cigars from Porto Rico

S. S. Maracaibo —*Sept. 2*
Infanzon & Rodriguez.....38 ca

S. S. Ponce —*Sept. 2*

	Ca
Porto Rican American Tobacco Co.	
United Cigar Stores Co	
Royal Bank of Canada	
M. A. André	
Stanley Cigar Sales Co	
E. Fernandez & Co	
Irving National Bank	

Tobacco from Porto Rico

S. S. Ponce —*Sept. 2*

	B
J. B. Lichtenstein & Co	
Durlach Bros., Inc	
G. H. P. Cigar Co	
American Cigar Co	1
Stern-Mendelsohn Co.	
Hamburger Bros. & Co	
Leo Hirsch	
J. Marqusee & Son	
Max Gans' Sons, Inc	
J. Alcazar	
M. Winter & Co	

	Bar
Portocuba Corp.	
Pedro Costa	
Durlach Bros., Inc	
Stern-Mendelsohn Co.	
E. Rosenwald & Bro	
Hamburger Bros. & Co	
Leo Hirsch	
J. Marqusee & Son	
Max Gans' Sons, Inc	
Porto Rican American Tobacco Co.	
J. R. Garcia	
Industrial Leaf Tobacco Co	
Portocuba Corp.	
M. Winter & Co	
Collector of Customs	1382 sero

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Tobacco from Rotterdam

S. S. Volendam —*Oct. 1*

	Bales
Duys & Co.	172
Rosenwald & Bro.	155
J. Waxelbaum & Co.	34
L. Blake	58
anus, Muller & Co.	88
Bornholdt & Co.	19
	Cases
nerican Cigar Co.	401
Duys & Co.	2
. O. Smith & Co.	5
Van Doorn	206

Tobacco from Glasgow

S. S. Columbia —*Oct. 1*

	Cases
Cosvenor Nicholas & Co.	8
W. Surbrug, Inc.	1

Tobacco from London

S. S. Albania —*Sept. 27*
Iber, Coe & Gregg.....1 case

Tobacco from Bremen

S. S. Seydlitz —*Sept. 26*
Bornholdt & Co.....1 case

Tobacco from Naples

S. S. Conte Rosso —*Sept. 28*
Ilian Tobacco Regie.....45 cases

obacco and Snuff from Liverpool

S. S. Franconia —*Sept. 24*
Ish Industries Depot.....1 case

Cigars from Manila

S. S. Fairfield City —*Sept. 28*
Bowring & Co.....20 cases

Cigarettes from Liverpool

S. S. Franconia —*Sept. 24*
To Order .....1 case

Cigarettes from London

S. S. Vasconia —*Sept. 2*
H. G. Chilton.....1 case

Cigarettes from Antwerp

S. S. Belgenland —*Sept. 29*
Galba Cigarette Co.....2 cases

Cigarette Paper from Antwerp

S. S. Belgenland —*Sept. 29*
P. J. Schweitzer, Inc.....103 cases

Cigarette Paper from Le Havre

S. S. Editor —*Sept. 29*

	Cases
de Mauduit Paper Corp.	50
Rose & Frank Co.	40

Cigarette Paper from Barcelona

S. S. Otterburn —*Sept. 29*
Miquel & Costas.....20 cases

Briar Pipes from Le Havre

S. S. Lafayette —*Sept. 24*
D. A. Schulte, Inc.....12 cases
S. S. Editor —*Sept. 29*
Bank of United States.....1 case
S. S. Roussillon —*Oct. 1*
New York Merchandise Co.....13 cases

Briar Pipes from Southampton

S. S. Olympic —*Sept. 26*
Guaranty Trust Co.....1 case

Briarwood from Marseilles

S. S. Otterburn —*Sept. 29*
Vassas, Aine & Co.....196 bales

Smokers' Articles from Southampton

S. S. Olympic —*Sept. 26*
F. Murray Hill & Co.....14 cases

Licorice from Catania

S. S. Tokufuku Maru —*Sept. 24*
Lahn & Fink.....53 cases

Licorice from Smyrna

S. S. Theresa Horn —*Sept. 27*
To Order .....305 bags

Gum Tragacanth from London

S. S. Vasconia —*Sept. 26*
To Order .....95 bags

Tobacco Cutting Machine from Marseilles

S. S. City of Eureka —*Oct. 1*
Amer. Machine & Foundry Co....1 case

Florida Farmers to Grow More Bright Tobacco

SUWANNEE, Fla., Sept. 29.—At the regular meeting of Rotary recently, W. H. Lyle, who so successfully grew bright tobacco last year, was principal speaker, and he spoke to such good advantage that Rotary endorsed his plan of co-operating with the farmers this coming year and pledged to attend the meeting that is being arranged for October 10. (the tentative date set by the Suwannee Farm Bureau), when Mr. Webb of Hahira, will be here to tell the farmers how to grow tobacco.

Mr. Lyle read statistics, showing what had been done in South Georgia, and also the demand for cigarette tobacco, and proved conclusively that there would be no danger of over stocking the market. He knows we have the soil and the only question was financing the crop on a unit plan of four acres to the farm.

Rotary members constitute a number of the business men of the city and the fact that they have given their word to get behind the movement and help with their money speaks well for a large acreage being planted.

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can obtain this
BIG 5c.
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HIGH GRADE CIGAR LABELS AND BANDS
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723 BRYANT STREET, SAN FRANCISCO, CAL.

Pennsylvania Tobacco Prices Show Big Decli

Packers and Dealers Manifest no Great Concern Over the Hi Figures Recently Reached—Express Belief That 20 Cer Will Hereafter Be Near the Pivotal Point.

LANCASTER, Pa., Oct. 1.—The high prices paid by the firm of Cressman's Sons in their recent campaign of buying in the field have broken, it seems, under their own weight. From 25 and 26 cents per pound the prices have dropped to the neighborhood of 20, and it was the opinion of several packers this morning, that the same quality of leaf could be purchased at that level as was bought at from 5 to 6 cents higher. Information from one source had it that the Cressman representatives had orders to remain as close to 20 cents as possible and that after the purchase of several more crops the buying by this concern would come to an end.

Not Alarmed at High Prices

While some significance is attached to the early splurge of buying by this manufacturer, local packers to a man refused to view with other than mild interest the high prices offered. Since the aggregate of all the leaf already contracted for will cut very little figure in the total operations in the Lancaster cigar leaf district and in view of the fact that Cressman is not one of the large packers of Pennsylvania, local operators are undoubtedly well grounded in their conviction that the unexplained offers of exceptionally high prices will mean little by the time the books are closed on the 1923 crop. Only a few of the best crops have been bought and it is unlikely that many more will go at prices much over the 20 cent mark.

May Be Stabilizing Factor

The early buying at high prices may have the effect of stabilizing the tobacco market to a great extent. Growers evince reluctance to sell at prices under the mark already set, and will likely hold on to their cigar leaf until stripping is over. Uncertainty has been implanted in the farmer's mind and, dubious as to the wisdom of selling before the market has been definitely established, he will very probably "sit tight" until later in the season. Many growers object to selling their tobacco while it is yet in the field or before it has cured because of the fact of its uncertain quality prior to the curing process. It is impossible to accurately gauge the quality of the product before it has been cured, and much misunderstanding sometimes arises from transactions guaranteeing the condition of the leaf for delivery when it is yet green or uncut.

Doubt Tenability of High Prices

The opinion is general among Lancaster packers that the average on the 1923 crop will not exceed, and may even fall lower than that of the 1922. Independents in this section are emphatic in their declarations that conditions do not warrant the high prices that have already been paid and that the market cannot hold at that level. They reinforce these arguments with the statement that manufacturers are now holding larger quantities of cigar leaf than they have for some years past, and that the cigar business, on the whole, will not carry the added weight of the increased prices.

Old Goods Not in Very Strong Demand

The market on 1921 and 1922 crops is not very brisk at the present writing, with more interest displayed in '21 goods than in last year's crop. There is not much of the latter to be had and old leaf of any kind, in fact, is scarce. Little remains in the dealers' hands although sales of small quantities are constantly being consummated. The firm of Is Miller, Rohrerstown, last week sold quantity of tobacco amounting to ab 70 cases, of his 1921 packing. Inquir arrive almost daily, packers state, though all of the buying at the pres time is a result of the activity of ma facturers in their preparations for Christmas trade.

Crop Matured in Good Shape

The final stages of the tobacco harv are in progress. A warm, moist per which followed the first light frost t weeks ago has increased the quality the seedleaf in this section by at le fifty per cent on the average. Much the crop that would have gone into shed unripened, had the cold spell h is now fully grown out and of first cl quality. The effect of the murky dar ness had quite an opposite effect on tobacco that was already housed, ho ever, and damage from overheating lack of sufficient ventilation, which sult in "pole burn," is likely. Ideal c ing weather—sunshiny with a good c breeze—prevails at the present time acts as a spur to the grower in his c ting activity. The end of the week see the greater part of the crop in curing shed.

Winter Meetings to Start Oct. 8

The first of the series of winter me ings of the Lancaster County Toba Growers' Association will be held Monday afternoon, October 8. L. Nolt, prominent in local packing circ will deliver an address before the gr ers on the packers' side of the toba question, and will suggest ways means whereby both branches of the dustry may benefit through a bet understanding of the problems of bo The meetings will continue to be h monthly throughout the winter mont —KEYSTONE.

Report from Japan

WASHINGTON, D. C., Oct. 1.—The bacco Division of the Department Commerce has received a cablegr from Japan in connection with the tent of the loss in the tobacco indus by the recent disaster in Japan.

The cablegram states that "two of Japan Tobacco Monopoly Factories w destroyed, together with about o quarter of the total stocks of tobacco Japan." The cablegram did not cont information regarding the extent of loss of tobacco by the disaster, but Tobacco Division has asked for furt information along these lines.

Officials of the Department of Co merce are of the opinion that inasm as the largest Japan cigarette facto were located in Tokyo and Yokoha it is probable that the loss of two these factories will affect the output t considerable degree in the immedi future.—LAMM.

Smokers' Specialties Popular

The Cosmopolitan Pipe Co., of 1 St. Marks avenue, Brooklyn, has enga a force of ten salesmen to cover the pr cipal cities of the Eastern States and Middle West, featuring the three five piece fancy cigar and cigarette ho ers. These are made in beautiful desi and are put out to sell at a very g profit to the retailer. H. Moskow sales manager, reports that orders coming in rapidly.

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Packers and Dealers in
NORTHERN WISCONSIN LEAF TOBACCO
Storage capacity 25,000 Cases

Northern Wisconsin Sales Practically Cease

A Few Shedded Crops That Were In Before the Frost Have Been Bought—Prices Said to Be Around 30 Cents—Frost Damage Has Not Been Overestimated—Pool to Pack Crop.

Edgerton, Wis., Oct. 1.—The buying of the '23 crop has practically ceased in the north. A few shedded crops that were in before the frost have been bought at prices around thirty cents, it is reported. Also several crops with frozen leds, but partly harvested before the big freeze, have gone at 15 and 16 cents straight through. The volume of the movement, however, is practically nothing.

Sales in South About 1,200 Acres

Perhaps twelve hundred acres will cover the total of crops bought to date in the south that will be delivered as binders. Sweeney has bought the most of it. It goes to the Fendrich Co. However, Weil, Soulman, Grundy, Tallard (or Marquisee), Spitzner, and a few others have dabbled in it for various amounts. There is perhaps that many more independent acres of binders to be had in the south.

Stemmers Show Little Interest

As the days roll on, it becomes more and more evident that the frost damage was not overestimated at the time it happened. Many entire crops are to be seen abandoned in the field, and no crop out in escaped destructive results. The leaves have curled back to the stalks, with only three or four inches showing green. There is no doubt that the nation does not yet realize the extent the crop was damaged both north and south. It is perhaps the first time in history of the state that the stemmers have shown such an absolute lack of interest in it as a crop, and that there is so much doubt among members of the trade, and even the farmers themselves, whether it ever shall be taken up or not.

Farmers Unwilling to Harvest at 7 Cents

Of course, this does not apply to the early harvest. It furnished a small amount of beautiful material to put on the market. A few crops out in the freeze of the first night have been selected carefully by buyers of Green's offer at seven cents, but the buy was only for three days' duration, and the farmers were unwilling to harvest it for that amount. Labor is high, and fertilizer is here already spread for the grower, ready to be turned under at the fall plowing. They figure the poundage yield at only three hundred to eight hundred pounds an acre because the frozen parts of the leaf will fall out between now and shipping time, and $30 to $35 an acre will not pay for harvest wage and stripping wage.

To Plow Under Frosted Crops

Of course, the ever-prevalent sharecrop forms a large proportion of the growers, and his share would be only half of that. Many of these will not hesitate to plow under their tobacco, and indeed many fields have already been turned under. Most of the farmers are letting their crop go under the pressing necessity of immediately getting their frozen corn in the silo. Corn to be any good must be cut immediately after the frost, and the arduous task of silo filling was not begun until it was all cut down.

Good Weather Since the Freeze

Since the catastrophe, excellent curing weather has been enjoyed for the crop left in the sheds. The early tobacco is curing out nicely. Several crops in the sheds showed traces of being chilled by the frost along the stems. This, however, was among those crops cut green to avoid the then threatening freeze. The bulk of the sampling will be over in ten days. The trade is pleased with the way the '22 has gone through the sweat. Some packers had slightly more black rot than in a normal year, but must and kindred diseases are entirely absent. And, of course, it is an old adage in the trade, that it takes fancy tobacco to show any black rot.

Poolers May Pack Own Crops

It is reliably rumored that the poolers intend to pack their '23 northern this year. There is no doubt that there has been pressure for that method of procedure since the frost so severely diminished their supply. Indeed, among the loyal pool fraternity, the unsatisfactory results have been laid to the claim that the pool did not bite off a big enough chunk to chew. That they should eventually make their own cigars in co-operation with the other pools already existing in other cigar type sections, or form one where it did not exist. They claim that a great farmer market is already there for them among the members of all the other various kinds of pools, and all the agricultural communities would buy such a cigar.

While it is true that Rome was not built in a day, it is true that many Romes have never materialized.—Badger.

Exhibits at the Coming Tobacco Show

Governor General Leonard Wood of the Philippine Islands is taking a great deal of interest in the coming Tobacco Exposition to be held at the 71st Regiment Armory, New York City, January 28 to February 2 inclusive, 1924,—and in fact, the whole newspaper press of the Philippine Islands have commented favorably upon and given considerable space to the fact that the leading manufacturers of cigars in the Philippines will have representative exhibits.

The largest and oldest cigar factory in the world (The Isabela) situated at Manila, making hand made cigars will be among the leaders. They are the biggest shippers to the United States, and will have a special display through their American representatives, E. F. Pipe of 35 So. William street, New York City. The Isabela Factory is a fifty million dollar concern.

"In addition, the following concerns handling Philippine cigars will also exhibit and before the Show opens in all probability, additional companies will also have made their arrangements: C. G. Wilson, Inc.; Ca. Gral de Tobaccos de Filipinas; Determann & Co., Inc.; E. M. Elam; H. L. Judell & Co.; Henry Ottenberg & Co.; Henry W. Peabody & Co.; Laks Cigar Co.; Manila Commercial Co., Inc.; M. F. D. Scanlan; Marx Bros. Cigar Co.; Philippine Tobacco Co.; Sidney J. Freeman & Sons; Woolley & Co., Inc.; and S. Frieder & Son.

This is only one feature of the cigar exhibits in the show, because the Porto Rican people are also making arrangements to make a very extensive campaign to further popularize Porto Rican cigars with the public.

H. Duys & Co. will have a wonderful exhibit from Sumatra and Java, and while their last year's exhibit was comprehensive, it will be much more interesting and broader in scope at this coming Show.

Applications for space in the Exposition should be addressed to the Executive Committee of the National Exposition Co., 3rd floor, McAlpin Hotel, New York City, Telephone Pennsylvania 5700.

ANDREW JENSON & SON
Packers of Wisconsin Leaf Tobacco
EDGERTON, WISCONSIN
Latest Equipment for Resweating All Types of Tobacco

The Jefferson Leaf Tobacco Co., Inc.
Sparta, Wisconsin
Packers of Northern Wisconsin Binders
Bulk Sweated Bs
Warehouses: Sparta & Black River Falls, Wisconsin. New York Office: 151 Water St.

HARPER LEAF TOBACCO CO.
Packers of
Northern Wisconsin Tobacco
Tomah, Wisconsin
TANGLE STRIPS OR STRIPPED AND BOOKED Bs

T. O. RIME & SON
Packers of Fancy Wisconsin Leaf
Orfordville Wisconsin

Registered Storage Warehouse Capacity 15,000 Cases
Green's Tobacco Company
207-209 North Academy St. Janesville, Wisconsin
Packers of Wisconsin Leaf Tobacco

For Gentlemen of Good Taste
SAN FELICE
2 for 15c
Two Good CIGARS
EL VERSO
10c — 2 for 25c — 15c
The Deisel-Wemmer Co., Mfrs. :: :: Lima, O.

GET THE NEWS OF THE TRADE
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MARIE ANTOINETTE
A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes
"Bought When Quality is Sought"
Descriptive Booklet and Samples Sent Upon Application
E. KLEINER & CO., Inc., Makers
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A CIGAR is known by the company it keeps. Bayuk Products keep good company. Experienced smokers know that the quality that pleases never varies.

After all nothing satisfies like a good cigar

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MARSHALL FIELD CIGARS

Distinctive Quality

THE CORAZA CIGAR CO.
HOWARD F. PENT, President
7th & Cherry Streets *Philadelphia, Pa.*

Philadelphia Factories Are Operating Full Tim

Retail Business Not Showing so Much Speed—Looking Fo ward Hopefully to Holiday Season—Cigar Box Factori Going at Full Production Capacity—Trade Talk.

PHILADELPHIA, Oct. 2.—Full time operation is now the order of the day and in a limited sense of the night as well, especially with all the manufacturers having the national field to draw on. It is true that Philadelphia business is inclined to be a bit draggy but the gain upstate in its new activities consequent on the passing of the coal strike has made up the loss and the average for the entire commonwealth is quite good. In states immediately contiguous to Pennsylvania there is also shown a slight backwardness but the loss is not great. However from the mid-west and far west the big southern field and the major portion of New England orders are plentiful. The national aggregate therefore is good.

Increasing present day activities in the big factories located here is, of course, holiday preparation. There is every indication that this season's offerings in 40's, in both regular and special packings, and the holiday line in all sizes, will be more numerous than they have been for several years. This fact also is responsible for the special activity of the cigar box manufacturers, many of these having their sales limited only by their ability to get out production under the obstacles of a shortage of experienced help. A few of them already are sold up on seasonal lines and all advise that orders be placed immediately to avoid disappointment.

In the leaf market business is very quiet without being actually dull, and the stimulus of price concessions is needed to speed up sales.

Federal Report

Under date of October 1, the Federal Reserve Bank for the Third, or Philadelphia district, sums up the September business in the cigar industry in the following report:

"The demand for cigars is stronger than it was a month ago, but some manufacturers state that it is less active than it was in September, 1922. In general, however, the call for cigars is good, and orders for the Christmas trade have been booked in large volume. Special Christmas packings are in heavy request, but on account of the high cost of making such packings, several manufacturers have merely wrapped their standard packages in special holiday paper. The five cent cigar seems to be losing in popular favor, nearly all of the producers of this grade reporting that it is not selling as well as it did earlier in the year. On the other hand, the ten cent cigar is growing in popularity, and many of the large cigar makers report that it is their best seller. Class B and Class D cigars are also in good request. Most of the large manufacturers are operating at close to capacity, and the smaller producers at about 75 per cent. The majority of orders are for immediate delivery, only a few firms reporting any for delivery beyond 60 days. Cigar jobbers state that the current demand is rather poor and that retailers are buying only from hand to mouth. However, they are receiving many Christmas orders for delivery in the latter part of November or early in December.

"Production of large cigars in August was smaller than that of August, 1922.

"Cigar prices are very firm and remain unchanged. Leaf tobacco prices are also firm, and some grades are higher than they have ever been before.

"Stocks of cigars at the factories are moderate and at many plants are larger than they were a year ago. In general, the supplies of raw materials held by manufacturers are also moderate.

"At most factories, the supply of labor is sufficient, although during the month the available supply of skilled cigar workers decreased considerably. Consequently, a few factories report t both skilled and unskilled labor is sor what scarce. Wages are unchang Collections vary from fair to good a show little change since last month."

Jarrett Factory in Good Shape

Installation of the new equipment the box factory of Monroe Jarrett So Randolph and Jefferson streets is co pleted and the firm is now able, throu the modernized plant, to double prod tion on cigar boxes. Ten new machi of boxmaking type and labelling equ ment; two new saws, Hooper printi press, three nailing, three labelling a two glueing machines have been instal and are in full operation. It is the p of the firm to further expand business the addition of the sixth floor in t building, 528 Jefferson street, in t spring. At present the firm occupies f floors in the two buildings 522-526 a 528 and 532 Jefferson street, making c of the largest cigar box factories in t city. It has a capacity of 60,000 bo per week, and as soon as labor conditio ease up, and more hands can be secur this will be increased. The firm is n engaged on holiday productions of f tieths, and has the largest orders listed its books for more than three years.

Home at Last

Adolph Loeb, president of K. Stra & Co., 301 North Third street, who h been sojourning in Europe since Ju returned last week in the *Leviathian* a is again at his desk. Herbert Rhe strom, leaf tobacco salesman for the fi has just come back from a month's t to New York state and will leave t middle of October for that field again.

J. J. Keefe, New England represent tive for Allen R. Cressman's Sons, spe sometime at headquarters during the l week.

Schulte Adds Important Link

One of the most important additio to the Schulte chain of stores took pla during the week when it took possessi of the large premises at the south w corner of Delaware Ave. and Market This is immediately opposite the ferrie the Pennsylvania railroad, and is, pe haps, the most travelled point in all t city.

The United has a store a half blo above on the same side of the street Water, and another on the opposite si of the street, and still another a ha block away at Front street.

A very centrally located retail store Juniper and Sansom Sts., conducted f many years by Howard Little, now the Arcadia cafe cigar stand, has ju been taken over by A. Olster, son Samuel Olster, head of the Ruyera Lop Co. The junior Olster formerly was b hind the counter for M. J. Dalton.

Charles Lloyd, former member of t firm of Leach & Co., and later in bu iness for himself on Eighth street, is no manager of the Peermont store at t Southwest corner of 15th and Mark streets.

Samuel Magen in business for sometin at 13 South 9th street, has added t store at the southwest corner of 10th ar Arch streets, formerly conducted as o of the United chain.

The United Cigar Store at the nort east corner of 4th and Walnut streets being re-constructed by the addition a new front, together with interior im provements.

J. O. Davis of Bayuk Cigars, Inc., spending a belated vacation at the shore

G. H. P. Activities

Frank P. Will, sales manager for th

AMERICA'S FINEST LABELS
GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request
H. J. FLEISCHHAUER
68 No. Fourth St., Phila. Pa.
Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N. Y.

H. P. Cigar Co., Third and Brown reets, who has been on a two weeks tour Montreal, Quebec, Thousand Islands d other Canadian points, returning by y of Bretton Woods, N. H., has re-ned to headquarters. The 23 factories the G. H. P. are working to full capac-in an effort to speed up production d the company hopes it will be able be in its new factory and also in former old home, lately occupied by Congress Cigar Co., on Second eet, by November 1. Negotiations are derway for the occupancy of the Sec-d street property to be used as a fac-y. With this new factory the G. H. Cigar Co. will have two score in the nnsylvania, Jersey and Baltimore dis-cts.

Samuel Welsh, proprietor of the well-own Scarlet Store, 7th and Chestnut s., has returned from a trip to New gland, whence he brought home his ughter who had been summering there.

An order for 40,000 per day King Per-tos, of the two for a quarter size, has en placed with the Kicico Co., 9 Bank eet, which is now making exclusively e King Perfecto brand, popular in the w England territory, and which is dis-buted by the King Perfecto Cigar Co. Hartford, Conn., for the Schulte stores. e King Perfecto order takes care of the mand in the New England territory ntrolled by the Schulte chain, and has a ge distribution.

Nelson F. Eberbach, head of the A. B. nningham Co., Second street, jobbers cigars, tobacco and pipes, has been cted a director of the National Bank Commerce of Philadelphia.

Herbert Weil, vice-president of the 44 gar Sales Corp., 11th and Wharton eets, visited the headquarters and the es organization during the week.

Visitors to the leaf trade recently were n Mari of the Porto-Cuba Corp., Ray Clark of D. Dreux, Inc. Charles Starr J Delmonte & Co., William B. Shaw Theyskens & Shaw, Inc., all of New rk, and Harold L. Hudson, a Massa-chusetts packer.

York County News

YORK, Pa., Oct. 1.—The annual meet-of the Consumers Cigar Box Co. of d Lion was held last Tuesday in that ough when the following directors were sen to serve for the ensuing year: J. ank Strayer, Lemuel E. Sentz, C. S. Motte, Arthur T. Thompson, David lf, Arthur S. Zeigler, Jacob Streavig, S. Sentz, E. Latimer Sechrist, Charles Roseman and D. A. Horn. The board anized and elected these officers: esident, C. S. LaMotte; vice president, Frank Strayer; secretary and superin-dent, B. S. Sentz; treasurer, Charles Roseman. The company reports its siness one-third greater than last year. th the installation of additional ma-nery, it is expected to turn out a mil-n cigar boxes during the year.

Mrs. Sarah Keener, who resides with son-in-law and daughter, Mr. and s. Matthew Douglas, near Conrad, in southern part of York county, cele-brated her 76th birthday anniversary recently by cutting tobacco in the field. She is very active for her age and on her birthday anniversary worked as hard as any of the younger members of the party.

The General Cigar Co. branch factory in Red Lion, now employs 75 persons.

David A. Horn, of Red Lion, a member of the Tampa Cigar Co., is on a business trip through the New England states.

J. Frank Strayer, Jacob Streavig and Charles F. Laucks, all of Red Lion, motored last week through the tobacco growing district of Lancaster county. They report that a small amount of tobacco has been sold at 25 cents a pound and that when the time comes to buy the crop, four of the largest cigar manufacturing companies in the First Pennsylvania Revenue district will practically absorb all the county's production.

* * *

September Revenue Collections

YORK, Pa., Oct. 1.—September was a banner month in the value of business done through the sale of stamps at the York office of U. S. Internal Revenue. A tabulation of figures at the close of business on Saturday, September 29, disclosed aggregate receipts of $270,969.50, which is a big increase over the preceding month and a gain over the collections for the same period a year ago.

As usual the largest single source of income was from the sale of cigar stamps, which netted the Federal Treasury $260,-938.24. This sum is in excess of the total receipts during August, which were $248,265.17. The cigar receipts for the month are also larger than those for the same month of last year, when they totaled $256,159,86. They also exceed September, 1921, when the receipts from that source reached $258,182.26, but fell below September, 1920, the year the industry was at its peak, and cigar stamp sales totaled $308,124.51 for the month.

The amount collected from the sale of tobacco stamps was $7,968.96. The August returns from this source amounted to $10,228.10. The sale of tobacco stamps for the month of September, a year ago, amounted to $9,884.97. Sale of Documentary stamps brought an income of $2,-062.30.

Below is given a table showing the receipts during the past month from cigar, tobacco and documentary stamps as compared with the receipts from the same sources in September, 1922:

1923		1922
$7,968.96	....Tobacco....	$9,884.97
260,938.24	.....Cigars.....	256,159.86
2,062.30	..Documentary..	1,677.52
$270,969.50		$267,722.35

Confers with Chiefs

H. E. Stevenson, Philadelphia representative of E. Rosenwald & Bro., 145 Water street, visited New York early this week to confer with his chiefs.

Buys Cigar Store

MENDOTA, Ill., Sept. 29.—George McCormick has purchased the cigar store on Illinois street from Mr. McDonald.



and learn how much better your cigars look when packed in boxes made by us. The quality of the boxes adds an air of elegance to the cigars.

MONROE JARRETT SONS
MANUFACTURERS OF
CIGAR BOXES
S.W. COR. RANDOLPH & JEFFERSON STREETS
PHILADELPHIA, PA.

The Popular Seller from Coast to Coast



Best Value for the Money

Victor Size - - 10c
Packed 1-20 wood and 1-20 tins

American Size - - 2 for 25c
Packed 1-20 wood. Foiled and plain

Size

Corona — Packed 1-20 tins
Senator — Packed 1-20 wood } 15c
Delmonico — Packed 1-20 wood

BOBROW BROTHERS, Inc.
Manufacturers
Philadelphia Penna.
Makers of Famous "Bold" Cigar.

STICK TO Cinco - IT'S SAFE

2 *for* 15c
everywhere



OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

LA PALINA
IT'S JAVA WRAPPED
CIGAR

The cigar with the universal taste appeal. Sales in every section of the United States prove that La Palina will permanently satisfy any man who enjoys a fine cigar.

La Palina advertising is making more La Palina Smokers every day. New factories are being opened to provide for the increasing demand.

Are you getting your share of this La Palina business?

More than one hundred and fifty million sold yearly.

CONGRESS CIGAR COMPANY
Philadelphia

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

TOBACCO MERCHANTS ASSOCIATION OF THE U.S. TMA

OFFICERS AND EXECUTIVE COMMITTEE

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
William Best, New York, chairman executive committee.
Major G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

Florida Rotarians

(*Continued from page 7*)

haps less likely to become so malignant on the plats devoted to this tobacco as on the shaded areas. Therefore rotation would not be so necessary. But rotation would, I am sure, be advisable and profitable wherever there are other plats available for the crop.

"Some sales of bright tobacco within the past two years, I have heard, were as high as 80 cents. Quite a number of lots at 60, while sales as low as five cents are not uncommon.

"Opinion among the best informed people in this section is that there is little danger of an overproduction within the next few years, and that prices will remain about at the present comparative level. That is, that there is little likelihood of the price declining materially unless there is a general decline in all commodities; and that this tobacco will rise or fall as the case may be as the prices of other staples fluctuate.

"It is considered a good, safe and sure money crop for the small farmer who will have to hire little help to produce, harvest and cure a few acres. One attractive feature is the system of marketing, and the fact that it is always paid for in cash.

"The tobacco, when harvested, is hung as closely in the barns as it can be packed in and the curing is done by having flues of large stove pipe running through the barns at or near the ground, leading from small bricked-in furnaces on the outside. These furnaces are fired with wood from the outside, day and night, until the tobacco is cured. It requires, I think, about 72 hours to cure a barn full of tobacco. Within a few hours after it is taken out, and the barn is refilled for another curing."

Trade-Marks

(*Continued from page 27*)

from the trade-mark shown on the drawing, applicant reserving his common-law rights thereto.

The particular description of goods.—Matches. *Claims use* since about Dec. 27, 1905.

* * *

Ser. No. 140,447. JONKOPING OCH VULCANS TANDSTICKSFABRIKSAKTIEBOLAG, Jonkoping, Sweden. Filed Nov. 30, 1920.

No claim is made to the words "Made at Wenerborg in Sweden, Paraffin Matches, Trade-Mark" apart from the trade-mark shown on the drawing, applicant reserving his common-law rights thereto.



140,447

Particular description of goods.—Matches.

Claims use since about Feb. 6, 1905.

* * *

Ser. No. 140,452. JONKOPING OCH VULCANS TANDSTICKSFABRIKSAKTIEBOLAG, Jonkoping, Sweden. Filed Nov. 30, 1920.



140,452

No claim is made to the words "Safety Matches, Made in Sweden" apart from the trade-mark shown on the drawing, applicant reserving his common-law rights thereto. The medals shown as a part of the mark presented are the presentation of medals received by the applicant as an award for the excellence of its goods.

The particular description of goods.—Matches. *Claims use* since about Apr. 24, 1912.

* * *

Ser. No. 140,449. JONKOPING OCH VULCANS TANDSTICKSFABRIKSAKTIEBOLAG, Jonkoping, Sweden. Filed Nov. 30, 1920.

No claim is made to the words "Safety Matches, Manufactured at Anneberg in Sweden" apart from the trade-mark



140,449

shown on the drawing, applicant rese ing his common-law rights thereto.

The particular description of goods Matches. *Claims use* since about D 15, 1906.

* * *

Serial No. 183,043. S. S. PIERCE (Boston, Mass. Filed July 10, 1923.



183,043

The particular description of goods Cigars. *Claims use* since January, 18

CLASSIFIED ADVERTISING

WANTED—Jobbers for distribution of quality cigar, small size, long filler, hand ma retailing at 3 for 10c. Samples and prices s mitted by the Mella Cigar Factory, 304 S. 1 St., Louisville, Ky.

SALESMAN wanted for Pennsylvania Philadelphia manufacturer of quality cig Address Box 38, care Tobacco, 10 E. 39th New York.

WANTED TO BUY double stick and apr steel constructed drying machine, in good c dition. State length and width. Address J. S., Box 351, Lexington, Ky.

It's a pleasure to smoke them!

CHANCELLOR Cigars

MILD
FRAGRANT

After all nothing satisfies like a good cigar

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXVI. No. 24 NEW YORK, OCTOBER 11, 1923 Per Annum, $3.00 Per Copy, 10c

rogress of Tobacco Companies Since Year 1914

e United Cigar Stores Co. and Six Manufacturing Corporations Have More Than Doubled Working Capital—Sixty-four Per Cent of Increase Has Been from Earnings.

rom 1914 to 1922 one leading tobacco iler and six manufacturing companies re than doubled combined working tal; and of this increase over 64 per has been from earnings alone, says *ron's Financial Weekly*. While divid payments have been liberal, these cerns have retained for surplus 22 s to $1.97 for every $1 paid on com-n.

ombined working capital rose from 5,700,000 December 31, 1914, to $333,-000 at close of last year, a gain of 7,800,000. Capital liabilities were in-ised $63,800,000, excluding stock divi-ds. If all this increase in capital went swell net liquid assets, a broad as-ption, there still remains $114,000,000, 4 per cent, derived from profits alone.

The Liquid Condition

. J. Reynolds Tobacco Co. had far largest growth in net quick assets, a 800,000 increase to $88,200,000. Of , $43,300,000, or 265 per cent of the 300,000 working capital in 1914, came rn earnings alone. Liggett & Myers's wth was $28,400,000 and American acco $28,100,000. But while only 400,000, or 36 per cent of the former's ease can be ascribed to earnings, erican Tobacco enlarged its quick as-entirely from profits, as it reduced talization $34,652 during the period.

merican Snuff Co. and American ar Co. also bettered liquid position en-ly out of earnings, the former with 0,000 capital reduction, the latter with capital change.

nventories totaling $275,200,000 at end 922 were only 0.6 per cent above the vious year and still 6.6 per cent below 1920 figure. United Cigar Stores Co. America was formerly a holding com-y, and so had no inventories to report 1914. The total for manufacturing companies rose from $108,800,000 in 1914 to $264,000,000 in 1922, a gain of $155,-200,000.

The Largest Gains in Inventories

Bulk of this increase was accounted for by American Tobacco, Liggett & Myers and Reynolds, which together had $125,700,000 more inventories in 1922 than in 1914. Domestic cigarette consumption is well over 200 per cent more than before the war, and cigarette leaf prices are 100 per cent higher. Inventory rise, therefore, has been conservative.

It takes three years to season tobacco, and inventories must be averaged over this period. The low price of the 1920 crop averages cost lower than present market.

Earning Power

In earning power Liggett & Myers tops the list with $152 a common share on present capitalization, an average of $19 annually. P. Lorillard Co. follows with $124.75, an average of $15.59 a year.

Earnings of American Tobacco and R. J. Reynolds suffer in comparison, because of large stock dividends declared. American Tobacco paid one 75 per cent stock dividend and converted scrip into "B" common, more than doubling the junior shares. If this be considered, its earnings on the original amount are over $215 a share, about $27 a year.

Reynolds' Record

Reynolds within three years has reduced par of its common from $100 to $25, distributing four new shares for one old, and has declared a 200 per cent and a 33⅓ per cent stock dividend, payable in "B" common so that there are now 16 shares for every original share. Total earnings of $32.35 are equivalent to $517.60 on the old capitalization, averaging $64.70 a year.

Dividends

Dividends have been generous. Of the seven companies, only Reynolds has retained more for surplus than it has paid out in common dividends, keeping back $1.97 for every $1 given stockholders. This policy has probably been a direct cause of the mushroom growth in working capital. Value added in the eight years is $21.48 a share on present stock and $343.68 on original capital, the latter figure averaging $24.96 a year.

Liggett & Myers Leading

Liggett & Myers easily heads the list with $66.80 of added value for each share, an average of $8.35 annually. Lorillard retained $46.32 for surplus, an average of $5.79. American Tobacco is third with $42.82, but on its old capital this would be about $85, equivalent of $10.60 a year.

In 1921 United Cigar Stores had to pay 48 cents a share of its dividends out of surplus. This is the only time any of these companies was forced to dip into surplus to complete distributions to stockholders.

Co-op Warehouse Opens at Danville

(*Special Telegram to* TOBACCO)

DANVILLE, Va., Oct. 9.—The Co-operative Tobacco Marketing Association opened its warehouse here today for the season, with deliveries described by E. L. Walton, local manager, as weighing approximately 100,000 pounds.

The growers receiveed somewhat larger advances on their deliveries than they did last year.

Executive Manager Optimistic

Oliver J. Sands, executive manager of the organization, addressing 1,000 grower members, told them that the future of the Association is assured, now that it has emerged successfully from the experimental stage.—TETLEY.

One-Sucker Markets to Open in December

FRANKLIN, Ky., Oct. 6.—The tobacco warehouse men of the one-sucker district met at Bowling Green Tuesday for the purpose of fixing the date of opening loose leaf sales in the district this season. A permanent organization was effected by electing W. G. Harris, of Franklin, president; and W. S. McClanahan, of Franklin, secretary and treasurer. It was unanimously decided to open the one-sucker markets during the week of December 3, the exact date to be announced later by the president. Every loose leaf warehouse in the district excepting Glasgow was represented.

Elcho Cigar Co. to Buy a Factory Building

BOSTON, Mass., Oct. 6.—Negotiations are pending for the sale to the Elcho Cigar Co. of the building formerly occupied as a factory by the Waitt & Bond Co. on Columbus avenue. When these negotiations are completed it will mean that Boston will again have the largest cigar factory in New England, and virtually will assure the continuance of the handmade cigar industry in Boston by union labor.

Hungarian Tobacco Industry Shows Decline

WASHINGTON, D. C., Oct. 10.—As compared with pre-war years, the tobacco industry of Hungary has suffered a considerable decline during the past three years, according to a report to the Department of Commerce, of Assistant Trade Commissioner Prentiss M. Terry, at Vienna, Austria.

In 1913 there was devoted to tobacco culture, 122,183 acres, yielding 104,630,-000 pounds, for which the growers received $4,400,000, while as a result of adverse economic conditions and a loss

	WORKING CAPITAL				INVENTORIES					
Company:	Dec. 31, 1922	Dec. 31, 1914	Increase since Dec. 31, 1914	Increase or decrease (—) in capital liabilities less divs in stock since 1914	1922	1921	1920	1919	1918	1914
rican Cigar	$29,510,440	$19,341,532	$10,168,908	None	$12,159,745	$13,011,843	$19,208,608	$17,288,560	$18,543,239	$7,354,408
rican Snuff	9,398,140	4,915,508	4,482,632	—$110,000	5,190,584	5,004,195	6,335,702	4,159,007	4,216,890	4,067,165
rican Tobacco	83,815,814	55,705,092	28,110,722	—34,652	73,657,462	78,386,968	81,559,574	80,611,434	74,624,822	41,074,349
itt & Myers	61,594,962	33,215,560	28,379,402	18,021,500	59,550,292	64,185,977	62,079,587	70,976,931	53,613,552	25,749,422
lard, P	44,716,636	22,745,287	21,971,349	11,430,800	40,499,019	39,391 354	43,453,371	35,590,949	36,027,563	16,907,794
olds, R. J., Tobacco	88,161,628	16,338,880	71,822,748	28,500,000	72,947,610	63,052,313	69,017,778	Not given	Not given	13,668,155
ed Cigar Stores(a)	16'325,706	(a)3,437,099	12,888,607	6,000,000	11,215,468	10,399,188	13,253,300	12,632,140	13,270,899	(a) None
Totals	933,523,326	155,698,958	177,824,368	63,952,300	275,220,180	273,432,638	294,908,010	231,259,021	200,296,965	108,821,293
				—144,652						
				Net 63,807,648						

(c) EARNINGS AVAILABLE FOR COMMON

Earnings or deficit (—) available for each common share outstanding at close of each year and at close of eight-year period.

Company:	1922	1921	1920	1919	1918	1917	1916	1915	(d)Total
rican Cigar	$6.94	$8.02	$12.59	$15.75	$17.18	$16.13	$12.67	$12.50	$77.06
rican Snuff	17.78	14.31	15.18	13.97	11.78	11.52	15.11	13.29	112.96
rican Tobacco	17.48	16.84	13.38	31.83	33.42	25.21	22.70	20.05	107.48
itt & Myers	24.40	25.33	18.68	20.25	30.60	28.66	25.64	26.62	152.05
lard, P	20.14	18.11	19.00	17.27	18.96	33.89	25.02	18.05	124.70
olds (b)	5.96	6.19	3.87	52.86	31.71	98.59	78.69	45.55	32.35
ed Cigar Stores (a)	12.30	11.52	14.33	13.04	13.59	9.41	10.09	7.68	82.62

(c) EARNINGS RETAINED FOR SURPLUS

Earnings or deficit (—) in surplus per common share outstanding at close of each year after dividends

	1922	1921	1920	1919	1918	1917	1916	1915	(d)Added Value
rican Cigar	$.44	$.02	$7.25	$7.75	$11.18	$10.13	$6.67	$6.50	$35.81
rican Snuff	5.78	2.31	4.18	2.97	.78	.52	3.11	1.29	20.96
rican Tobacco	5.49	4.84	6.88	11.83	13.42	5.21	2.70	.05	42.82
itt & Myers	12.53	13.45	8.17	4.25	14.60	12.66	9.64	10.62	68.80
lard, P	6.86	6.11	7.58	5.27	8.84	15.89	8.02	5.05	46.32
olds (b)	3.52	4.19	1.50	40.86	20.96	70.59	55.69	23.55	21.48
ed Cigar Stores (a)	7.30	—.48	12.83	2.54	5.09	1.66	3.09	1.18	30.90

United Cigar Stores was a holding company until 1916 when it absorbed its subsidiaries and became an operating company.

Earnings of Reynolds are based on 100,000 shares of $100 par in 1915, 1916 and 1917; on 200,000 shares of $100 par in 1918 and 1919; on 2,400,000 of $25 par in 1921 and 1920; on 3,200,000 shares of $25 par in 1922, total and value.

(c)—Based on shares outstanding at close of each year.

(d)—Total and added value are based on shares outstanding Dec. 31, 1922. Added value includes surplus adjustments with total yearly retained earnings.

of about 20 per cent of the tobacco plantations the area declined in 1920 to 48,658 acres, in 1921 to 41,172 acres, in 1922 to 38,728 acres; the yields were 32,802,000 pounds, 27,092,000 pounds and 28,755,000 pounds respectively.

Prior to the war, more than half of the crop was exported to Austria; and about 45,000,000 pounds, together with about 13,000,000 pounds of imported tobacco were manufactured by the 20 factories of the Hungarian Monopoly. The products of these factories were distributed through 20 wholesale depots, of which only 11 depots now are within the confines of Hungary.

At present the Monopoly imports tobacco chiefly from Dutch East Indies, Brazil, Turkey and Cuba. In 1914 the Monopoly imported about 160,000 pounds of tobacco from the United States for use in the Hungarian Virginia Cheroot factory at Fiume, but since the loss of Fiume there have been no further imports of tobacco from the United States. The Monopoly intends to erect a factory for the manufacture of Virginia cheroots as soon as it is financially able, and it is expected that Hungary will then import a small amount of American tobacco.—LAMM.

United Secures Long Lease

A. L. Steinfeld, a vice-president of the United Cigar Stores Co. of America, closed a 99-year lease on September 1, 1923, with the Scarborough Estate for the Apollo Building, located at northwest corner 5th and Walnut streets, Cincinnati, Ohio. When present leases expire the United Cigar Stores Co. will erect a new building on this site.

New Havana Cigar Store

A. Gonzalez Camero, Inc., of Havana and New York, will shortly open a high-class store at 37 New street, New York, in the height of the financial district. The corporation will feature Havana cigars exclusively.

Returns to Cincinnati

Alexander Frieder, of S. Frieder & Sons, importers of Manila cigars, of Cincinnati, Ohio, who had been in New York for the last few months on important business, returned to Cincinnati on Tuesday evening.

Socket Pipes in Demand

L. & H. Stern, of 59 Pearl street, Brooklyn, are experiencing a tremendous demand for their socket pipes, including innumerable repeat orders. The factory is working to its full capacity to meet the increasing demand for these popular pipes.

Domestic Exports of Leaf Tobacco, Cigarettes and Smoking Tobacco During August, 1923

WASHINGTON, D. C., Oct. 8.—The following tables show the domestic exports of leaf tobacco, cigarettes and smoking tobacco during August, 1923, from the United States, by countries. The figures are subject to revision. They follow:

Countries	Bright flue-cured *Pounds*	Burley *Pounds*	Dark-fired & Kentucky Tennessee *Pounds*	Dark Virginia *Pounds*	Maryland & Ohio Export *Pounds*	Green River (Pryor) *Pounds*
Austria	.....	.....	.....	184,911	.....	.....
Azores & Madeira Is.	4,087	578	1,505	.....	.....	.....
Belgium	246,593	.....	1,076,628	24,846	117,555	.....
Denmark	30,106	3,225	82,865	39,282	10,100	.....
Finland	.....	.....	.....	9,549	.....	.....
France	.....	142,275	279,345	.....	55,020	.....
Germany	2,229,915	44,299	1,640,617	661,251	154,385	.....
Italy	.....	.....	782,030	.....	261,015	.....
Malta, Gozo, etc.	9,749	.....	5,847	7,895	.....	.....
Netherlands	181,416	.....	2,231,208	15,000	215,395	307,945
Norway	46,577	.....	66,530	270,341	.....	.....
Poland and Danzig	3,781	.....	88,325	.....	.....	62,920
Spain	.....	.....	3,947,879	.....	.....	.....
Sweden	.....	.....	72,416	.....	19,790	.....
Switzerland	.....	.....	47,070	.....	33,390	.....
England	1,256,356	.....	1,789,997	142,364	.....	890,081
Scotland	64,894	.....	973,185	90,590	.....	.....
Ireland	68,686	2,440	279,480	49,135	.....	51,680
Canada—						
Quebec & Ontario	632,148	.....	1,425	177,967	6,070	.....
British Honduras	.....	800	5,414	.....	.....	.....
Costa Rica	2,506	.....	.....	.....	.....	.....
Nicaragua	.....	.....	3,450	.....	.....	.....
Panama	.....	.....	18,100	.....	.....	.....
Mexico	3,000	22,514	200	1,766	.....	.....
N'f'dland & Lab'dor	15,442	.....	.....	.....	.....	.....
Barbados	.....	.....	2,828	.....	.....	.....
Jamaica	5,115	.....	.....	.....	.....	.....
Trinidad & Tobago	67,779	.....	.....	.....	.....	.....
Other Br. W. Indies	.....	1,240	9,647	.....	.....	.....
Dutch West Indies	.....	.....	5,825	.....	.....	.....
French West Indies	.....	.....	8,090	.....	.....	.....
Haiti	.....	.....	83,425	.....	.....	.....
Virgin Is. of U. S.	.....	.....	2,350	.....	.....	.....
Argentina	.....	.....	272,110	2,795	.....	.....
Brazil	2,205	.....	.....	.....	.....	.....
Colombia	.....	.....	6,800	.....	.....	.....
British Guiana	.....	.....	9,418	.....	.....	.....
British India	247,487	.....	.....	1,384	.....	.....
China	1,263,435	.....	.....	.....	.....	.....
Latvia	20,185	.....	.....	.....	.....	.....
Java and Madura	.....	.....	10,444	.....	.....	.....
Japan	1,275,954	.....	.....	.....	.....	.....
Philippine Islands	.....	3,266	.....	.....	.....	.....
Australia	1,861,551	.....	.....	141,866	.....	.....
New Zealand	18,726	.....	.....	.....	.....	.....
British West Africa	39,839	7,034	379,451	16,968	.....	.....
British S. Africa	.....	9,270	.....	.....	.....	.....
Canary Islands	.....	.....	23,902	4,001	.....	.....
Algeria and Tunis	.....	106,649	1,219,848	.....	.....	77,795
Other French Africa	1,760	.....	64,035	14,121	.....	.....
Liberia	.....	.....	17,777	.....	.....	.....
Portuguese E. Africa	.....	.....	.....	660	.....	.....
Other Portuguese Africa	.....	.....	3,570	.....	.....	.....
Spanish Africa	.....	.....	1,837	.....	.....	.....
Total quantities	9,599,292	343,590	15,514,873	1,856,692	872,720	1,390,421
Total values	$3,411,801	$62,090	$2,972,134	$730,069	$209,213	$352,870

Other Tobacco Exports

Countries	Leaf Tobacco: Cigar Leaf *Pounds*	Leaf Tobacco: Other Leaf Tobacco *Pounds*	Leaf Tobacco: Stems, Trimmings and Scrap Tobacco *Pounds*	Manufactures of Tobacco: Cigarettes *M*	Manufactures of Tobacco: Smo Tob *Po*
Azores and Madeira Is.	.....	7,520	.....	1,675	
Belgium	.....	27,552	176,683	.....	
Denmark	.....	10,831	.....	.....	
France	.....	1,220	.....	2,820	
Germany	.....	556,710	428,498	5,977	
Latvia	.....	.....	.....	3	
Netherlands	.....	273,104	94,104	20	1
Norway	.....	.....	.....	.....	
Poland and Danzig	.....	255,970	95,785	.....	
Spain	.....	.....	42,117	.....	
Sweden	.....	25,098	.....	65	
Switzerland	.....	2,504	.....	.....	
England	427	515,976	.....	225	
Scotland	.....	.....	.....	20	
Ireland	.....	.....	59,835	20	
Canada—Maritime Pro.	.....	.....	.....	.....	
Quebec and Ontario	929	139,462	.....	260	
Prairie Provinces	.....	.....	.....	17,050	
Brit. Col. and Yukon	.....	407	.....	130	
British Honduras	.....	225	.....	1	
Costa Rica	.....	.....	.....	907	
Guatemala	.....	.....	.....	.....	
Honduras	.....	.....	.....	36	
Nicaragua	.....	50	.....	1,753	
Panama	.....	.....	95	19,533	
Mexico	.....	24,220	.....	2,162	
Miquelon and St. Pierre Is.	.....	.....	.....	755	
Newfoundland & Labrador	.....	.....	.....	45	
Bermuda	.....	.....	.....	380	
Barbados	156	.....	.....	6	
Jamaica	.....	.....	.....	5	
Trinidad and Tobago	.....	.....	.....	50	
Other British West Indies	.....	19,350	.....	439	
Cuba	.....	5	.....	.....	
Dominican Republic	.....	.....	.....	240	
Dutch West Indies	.....	4,200	.....	582	
French West Indies	.....	14,596	.....	96	
Haiti	.....	32,624	.....	749	
Virgin Islands of U. S.	.....	1,158	.....	520	
Argentina	.....	.....	.....	1,800	
Chile	.....	.....	.....	.....	
Colombia	.....	4,038	.....	342	
British Guiana	.....	22,391	.....	.....	
Dutch Guiana	.....	10,948	.....	185	
Peru	.....	.....	.....	400	
Uruguay	.....	5,124	.....	200	
British India	.....	.....	.....	40	
Straits Settlements	.....	.....	.....	73,798	
China	.....	.....	25,106	755,219	
Java and Madura	.....	.....	.....	16	
French Indo-China	.....	.....	.....	.....	
Hongkong	.....	.....	.....	15,750	
Philippine Islands	.....	.....	.....	20,060	
Siam	.....	.....	.....	1,800	
Australia	.....	985,134	.....	250	
French Oceania	.....	.....	.....	208	
New Zealand	.....	1,549	490	750	
Other Oceania	.....	.....	.....	30	
British West Africa	.....	360,357	.....	.....	
British South Africa	.....	8,952	.....	.....	
Canary Islands	.....	24,707	16,930	.....	
Egypt	.....	3,275	.....	.....	
Algeria and Tunis	.....	212,393	.....	.....	
Liberia	.....	17,696	.....	.....	
Other Portuguese Africa	.....	64,570	.....	.....	
Spanish Africa	.....	1,189	.....	.....	
Total quantities	1,512	3,635,105	939,643	927,372	67
Total values	$1,174	$1,004,700	$61,834	$1,848,845	$44

Suggestions to the Dark Co-op. Association

HOPKINSVILLE, Ky., Oct. 8.—When the directors of the Dark Tobacco Growers' Co-operative Association met in their initial meeting, following election, retrenchment was the keynote of all the speakers, and among the members there has been more criticism of the salaries than anything else. But it is admitted that conditions during the past year were not normal and that many things were done, and people were employed under the exigencies of the time, that would not have been done in ordinary times. The association was launched when the 1922 tobacco crop was ready to move. They had a big job ahead of them which must be done, but they had little or nothing to do it with, not even an organized working force. So everything had to be provided in an emergency and against time, and often it required two people to get the required results in the required time, where one would have been sufficient in the usual course of events. Also it often took an extra price to equipment immediately or to land capable and trained men and women were necessary to put the big organ tion on its feet.

Now this period has passed, the ganization is well perfected and fu tioning smoothly, and a readjustmen in order and to be expected.

President Bradshaw, who recently turned from a trip to Europe where made a special study of co-operative m keting methods, especially in Denm laid before the board of directors at t initial meeting a written suggestion to future policy. Economy was watchword in this, together with a that the heads of departments be gi more power and held responsible for sults attained. He recommended consolidation of offices wherever poss and that a working fund be establis by the assessment against each gro member's crop of one-quarter of a per pound. Mr. Bradshaw's recomm dations were regarded highly by the rectors. They are as follows:

"At the meeting of the Board of

rectors a resolution was passed directing ne president to make a report to the ewly elected Board of Directors at their rst meeting. Inasmuch as the associa- on has not reached the end of its first scal year, a complete report of opera- ons is impossible at this time but such eport will as provided by law be sub- itted to the board at some meeting after ie end of the fiscal year.

"The experience of the first year has eveloped a number of problems that ould be solved before going into the econd year, some of which are funda- ental and cannot be corrected without tion by the board in the first instance id at the beginning of the new year. his report is intended to call the atten- on of the board to a few of the more nportant questions which it is deemed ould receive prompt consideration of e board:

"First. The proper function of the ard is to exercise a general supervi- on and control over the operation of e whole association and to determine e major problems of policy. Details administrative work conformable to e policy set out by the board is the ty of the officers and employes acting the scope of their respective depart- nts. A very large part of the time d attention of the board during the st year has been taken up in attempt- g itself to solve minor administrative tails and this has had a two-fold in- rious effect; and it has diverted the at- ntion of the board from a larger and pre important problem and has lowered e morale of each department by taking om the shoulders of the heads of the partments the responsibility which ould be theirs and leaving the impres- n throughout the organization that the ard was a sort of a grievance commit- e for the settlement of minor differ- ces over the heads of the responsible partment chiefs.

"This situation is not altogether due t a disposition of the board so to do It is perhaps an inevitable result of the s-up of the organization in the begin- ng. The board not only in the begin- ng elected its president, vice-presidents, ecutive committee and heads of the rious departments, but it elected direct- l all assistants and employes through- ct the organization. The result was t.t there was a feeling throughout the rganization that employes even in posi- ns of minor responsibility, as well as assistants of the various departments felt ir responsibility to the board rather t n to the heads of their departments or the general manager and in turn the ds of the departments felt themselves n in position to exercise the vigorous trol over the personnel of their de- rtments that good business manage- nt requires.

"In my opinion much better results d be had if the board will select a presi- t, vice-presidents, executive commit- a general manager and the heads of warehouse division secretary and asurer and the accounting divisions, ding division, and then make no fur- r selections directly by the board but the personnel of these divisions be d up by appointment by the general nager and heads of the division, sub- t of course, to approval by the board. The general manager should be speci- lly invested with and charged with responsibility for the management of whole organization and every depart- nt head as well as every other em- ye of the organization should be re- nsible to the general manager and ough him to the executive committee the board of directors.

Communications to the board from organization should ordinarily come ough the general manager unless the rd specifically calls for reports or in- rmation from the head of the depart- nts and the policies laid out by the rd should be chargeable to the general nager who should be the responsible nt of the board.

An attempt by the board to reserve f direct authority over the subordi- s and employes of the organization ults in weakening the authority of each artment over its personnel and at the e time relieves that head of the de- ment of the responsibility with which should be invested and for which he laid to exercise.

Second. The limited time within which it was necessary to set up the organization and put it in operation the first year gave little time for deliberate consideration either of proper salary adjustments and of responsibilities. The result was an improper adjustment of salaries in many cases and in many other cases a division of duties which can now be consolidated and reduce the personnel particularly among higher paid officials.

"I would, therefore, recommend that after the election of a president, vice presidents, executive committee and general manager, that the board at the first meeting make no further appointment of employes but authorize the appointment of a committee of which the general manager should be a member, which committee shall as soon as possible make selection of heads of the departments and assistants subject to subsequent approval by the board, together with recommendations for any consolidation of officers, readjustment of salaries and other changes incident to the rearrangement of duties and personnel of the organization.

"Third. One of the fundamental weaknesses of the organization has been the fixing of prices on the various grades of tobacco before sales, giving publicity to the prices and then holding the selling department to a rigid adherence of the price fixed. The sales manager was in effect handcuffed and shackled and then put in a race with the open market. This system makes impossible the exercise of either good judgment or skilled salesmanship for the exercise of which the general manager is retained.

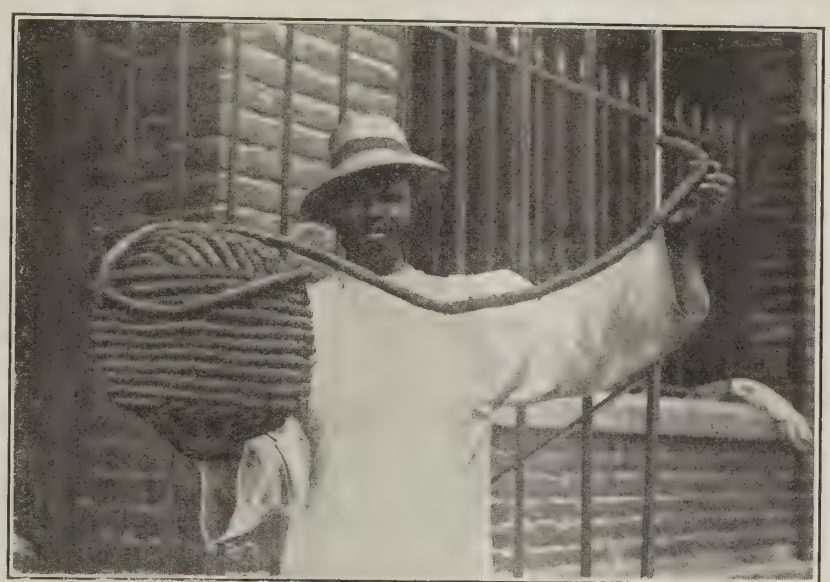
"The market will each year absorb a given but uncertain amount of tobacco. In other words, there is a hole to be filled and it is a question of who gets there first and fills it. Under the system produced during the past year it was inevitable that any surplus stock would be found in the hands of the association. Good salesmanship would dictate a policy that would at least make the tobacco outside the pool participate in the holding of any reserve that the market did not absorb during the current year.

"I, therefore, recommend that prices fixed by the advisory committee or by the board be done specifically for the purpose of serving only in an approximate measure all of the expectations of the board as to prices but give the general manager full latitude to meet the conditions as they develop through the season and hold him only to the exercise of good judgment in holding as nearly as possible to the prices fixed.

"Fourth. Under the theory of the association's organization each year after the entire crop has been sold and expenses paid, the reserve is distributed to members and the association starts into the new year without any cash resources. As tobacco is delivered by members the only way the association can make advances or even meet its current operating expenses is by borrowing money against the tobacco as received. This makes the very existence of the association each year dependent upon its ability to borrow from banks and other institutions. If our season any year should open during a period of restricted bank credit, or of falling commodity value, we might find it impossible to borrow sufficient funds on tobacco alone to make adequate advances and carry on the loan.

"The insurance against such a predicament lies only in the association having an adequate cash working reserve of its own which would serve not only to provide some of the funds necessary, but as a support to our credit in addition to the tobacco offered as collateral to the banks.

"I would, therefore suggest that each year beginning with the crop of 1922, there be reserved from the final settlement with each member one quarter of a cent a pound which sum will be carried to the account of the member as funds undistributed but owing and that the aggregate of this fund be carried as a cash reserve. Twenty-five cents a hundred will not be a material burden to the individual members but to the association as a whole will build up a working reserve of between $450,000.00 and $500,000.00 a year. If this were continued for a period of five years we would have a working reserve of approximately two and one-half million dollars. I, therefore, recommend that in the final settlement for the 1922 crop and for each year thereafter for five years subject to such extension of time as the board may determine the necessity of the organization require a deduction of 25c per hundred pounds be made from the final settlement of each member, which sum shall be carried as a credit to the account of the individual members as a cash working reserve for the association."



Photograph by Publishers Photo Service

Selling tobacco in Jamaica by the yard

Austrian Demand for U. S. Tobacco

WASHINGTON, D. C., Oct. 10.—According to a report from Assistant Trade Commissioner Prentiss M. Terry, at Vienna, the present demand for American leaf tobacco in Austria is greater than in the pre-war year, 1913. In that year the Austrian Monopoly used approximately 75,000,000 pounds of tobacco, of which about 62,000,000 pounds came from Hungary, and about 4,200,000 pounds from the United States. The imports from the United States during 1921, 1922, and 1923, were about 4,400,000 pounds, 2,200,000 pounds and 4,300,000 pounds respectively. The American tobacco consisted principally of Virginia and Kentucky Darks, though small quantities came from Maryland and Ohio.

At the present time the greater portions of the tobacco used for making cigars comes from the Dutch East Indies, Brazil and Cuba; for making cigarettes, from Southeastern Europe; for smoking, from Hungary, America and Dutch East Indies. The Monopoly operates 10 factories, employing about 6,000 persons.

During 1922 there was a marked decline in tobacco consumption, but at the present time there is an increasing tendency in consumption, especially in pipe and cigarette tobacco. Austria prefers Turkish tobacco for cigarettes, not wholly on account of a cultivated taste, but because it can be bought cheaper than American tobacco. Also the price of Java tobacco in the Netherlands, which can be used for the same purpose, is lower than American tobacco. It may be stated in this connection that present prices of American tobacco in Austria are four times greater than pre-war prices, that is, an increase from about 11 cents per pound to about 45 cents per pound.

Poland Wants Virginia Leaf

WASHINGTON, D. C., Oct. 10.—The Department of Commerce is in receipt of a cable from Consul General Leo J. Kenna at Warsaw, Poland, in which he states that the Tobacco monopoly is interested in the purchase of about 100,000 kilos of bright Virginia leaf for use in the government factories of Poland. In submitting offers to the Polish Monopoly for this quantity of tobacco, the quantity and grade offered, price per kilogram in dollars, c. i. f. Danzig, time required to execute the order and terms of payment should be stated. The offer should be submitted to the Monopoly by October 26, and must be in duplicate each with two envelopes with the interior envelope to be marked "Raw Tobacco Offer." A sample, weighing at least one-half of one pound, representing each grade of tobacco offered, should be sent.—LAMM.

The Annual Roll Call

The tobacco trade of New York City is co-operating actively with the Red Cross in its annual roll call, which opens Armistice Day, November 11, and continues until Thanksgiving, for the enlistment of new memberships to maintain the organization's manifold peace-time program of relief and public health work.

Fred Hirschhorn, president of the General Cigar Co., 119 West 40th street, heads as chairman a special *tobacco* group, formed in accordance with the campaign plan of organizing the entire city into various industrial, mercantile and professional groups to facilitate the roll call effort. Charles Dushkind, secretary and managing director of the Tobacco Merchants' Association, 5 Beekman street, is co-operating with Mr. Hirschhorn to secure the maximum response to the roll call throughout the tobacco trade, and plans are already under way to reach every person in the trade directly with the Red Cross appeal through the Tobacco Merchants' Association.

Help for the ex-service man and his family, including legal assistance, loans of money, advice on domestic matters and medical care constitutes a major part of the work in New York for whose maintenance the annual roll call is conducted. The Red Cross activities in the city also include disaster relief and a public health program among whose features are the supplying of surgical dressings to 22 local hospitals, nursing service, first aid, and work in home hygiene and care of the sick.

To Support Jewish Education

Leading members of the cigar industry who were addressed by Israel Unterberg, president of the Jewish Education Association, and Rev. Dr. David de Sola Pool, Tuesday at the Metropolis Club, organized themselves into a committee to aid the association's effort to provide 10,000 additional free scholarships in religious schools for children who are not receiving any Jewish education. Max Schwarz is chairman of the cigar trade committee; Julius Klorfein, vice-chairman; and the other members are Ernest Ellinger, Marks Packer, B. Kopperl, M. Bloom, M. Cane, S. H. Furgatch, Ernie D. Klein, Harry Epstein and William Kasanof.

Howard Cullman Resting

Howard Cullman, of Cullman Bros., Inc., packers of domestic leaf tobacco, and importers of Sumatra, of 161 Front street, New York, is enjoying a hard-earned vacation at Wernersville, Pa.

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Magazines—A Profitable Side-Line

How One Merchant Made His Magazines Sell

By MAX MARX

Whether they like it or not, cigar-store men find themselves carrying one or more side-lines in addition to their regular tobacco business. It may be souvenirs, candies, a supply of current magazines, knickknacks, or any of the innumerable combinations. Many times these are carried at a loss, while the merchant does not realize it. On the other hand, they are dragged along in a weak condition, not bringing the returns they should. If a merchant is to carry a side-line, he should make it a profitable venture without injuring his regular business or he should drop it. In fact the side-line should be a wide inviting doorstep to the store.

Some cigar-store merchants sell popular magazines, a side-line, which, if watched carefully, will bring good returns. One merchant carried them along for a long time with but small returns. Finally he became disgusted with them but decided to give them a three months' trial before dropping them. He made a study of the different magazines and their contents. In each publication he found at least one continued story.

"If I could get the people to start the continued stories, I'd have them buying that one magazine until it's finished," the merchant thought. "The crucial point of the business is to get them to buy the first part of the continued story."

Just then his thoughts were interrupted by the entrance of one of the high school boys with a window card, advertising a baseball game. The boy took an old card out of the window and replaced it by one of the new ones. The old one was dropped to the floor and left there.

"That's just the thing," the merchant declared. "I'll use those old cards to advertise the magazines."

By the use of some paint and a brush he painted an advertisement of the new continued story, that was running through a popular weekly at that time. Taking the copy that he usually took home for his wife, he cut out the sheet, that contained the beginning of the story. This page was pasted at the two upper corners in the center of the card. Running across the top of the card, he painted the title of the story. Below this and running clear across the card he painted "Get In On This Story Now." Along the card to the left of the page from the magazine, he had these words, "Get Your Copy Now. Only a Limited Number This Week. Sold here 5c." Then to the right of the sheet were these words, "Look Here. Don't You Want a Copy? Here You Are For 5c."

It did not take long for him to make the advertisement, which was placed in a prominent place in one of the show-windows. Every person, who passed the store and looked in, would see the notice concerning the continued story. All of the magazines were placed in a rack near the front door, where no person could enter without seeing them. The specially advertised journal was placed the farthest from the door, so that a purchaser of it would pass by all of the others before coming to it. It was in plain view, though, so as to be a follow-up reminder of the card in the window.

Nothing more was thought concerning the experience until the clerk asked for the third time whether there were any more copies of the "The Big Seller," to which the merchant replied, "No, and take that card out of the window."

In place of the "Big Seller" card there was prepared a card for another of the magazines. This was carried out faithfully. At the end of the three months, the magazines had brought such good returns that the merchant decided to continue their sale.

Instead of being a drag on his business, as they had been, they are now a flourishing side-line, and he has developed a regular list of customers, who buy magazines from him.

He studies the magazines and anything that might prove to be a good advertising point, is used on the cards to press the sale of the publications. He does not limit it to the continued stories. An article or a short story, that is written by a noted writer or is written upon an interesting topic, is often used to good advantage.

When a popular monthly magazine started the new novel by a noted writer for which they paid thirty thousand dollars, he made good use of the price of the novel in advertising the magazine.

He has found that by carrying out his advertising scheme for the magazines his trade in them has increased, so that he has had to enlarge his order for some of them. His plan for testing it out, is to let the magazine pass for two consecutive times without advertising it in the window. If at both of these times the supply is sold out and there is a demand for more copies, then he adds to his order and makes a special "run" on it for a time, so as not to be left with a large number of extra copies on his hands.

Porto Rico Needs Rain

According to advices received from Porto Rico, the seed beds have been adversely affected, due to the dry weather, and a large percentage of the first sowings has been lost.

The growers are still sowing seed beds, however, but unless rain comes soon, planting will probably be delayed until the middle of November.

Bolano Cigars in Demand

C. G. Wilson, president of C. G. Wilson, Inc., importers of Manila cigars, of 24 Stone street, New York, has returned from a long Western trip, during which he made arrangements with many of the leading distributors to feature the high-grade Bolano brand. C. G. Wilson, Inc., are exclusive agents for the up-to-date La Prueba and La Conchita Factories, Manila, P. I.

Strike Not Serious

WASHINGTON, D. C., Oct. 10.—The Department of Labor has been advised that cigarette factory machinists have recently engaged in a strike in Algiers and Oran. No serious results were reported.—LAMM.

Keystone State Business Good

D. Dreux, of D. Dreux, Inc., Sumatra and Java importers, of 136 Water street, New York, has returned from a successful tour of Pennsylvania, during which he visited the principal cigar manufacturers in that territory.

Buys Fancy Wrappers

John Fouge, Jr., of John Fouge & Son, cigar manufacturers, of Richmond, Va., surveyed the local leaf market this week and made heavy purchases of choice Sumatra and Java wrappers.

Sumatra Orders Coming In

H. J. Curtis, of Arthur Bornholdt & Co., importers of Sumatra and Java leaf, of 139 Front street, New York, is booking many orders in Pennsylvania for the fancy wrappers handled by his organization.

UNITED STATES TOBACCO EXPORTS DURING MONTH OF AUGUST

Figures Compiled by Department of Commerce.

ARTICLES, AND COUNTRIES TO WHICH EXPORTED.	UNIT OF QUANTITY.	AUGUST— 1922 Quantity.	AUGUST— 1922 Value.	AUGUST— 1923 Quantity.	AUGUST— 1923 Value.	EIGHT MONTHS ENDING AUGUST— 1922 Quantity.	EIGHT MONTHS ENDING AUGUST— 1922 Value.	EIGHT MONTHS ENDING AUGUST— 1923 Quantity.	EIGHT MONTHS ENDING AUGUST— 1923 Value.
Tobacco:									
Leaf tobacco	Pound	28,957,716	$8,461,248			262,712,137	$86,957,179		
Bright flue-cured	do			9,599,292	$3,411,801			76,481,385	$28,611,930
Burley	do			343,590	62,090			4,125,046	1,002,409
Dark-fired Kentucky and Tennessee	do			15,514,873	2,972,134			109,838,072	21,027,582
Dark Virginia	do			1,856,692	730,069			40,380,544	20,220,235
Maryland and Ohio export	do			872,720	209,213			7,062,982	916,503
Green River (prior)	do			1,390,421	352,870			12,173,747	3,408,192
Cigar leaf	do			1,512	1,174			254,389	218,610
Other leaf tobacco	do			3,635,105	1,004,700			42,672,903	11,951,135
Total	do	28,957,716	8,461,248	33,214,205	8,744,051	262,712,137	86,957,179	292,989,068	87,356,596
Exported to—									
Belgium		1,902,593	231,766	1,493,174	221,206	11,213,690	1,419,351	17,248,398	1,759,627
Denmark		417,813	75,646	176,409	44,220	2,529,497	470,678	3,088,449	578,880
France		1,032,544	121,133	477,860	78,499	28,404,999	3,094,923	22,210,668	3,418,790
Germany		5,643,647	1,342,995	5,287,177	873,146	18,620,917	3,205,519	24,279,067	3,799,754
Italy		36,935	9,100	1,043,045	261,658	21,716,783	4,683,565	27,326,740	6,460,817
Netherlands		959,571	141,226	3,224,068	509,686	7,377,729	1,237,117	13,953,393	2,166,185
Norway		593,782	251,758	383,448	152,956	2,280,857	746,915	1,995,741	693,707
Portugal		474,837	87,681			3,736,321	697,221	2,670,950	391,920
Spain				3,947,879	769,220	66,658	10,910	14,916,687	2,168,868
Sweden		1,140,258	191,072	117,304	46,374	3,197,511	563,238	2,983,491	411,418
Switzerland		95,370	32,274	83,964	26,438	640,902	182,368	1,486,196	276,603
United Kingdom		8,193,109	3,533,461	6,175,291	2,285,277	104,238,605	49,729,657	80,412,713	38,889,705
Canada		1,788,177	388,338	958,408	265,772	7,479,738	2,034,092	9,030,625	2,619,395
Mexico		40,487	13,002	51,700	15,953	476,463	168,751	281,574	87,767
Haiti		117,189	26,054	116,049	24,435	986,573	210,904	1,031,880	223,099
Argentina		28,274	10,268	274,935	83,548	395,335	117,982	1,583,651	514,425
China		1,173,100	256,012	1,263,435	311,119	21,008,441	7,513,594	29,124,817	8,198,539
Hongkong						407,093	83,429	555,957	102,962
Japan		52,048	16,243	1,275,954	702,146	1,272,377	628,654	3,243,526	1,784,829
Australia		2,321,677	1,088,462	2,988,551	1,304,203	11,160,584	5,878,554	15,589,428	7,499,028
British West Africa		919,497	269,873	803,649	235,882	6,578,413	2,030,881	7,537,084	2,291,365
French Africa		1,200,536	192,448	1,696,601	189,090	3,363,296	655,024	4,284,235	788,485
Other countries		826,268	182,436	1,376,334	343,223	5,559,358	1,593,852	8,153,788	2,230,428
Stems, trimmings, and scrap tobacco	Pound	558,206	25,332	939,643	61,834	8,059,964	345,603	9,237,902	616,279
Manufactures of tobacco (total)			2,409,915		2,118,144		18,472,127		17,165,987
Cigars and cheroots	Thousand	39	2,055	36	892	400	12,819	827	23,655
Cigarettes	do	1,052,855	2,133,044	927,372	1,848,845	7,531,734	16,457,789	8,053,958	15,330,383
Exported to—									
Panama		25,196	73,290	19,533	57,644	124,296	422,424	127,269	350,238
British India		3,750	12,750	40	80	26,575	78,994	30,401	78,364
Straits Settlements		63,000	90,120	73,798	107,016	695,250	968,130	598,578	883,269
China		841,254	1,609,399	755,219	1,463,625	5,607,834	11,514,907	6,050,485	11,529,495
Hongkong		56,300	215,000	15,750	31,500	539,200	2,200,950	183,600	359,561
Philippine Islands		5,961	20,193	20,060	70,190	94,256	381,143	116,301	315,735
Siam		34,000	45,319	1,800	2,170	207,293	270,150	122,160	159,392
Other countries		23,394	66,973	41,172	116,620	237,030	621,091	825,164	1,654,329
Plug tobacco	Pound	344,180	184,317	387,368	206,658	2,516,809	1,273,629	2,581,378	1,301,628
Smoking tobacco	do	108,619	71,128	67,066	44,274	944,942	558,036	590,579	408,296
Other tobacco manufactures	do	76,043	19,371	60,404	17,475	1,251,224	169,854	425,849	102,025

UNITED STATES TOBACCO IMPORTS DURING MONTH OF AUGUST

Figures Compiled by Department of Commerce. Value Stated in Dollars.

ARTICLES, AND COUNTRIES FROM WHICH IMPORTED.	UNIT OF QUANTITY.	AUGUST— 1922 Quantity.	AUGUST— 1922 Value.	AUGUST— 1923 Quantity.	AUGUST— 1923 Value.	EIGHT MONTHS ENDING AUGUST— 1922 Quantity.	EIGHT MONTHS ENDING AUGUST— 1922 Value.	EIGHT MONTHS ENDING AUGUST— 1923 Quantity.	EIGHT MONTHS ENDING AUGUST— 1923 Value.
Tobacco (total)			5,793,895		4,364,993		46,270,217		48,738,632
Unmanufactured—									
Product of the Philippine Islands	free Pound	71,449	7,340	79,244	7,257	383,914	41,865	1,604,221	194,105
Leaf, suitable for cigar wrappers	dut do	1,122,998	2,001,802	578,197	1,181,107	4,470,365	9,055,566	5,939,441	14,117,218
All other	dut do	4,264,094	3,088,635			43,921,470	32,747,312		
Cigar leaf—									
Unstemmed	dut do			1,000,666	1,108,239			8,566,989	7,140,569
Stemmed	dut do			872,153	1,013,493			8,102,930	8,740,388
Cigarette leaf	dut do			253,820	262,409			17,572,657	12,040,795
Scraps and other unmanufactured	dut do			111,315	48,249			1,525,309	498,043
Manufactures of tobacco—									
Cigars and cheroots	free do	169,750	404,584	353,210	450,698	1,178,915	2,168,719	2,974,008	3,776,652
	dut do	33,193	259,750	34,509	272,365	259,433	2,027,960	260,351	1,946,007
Cigarettes and paper cigars	free do	125	238	125	238	935	1,586	6,009	11,464
	dut do	1,390	8,199	295	1,753	6,387	31,388	6,091	36,773
All other	dut do	18,004	23,357	18,299	19,185	172,194	195,821	195,851	236,618

TELEPHONE
BOWLING GREEN 8026

CABLE ADDRESS
HIDALGO

FRANK E. CHILDS & BROTHER
INCORPORATED
79 FRONT STREET
NEW YORK

11th October, 1923.

An Open Letter to the Cigar Trade

MR. JOBBER AND MR. RETAILER,
EVERYWHERE.

Gentlemen:

Won't you let us try and convince you of the advisability of devoting a little of your time to studying the Manila Cigar business?

Whilst many of you are well acquainted with the general conditions dealing with the growing and marketing of Manila Tobacco—the most important of which are:

The latitude and longitude of the Philippine Islands and particularly of the Cagayan and Isabela Provinces, where the best Philippine Tobacco is grown;

The construction of the large factories in the City of Manila, many of which are veritable palaces;

The keen Government supervision of the industry;

The manner in which cigars are shipped from the Philippines;

The special holds provided with the latest ventilating apparatus on the palatial steamers plying the Pacific Ocean, and last but most important,

The Guarantee Stamp of Quality of the Government of the Philippines—

Still there are many dealers in this country who insist upon maintaining an indifferent attitude towards this rapidly increasing profitable business.

Won't you write us for samples and our booklet giving you lots of valuable information on the Manila Cigar Industry?

It is *yours* for the asking, and don't you know that "one man tells another," and that there is a rapidly growing duplicating business being done in Manila Cigars?

We are here to serve you and solicit your consideration of the famous products of the GERMINAL CIGAR & CIGARETTE COMPANY, MANILA, PHILIPPINE ISLANDS, FOR WHICH WE ARE AGENTS.

Yours very truly,

Frank E. Childs & Bro., Inc.

per *Ernest J. Moss*

Manager Cigar Department.

Trade-Marks Filed

In U. S. Patent Office

The following trade-marks were published in compliance with Section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

* * *

Ser. No. 140,450. JONKOPING OCH VULCANS TANDSTICKSFABRIKSAKTIEBOLAG, Jonkoping, Sweden. Filed Nov. 30, 1920.



140,450

No claim is made to the words "Safety Match, Made in Sweden" apart from the trade-mark shown on the drawing.

The particular description of goods.—Matches. *Claims use* since about Mar. 1902.

* * *

Ser. No. 140,453. JONKOPING OCH VULCANS TANDSTICKSFABRIKSAKTIEBOLAG, Jonkoping, Sweden. Filed Nov. 30, 1920.



140,453

No claim is made to the words "Safety Matches Made in Sweden" apart from the trade-mark shown on the drawing, applicant reserving his common-law rights thereto.

The particular description of goods.—Matches.

Claims use since about Dec. 24, 1912.

* * *

Ser. No. 140,454. JONKOPING OCH VULCANS TANDSTICKSFABRIKSAKTIEBOLAG, Jonkoping, Sweden. Filed Nov. 30, 1920.



140,454

No claim is made to "Säkerhets Tändstickor, Manufactured in Sweden, Paraffinerade, Tändsticksfabriks, Trade-Mark" apart from the trade-mark shown on the drawing, applicant reserving his common-law rights thereto. The medals shown as part of the mark presented are the representation of medals received by the applicant as an award for the excellence of its goods.

The particular description of goods.—Matches. *Claims use* since about Apr. 1894.

* * *

Ser. No. 140,456. JONKOPING OCH VULCANS TANDSTICKSFABRIKSAKTIEBOLAG, Jonkoping, Sweden. Filed Nov. 30, 1920.



140,456

No claim is made to the words "Non-Poisonous, Non-Glowing, Made in Sweden, Special Safety Match, Regd. Trade-Mark" apart from the trade-mark shown on the drawing, applicant reserving his common-law rights thereto.

The particular description of goods.—Matches. *Claims use* since about Feb. 3, 1909.

* * *

Ser. No. 140,457. JONKOPING OCH VULCANS TANDSTICKSFABRIKSANTIEBOLAG, Jonkoping, Sweden. Filed Nov. 30, 1920.



140,457

No. claim is made to the words "Uddevalla Tändsticksfabriks Sweden, Säkerhets-Tändstickor, Swedish Safety Matches, Schwedische Zündhölzer, Registered Trade Mark." The medals shown as part of the mark presented are the representation of medals received by the applicant as an award for the excellence of its goods.

The particular description of goods.—Matches. *Claims use* since about Feb. 15, 1886.

* * *

Ser. No. 140,458. JONKOPING OCH VULCANS TANDSTICKSFABRIKSAKTIEBOLAG, Jonkoping, Sweden. Filed Nov. 30, 1920.



140,458

No claim is made to the words "Safety Match, Made in Sweden" apart from the trade-mark shown on the drawing, applicant reserving his common-law rights thereto. The medals shown as part of the mark presented are the representation of medals received by the applicant as an award for the excellence of its goods.

The particular description of goods.—Matches. *Claims use* since about Jan. 11, 1897.

* * *

Serial No. 174,816. Wm. Boucher & Sons, Baltimore, Md. Filed Jan. 20, 1923.

Nacirema

174,816

The particular description of goods—Cigars and Tobaccos for Personal Consumption. *Claims use* since Sept. 24, 1919.

Serial No. 182,654. Davis, Sherk & Mason Cigar Co., Reading, Pa. Filed June 30, 1923.

(*Continued on page* 11)

A Gentleman's and Sportsman's Smoke



MATOAKA

BLUE RIBBON TOBACCO

in 15c tins and pound tins

AND

MATOAKA CIGARETTES

Now Sold at 20 for 20c.

Nationally Approved by Discriminating Smokers

PATTERSON BROS. TOBACCO CORP., RICHMOND, VA.

CIGAR LABELS



CIGAR BANDS

HIGHEST QUALITY SPECIAL PROCESS

Sole Distributors for

New Model Cigar Banding Machines for Ungummed Bands

WM. STEINER, SONS & CO.

257 West 17th Street New York

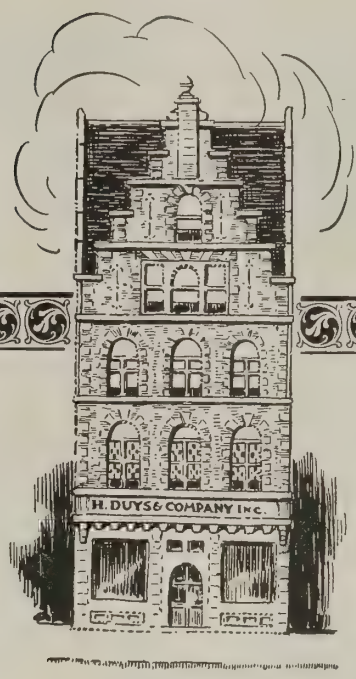
COSMOPOLITAN PIPE CO.

Manufacturers of Smoker's Articles

Specializing in Fancy Three and Five Piece Cigar and Cigarette Holders.

1719 ST. MARK'S AVE., BROOKLYN, N. Y.

TELEPHONE, GLENMORE 5505



Why is it that during the past two years one out of every six cigars made in this country has been wrapped either with Sumatra or Java purchased from us?

There's a Reason---

Satisfied Customers

H. DUYS & CO., Inc.

142 WATER STREET
NEW YORK

Sumatra and Java Headquarters

Trade-Marks

(Continued from page 9)



182,654

ie particular description of goods—
rs. *Claims use* since Sept. 7, 1914.

* * *

rial No. 183,459. Tobacco Products
oration, New York, N. Y. Filed
19, 1923.

BALLOON

183,459

ie particular description of goods—
rettes. *Claims use* since June 5,

* * *

rial No. 183,734. Consolidated Cigar
oration, New York, N. Y. Filed
27, 1923.



183,734

ie particular description of goods—
irs. *Claims use* since Dec. 23, 1909.

* * *

r. No. 182,262. Salvador Rodriguez,
e York, N. Y. Filed June 20, 1923.



ie particular description of goods.—
irs. *Claims use* since about 1896.

Ser. No. 182,264. Salvador Rodriguez, New York, N. Y. Filed June 20, 1923.



182,264

The picture shown is fanciful.

The particular description of goods.—Cigars. *Claims use* since about 1891.

* * *

Ser. No. 182,265. Salvador Rodriguez, New York, N. Y. Filed June 20, 1923.



182,265

The picture shown is that of Salvador Rodriguez (deceased).

The particular description of goods.—Cigars. *Claims use* since about 1892.

* * *

Ser. No. 182,293. Maria Cabrelli and Baldassare Mirabile, New York, N. Y. Filed June 21, 1923.



182,293

The particular description of goods.—Cigars. *Claims use* since Apr. 10, 1923.

* * *

Ser. No. 177,969. Havana Cigar and Tobacco Factories, Ltd., New York, N. Y. Filed March 24, 1923.



177,969

No claim is made to the exclusive use of the words "Superior" and "Habana" apart from the mark as shown.

The particular description of goods—Cigars. *Claims use* since 1885.

* * *

Ser. No. 177,970. Havana Cigar and Tobacco Factories, Ltd., New York, N. Y. Filed March 24, 1923.



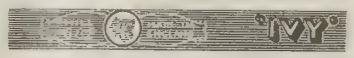
177,970

No claim is made to the exclusive use of the word "Habana" apart from the mark as shown.

The particular description of goods.—Cigars. *Claims use* since 1873.

* * *

Ser. No. 179,999. Robert Fletcher & Son, Limited, Stoneclough, near Manchester, England. Filed May 1, 1923.



179,999

Applicant disclaims any right to the exclusive use of the words "Made in England."

The particular description of goods.—Uncut Cigarette Paper. *Claims use* since on or about May 6, 1923.

* * *

Ser. No. 182,007. Roth Tobacco Company, Cape Girardeau, Mo. Filed June 14, 1923.

(Continued on page 13)

LA CONFESION CIGAR

Imported Sumatra Wrapper

A Favorite

for forty years. Because they are good cigars and

DRAW TRADE



Sizes and Prices

Invincible	3 for 50c
Waldorf	15c Straight
Club House	15c Straight
Perfecto Extra	2 for 25c
Epicure	2 for 25c
Regalia	10c Straight
Panetella	10c Straight
Blunts (wood)	10c Straight
Blunts (cans)	10c Straight

Benito Rovira Co., Inc.

311-321 E. 62nd St.
New York

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

Mill-Factory and Main Office
NEW HAVEN, CONN.

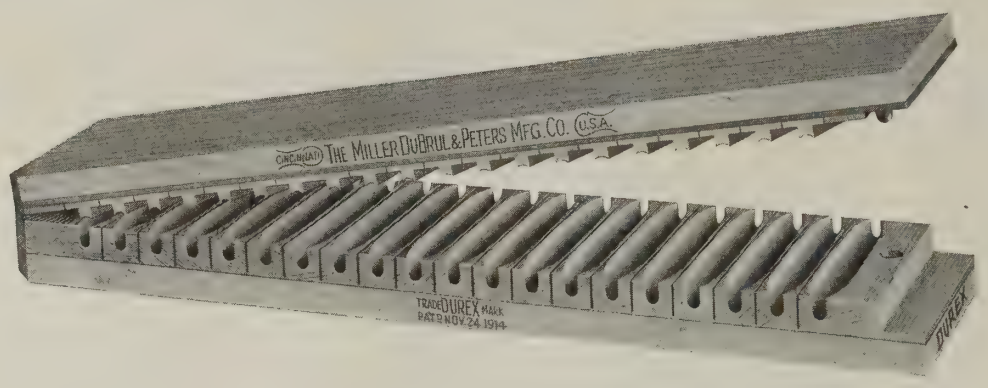
-Salesrooms-

NEW YORK
25 W. 43rd St.

PHILADELPHIA
1215 Filbert St.

BOSTON
99 Chauncy St.

Avoid Disappointment— Molds Are Made To Order



In past years the months of October and November have seen an unusual volume of Rush Mold Orders—all of which have been badly needed by the trade, to take care of the Holiday increase.

We do not carry molds in stock and the heavier the last minute orders, the more time required to manufacture the molds and ship them.

The capacity of our Mold Factory has been increased and we are upon our toes to give you real service if you act immediately.

But—

Don't, please, wait until the very last minute—wire or mail in your orders NOW, and avoid being disappointed because your molds aren't ready when you need them most.

Order Now

The Miller, DuBrul & Peters Mfg. Co.

Cincinnati Norwood Ohio

After all nothing satisfies like a good cigar

Mfrs. Cigar and Cigarette Machinery, Cigar Makers' Tools, and Cigar Factory Equipment



AUTOMATIC LONG FILLER
BUNCH MACHINE

Two inexperienced girls can soon learn to operate this machine. One feeds the filler, the other the binders and the machine does the rest.

Gives you uniform work with unskilled labor.
Greater production and attractive savings in cost.
Easily adjusted to make light or full bunches.
Substantial construction gives long life.
Easy and inexpensive to operate.

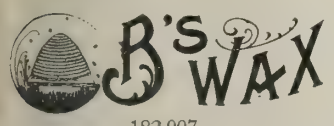
Catalogue and any particulars upon request.

COLWELL CIGAR MACHINE CO.
INCORPORATED
131 WASHINGTON ST. PROVIDENCE, R.I.

GREATER PRODUCTION AT LESS COST

Trade-Marks

(*Continued from page* 11)

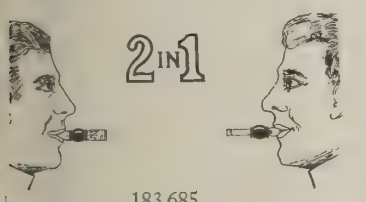


182,007

he particular description of goods.—ist and Plug Tobacco. *Claims use* ie 1915.

* * *

er. No. 183,685. American Briar Pipe ipany, Chicago, Ill. Filed July 26, ch.



183,685

o claim being made to the represen-n of goods apart from the mark wn in the drawing.

he particular description of goods.—ir and Cigarette Holders. *Claims use* ie May 1, 1923.

* * *

er. No. 182,116. Tampa Cigar Com-, Tampa, Fla. Filed June 16, 1923.



182,116

Petitioner disclaims any intention to register the words "Mild Havana" shown on the drawing, as such words are used only to designate the grade of cigar sold under the trade-mark; also disclaims any intention to register the representation of a cigar shown on the drawing.

The particular description of goods.—Cigars. *Claims use* since June 27, 1908.

* * *

Ser. No. 182,115. Tampa Cigar Company, Tampa, Fla. Filed June 16, 1923.



182,115

The portrait appearing on the drawing is fanciful and not real.

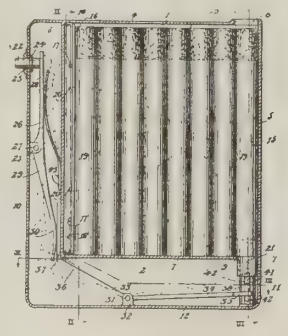
The particular description of goods.—Cigars. *Claims use* since Oct. 5, 1915.

Patents Recently Granted

By U. S. Patent Office

No. 1,467,627. Cigarette Case. Edward Thimgren, Popotla, Mexico. Filed Dec. 28, 1922. Serial No. 609,508. 4 Claims.

In a device of the type described, a commodity containing compartment having openings, means positioned within said compartment for moving its contents successively into alinement with said openings, a second compartment carried externally of the first mentioned compartment extending along two side walls of the same, resiliently mounted plunger located at the end of one wing of the second compartment in alinement with said openings, an angular lever pivotally mounted in said wing operatively connected to said plunger and projecting into

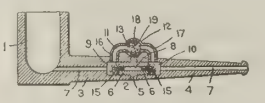


1,467,627

the other wing of said second compartment, a lever pivotally mounted in the last mentioned wing operatively engaging the angular lever, resilient means engaging the last mentioned lever for normally retaining the plunger in its inoperative position, and means for actuating the last mentioned lever to cause the plunger to eject the portion of the contents in alinement with said openings from the commodity compartment.

* * *

No. 1,468,124. Tobacco Pipe. Thomas Molloy, Roxbury, Mass. Filed June 19, 1922. Serial No. 566,336. 4 Claims.

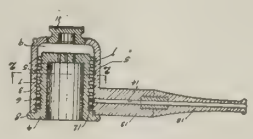


1,468,124

A tobacco pipe provided with the usual bowl and stem, the latter having a duct leading therethrough and formed with two chambers with which the duct communicates, a by-pass duct leading from one chamber to the other and situated above the chambers and absorbent material in the portion of the first-named duct that connects the chambers.

* * *

No. 1,468,306. Smoking Pipe. Charles H. Lyon, Chicago, Ill. Filed Sept. 23, 1920. Serial No. 412,315. 3 Claims.

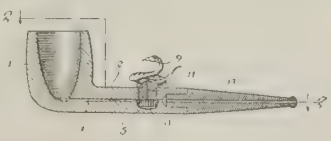


1,468,306

A smoking pipe comprising an outer bowl having shallow internal threads; an inner bowl having comparatively deep external threads to fit said internal threads, there being smoke openings extending through the bottom of said inner bowl; a stop on said inner bowl limiting the movement thereof into said outer bowl to form a collecting chamber; an enlarged annular smoke chamber surrounding the upper portion of said inner bowl; a pipe stem communicating with said annular chamber; and a removable plug for said collecting chamber, substantially as described.

* * *

No. 1,468,318, Tobacco Pipe. James McMillan, Jr., Piedmont, W. Va. Filed Sept. 30, 1922. Serial No. 591,522. 4 Claims.



1,468,318

A tobacco pipe having a lateral opening in its stem, said stem having a well therein in alignment with said opening, the bottom of the well being positioned below the bore of the stem, a plug in said lateral opening, and a plurality of spring wires secured to said plug and adapted to collect moisture, nicotine and



VAMP
Perfectos, 50s
Also Other Sizes
Retails 5c Straight

TRADE BUILDING
MANILA BRANDS

All hand-made, long filler cigars made in a dependable Manila factory which works the best grades only of sun-cured, old tobacco.

BRANDS PROTECTED AT ALL TIMES

Exclusive territory open to jobbers.

Manufactured and Imported by the

PHILIPPINE TOBACCO CO., INC.

Offices and depots, 287 Broadway, New York City, and 933 Maple Ave., Los Angeles, Cal.



LA LUNETA
Comfort Extras 100s
Bundles of 5 and 10
Retails 10 for 35 cts.

1903



1923

Twentieth ANNIVERSARY

A Unique Record

Not another cigarette that was popular when Fatima was introduced, over twenty years ago, has a big national sale today.

Fatima has out-distanced them all, maintaining its sales-leadership over all other brands at or above its price. This record marks it as the most skillful blend in cigarette history.

Today Fatima is everywhere recognized as the one cigarette of really exceptional quality at a reasonable price.

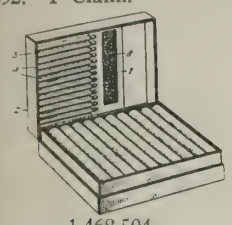
FATIMA

LIGGETT & MYERS TOBACCO CO.

t: like and direct the same to the well. A plug for tobacco pipes including a rality of wires secured to the base of t: plug and an air conduit attached to t: top of the plug.

* * *

No. 1,468,504. MATCH-HOLDING CIGAR-TE CONTAINER. Walter H. King, Den-r, Colo. Filed Apr. 1, 1922. Serial D. 548,592. 1 Claim.

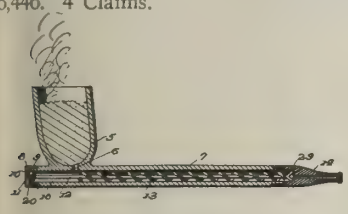


1,468,504

In a device of the character described, e combination with a box cover of a ip provided with a plurality of parallel tch-receiving corrugations alternating th flat portions and terminating in a ft end portion, said flat portions being hesively secured to the inner face of d cover, said corrugations being sub-ntially half the length of the cover and d end portion having a sanded surface.

* * *

No. 1,468,681. PIPE. Petrus J. A. rtenbogaart, Dauphin, Manitoba, Can-a. Filed Feb. 14, 1922. Serial No. 6,446. 4 Claims.

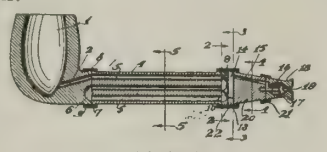


1,468,681

A pipe comprising a stem having a p at one end, a bowl connected to the em at a point spaced from one end, a d extended through the stem and hav-g a spiral smoke baffle of rubber ter-inating beneath the bowl thereby form-g a chamber in said stem, a head car-ried by the forward end of said rod, said cap being provided with an opening snug-ly receiving said head, a rubber ring mounted on said rod at one end of said chamber, one end of said rod being forked and extended beyond said stem and a mouth piece receiving the formed portion of said rod.

* * *

No. 1,468,795. SMOKING PIPE. Albert G. Blomster, San Diego, Calif. Filed Nov. 6, 1919. Serial No. 336,022. 3 Claims.

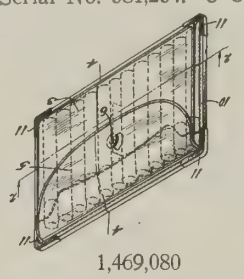


1,468,795

A smoking pipe comprising a bowl, a stem communicating with the bowl at one end, said stem having a plurality of longitudinal passages, connections at the ends of said passages for causing the smoke to pass back and forth through said passages, a chamber connecting with the end of one of said passages, said chamber having a partition, and a mouth-piece having a saliva chamber and means for establishing communication between saliva chamber and said first named chamber.

* * *

No. 1,469,080. POCKET CASE FOR CIGARETTES, CIGARS, OR THE LIKE. Jacob Goerk, Irvington, N. J. Filed Aug. 11, 1922. Serial No. 581,254. 3 Claims.

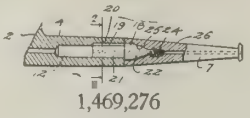


1,469,080

As an article of manufacture, a pocket case comprising a flat central stiffening wall, a pocket arranged at each side thereof and attached thereto at its peripheral edges, and flap closures for said pockets, the sides and flaps being connected with the wall by a stitching about the periphery of the case.

* * *

No. 1,469,276. COMBINATION PIPE AND CIGARETTE HOLDER. PAUL J. SITTER, Oshkosh, Wis. Filed July 21, 1922. Serial No. 576,521. 3 Claims.

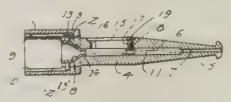


1,469,276

In a device as described, a stub-stem having a longitudinal groove, and a separate coupling device comprising an axially bored member having one end thereof provided with a longitudinal rib adapted to snugly fit within said longitudinal groove and the other end provided with a tapered nipple terminating in a threaded pipe stem engaging portion.

* * *

No. 1,469,277. COMBINATION CIGAR AND CIGARETTE HOLDER. PAUL J. SITTER, Oshkosh, Wis. Filed Nov. 4, 1922. Serial No. 599,011. 3 Claims.

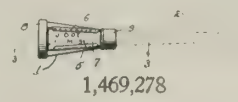


1,469,277

A combined cigar and cigarette holder including an outer barrel, an inner barrel movable longitudinally therein, said barrels being respectively adapted to hold cigars and cigarettes, a stem coacting with both of said barrels, said outer barrel provided with diametrically opposed grooves in the inner walls thereof, lugs on said inner barrel operating in said grooves, the inner barrel being adapted for partial rotation within the outer barrel in the disposition of said inner barrel to adjusted positions, and means in connection with said stem for retaining the inner barrel in its adjusted positions.

* * *

No. 1,469,278. ADVERTISING ATTACHMENT FOR CIGAR AND CIGARETTE HOLDER. PAUL J. SITTER, Oshkosh, Wis. Filed Dec. 13, 1922. Serial No. 606,631. 5 Claims.

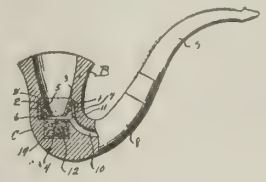


1,469,278

In combination with a cigar or cigarette holder provided with a mouthpiece, of a card holder associated therewith, a card receivable in the said card holder, and means carried by said first mentioned holder for retaining said card holder thereon.

* * *

No. 1,469,685. SMOKING PIPE. RICHARD E. PERKINS, Boston, Mass. Filed June 22, 1921. Serial No. 479,622. 4 Claims.



1,469,685

A pipe of the class described comprising a bowl consisting of two separable sections, an internal coupling sleeve coacting with said sections for holding the same in assembled relation, a collar of infusible material snugly fitting within the sleeve and spaced from the bottom of the bowl, and a stem carried by one of the sections of the bowl and having a draft opening in communication with the bowl below the applied collar.

Approve Wisconsin Pool

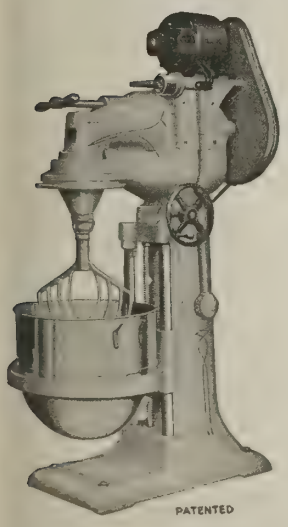
GREENVILLE, Ohio, Oct. 6.—Charles Teegarden of Woodington, who returned home recently from the Wisconsin State Fair, says that while at the fair he talked with quite a number of members of the Wisconsin Tobacco Pool. He states that all that he talked to were well satisfied with the workings of the pool in Wisconsin and said that they could not afford to be without it.

For Thorough Mixing

The

READ THREE SPEED MIXER

IS INCOMPARABLE



Many cigar factories throughout this country are using Read Mixers daily for mixing Gum Trag (cigar makers' paste). This machine gives the paste a thorough mixing, taking from it all lumps and thereby eliminating that costly and tiresome operation of straining.

Used in various plants of Otto Eisenlohr & Bro. Co. and various other large plants.

Write for further data

READ MACHINERY COMPANY

YORK, PA.

MIXING MACHINERY OF ALL KINDS



MADE IN BOND

IN A FULL LINE of IMPORTED SHAPES

Each size is a perfect value and made of the finest Imported Cuban tobaccos, under climatic conditions and methods similar to Havana.



Office—TAMPA, Florida—Factory

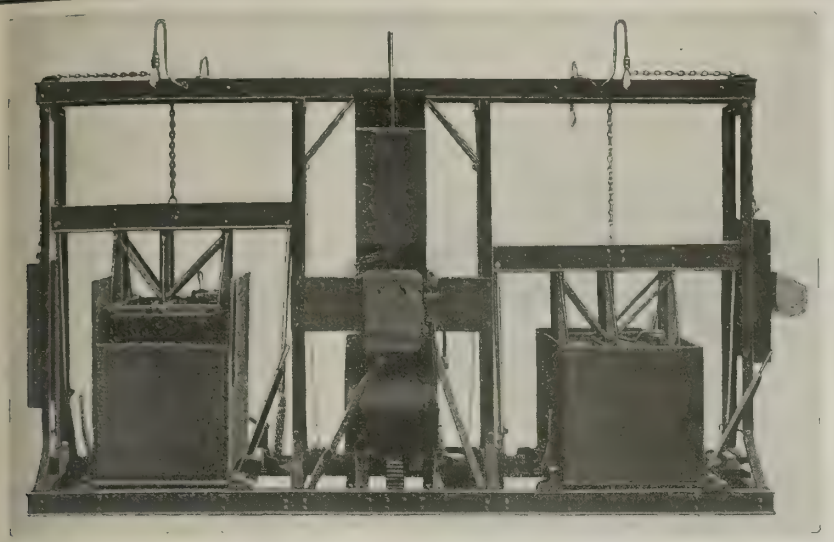
A Name You Know

with a reputation maintained by the world's largest manufacturer of High Grade Cigars.

ROI-TAN

A cigar you'll like

EL ROI-TAN



Electrically Driven

CASING PRESS

The Greatest Labor Saver in the Market

One man can press and nail more than 100 cases in 10 hours. Two men can do more work than four without any labor in pressing. No press boards needed. Instantly adjustable to any size case. One case can be nailed while the other is under pressure.

Prices on application.

MINNICH MACHINE WORKS
LANDISVILLE, PA.

St. Louis Trade Topics

Dealers Do Excellent Business

ST. LOUIS, Mo., Oct. 6.—The retail business has this week been big, owing to the many strangers who are in the city to attend the Veiled Prophet festivities and the International Air Meet. Not only have the down-town stores been splendidly patronized, but those in the outlying districts have sold more than their average number of cigars. This retail business has been reflected in the jobbing trade, and the jobbers have been taxed to keep their retail trade supplied with the popular brands. Not only have the moderate priced cigars been big sellers, but the more expensive brands have had a good sale.

Henslee Out of Cigar Trade

C. E. Henslee, formerly connected with Philip Morris & Co., in looking after the trade in this territory, has given up the cigar business and has gone over to the candy business.

Harry Silverstein, who has been on the sales staff of the Wm. A. Stickney Cigar Co., has been placed in charge of the cigar stand conducted by the company at the American Hotel. His former place has been taken by A. G. Clark.

Norman A. Jones, the St. Louis promoter for the Harvester Cigar, now has for his assistant, Robert A. Cook.

Charles A. Specht Passes Away

Charles A. Specht, a cigar manufacturer, 50 years old, and president and owner of the Chas. Specht Noonday Cigar Co., at 1020 Chouteau avenue, died recently of a complication of diseases. He was born in Germany, but came to this country when 16 years old. He located in Quincy, Ill., but after a year's stay in that place came to St. Louis and became a cigar worker. He started business 20 years ago at the place where he died. He was prominent in cigar circles and was at times connected with the local cigar organizations.

Recent Visitors

Many visitors were in the city recently. Among the best known were Ed Wodeska, of Gonzales & Mendez, Inc.; Packy MacFarland, of the Manchester Cigar Co.; Irving J. Hahn, of R. Steinecke Co.; Charles Schavarien, T. C. Gales, of Henry Clay and Bock & Co., Ltd.; W. H. Crumpler, of Adolph Frankau & Co., Inc., and Willis Andrus, of the Congress Cigar Co.

Prominent window displays were made by C. P. Stanley Cigar Co., of Safra; Rauh-Millius, of La Duse; Stickney-Hoelscher, of Garcia Grande; Webster, by Moss & Lowenhaupt; Cuesta-Rey, by Wm. A. Stickney Cigar Co.

Closes Newburgh Branch

NEWBURGH, N. Y., Oct. 6.—The Newburgh branch of the Metropolitan Tobacco Co., which has had its headquarters in the Cook building, Chambers and First streets, for two or three years, has vacated the establishment, everything carried in stock being removed by auto truck to the Yonkers branch, with which the Newburgh branch has been consolidated. The change has taken from the city several of the clerical force, among them Maurice de Ronde, the billing clerk, who has been with the establishment since it opened here, and James Coyle and Sebring Lent, of the clerical force. It is not yet known what will be done with the building itself, but it is the intention of the corporation to continue its delivery in this immediate vicinity with the same force as in the past.

"Old '76" Display

The United Cigar Stores are displaying "Old '76" cigarettes in their stores throughout the country. In New York alone, 125 stores displayed these high-grade cigarettes last week. "Old '76" cigarettes are manufactured by Berberian Bros., of Providence, R. I., and are deservedly meeting with a considerable sale.

GUARANTEED MANILA CIGARS



Packed 100 in a Box (Large Size)
Retails 10 for 40c.

Deliveries made from New York, Cincinnati or Direct from Manila

INTERESTED ONLY IN JOBBERS WHO ARE DESIROUS OF BUILDING BRANDS

Unconditionally Guarantee Our Cigars to be Absolutely Perfect in Every Way.

Our Mr. Morris Frieder is constantly in Manila personally supervising the manufacturing and forwarding of our Cigars and giving each shipment his personal attention.

Address all communications to main office.

S. FRIEDER & SONS,
214-218 West Fourth St. Cincinnati, O.

HUMIDIFICATION

By The "EBULATOR SYSTEM"

Places You Many Laps Ahead of Your Competitor Using Old Methods

Buy your tobacco where modern methods are used, because good hygienic conditions prevail and uniformity of working condition ensures greatest production. Therefore the best tobacco at lowest price and largest profit.

D. P. GOSLINE, Mfr. ∴ ∴ ∴ ∴ **Boston (19), Mass.**



We Have Priced Our

Broadleaf

Samples ready for showing after

Oct. 15

The Connecticut Valley Tobacco Association, Inc.

Headquarters:

225 State Street Hartford, Conn.

Schulte Cigar Stores Make Record Sales

Gross sales of Schulte Retail Stores Corp., for six months ended June 30, 1923, totaling $13,422,046 against $10,759,-938 for first half of 1922, indicate continuation throughout 1923 of the steady gain marked growth of past years. Profits for first half year ended June 30, last, were $969,288 after charges but before taxes against $1,292,422 for 1922 period. Earnings of second half year are expected to show 15 per cent improvement.

Schulte Retail Stores Co. is a holding company and its sole function at present ownership of stock of various Schulte subsidiaries, representing an equity in a chain of about 250 retail tobacco stores, holdings of real estate, and real estate leases. Corporation owns 85 per cent of capital stock of B. G. Davis & Co., Inc., all its subsidiary, Nadler Cigar Co., cigar manufacturers; and markets about 5 per cent of the 20,000,000 cigars produced annually by these companies. With the exception of this manufactured product the subsidiary companies manufacture none of the articles they sell.

Growth of Business

Present corporation is the successor to a business established in 1883 with the opening in New York of a single retail tobacco store. Growth of business during the past seven years is shown in the following table:

Year ended	Stores operated	Gross business	Inc. before res. & tax.	Net after res. & tax.
December 31, 1922	239	$23,765,364	$2,844,096	†$1,951,000
December 21, 1921	222	20,699,159	1,134,117	646,535
December 31, 1920	196	16,299,163	734,876	456,899
January 31, 1920	157	9,679,553	496,446	275,854
January 31, 1919	113	5,449,477	317,421	179,620
January 31, 1918	93	4,195,534	343,300	140,726
January 31, 1917	66	2,737,551	70,882	31,106

*11 months. †Partly estimated.

In the seven years number of stores in operation increased 362 per cent, and net income after reserves and taxes about 1,700 per cent.

Capitalization

Capitalization consists of $3,200,000 8 per cent preferred stock outstanding par $100, and 300,000 common shares without par value. Voting power is vested solely in the common. All dividends on preferred stock have been paid regularly since incorporation. No cash dividends have been paid on common.

Stock dividends have been paid on the common as follows: 50 per cent in common stock, August, 1920; 20 per cent in July, 1921; 15 per cent in December, 1921; $5 a share in preferred stock in December, 1922; $2 in June, 1923, and $2 a share in September, 1923. With the distribution of $2 a share in preferred stock declared payable December 1, 1923, and March 1, 1924, there will be $4,400,-000 preferred outstanding.—*Wall Street Journal.*

Is a Tobacco War Coming?

The people of this rich tobacco producing area will not be able much longer to face blindly the movement which has evidently been instituted looking to the elimination of the narcotic, if not a curtailment of the smoking privilege. The beginning of the assault has been perceived by a number of writers who compare the initiation of the movement to that which resulted in the sweeping away of ardent spirits by the enactment of a constitutional amendment. It is beginning in the so-called educative, or propaganda drive with a small army of statisticians already busy holding up amazing figures showing the evils of tobacco, its growing menace to the present race and, as is usual long string of comparative statements showing, for instance, that the State of Tennessee spends one-fifth annually as much for education as it does for tobacco and that the half-burned match flung by the careless smoker causes a weekly fire loss in this country of $75,000—we pick these statements at random. Scientists are being already enlisted in the fight together with doctors —some of whom, it is noted, are far from agreement as to the damage done to the human frame or to the intellect by smoking.

The Gathering Storm

The gathering storm destined to break over tobacco has reached such proportions that the Women's Christian Temperance Union, which is vitally interested in any measure of social reform, has found it timely to deny that it is interested at this time in entering the list against Lady Nicotine. These are straws in the wind which emphasize that the forces of moral reform are giving earnest consideration to this broad subject. Legislative records in various states further indicate that pressure in form if not actually prohibitive are making further infringements. Such laws are written in idealistic mood—that the bulk of people in the country do not know what is good for them and that the time has come for the powerfully organized minority to assume a new form of paternalism by telling them what is while the distant chorus of the "Thou Shalt Nots" is heard.

Demands Attention

It is timely to give attention to the movement, for it is sufficiently defined to warrant ruminations on what the outcome will be. People scoffed at the idea of prohibition when tireless workers began their campaign much in the same way that the tobacco campaign is being started. But prohibition came through dogged persistence and adroit statesmanship and unless we are wrong the barometer of social reform is headed in the same direction. Such a movement has more than casual significance in the tobacco growing areas. A movement which has as its ultimate objective the elimination of tobacco and consequently the wiping out of a long standing agricultural pursuit presents a vision which this entire section would do well to visualize and to think over.—*Danville (Va.) Bee.*

Cutting Down Expenses

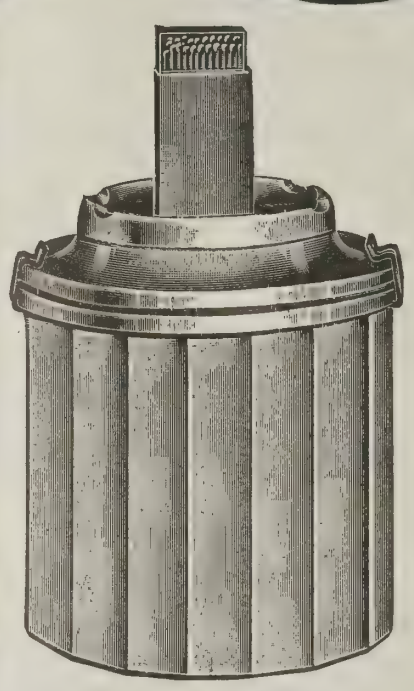
Our Dark Growers' Association which is in the process of reorganization and formulating plans for marketing the present crop of tobacco is considering the matter of cutting down the expenses of operation. The idea is to reduce salaries where they are thought to be too high and to do away with any useless salaried positions. The association has had only one year's experience and naturally the work incident to getting it started must necessarily have been crude in some respects and mistakes must necessarily have been made. The officials can very easily profit by these mistakes and correct them in this year's organization, which is to be done. This shows the proper spirit on the part of the officials and the harder they strive to market the farmers' tobacco crop at the least possible cost the better they will please the members of the association and the surer the foundation they will lay for the association. In fact, its future life and success depend upon it. —*Bowling Green* (Ky.) *News.*

Smokes One Brand of Tobacco for 41 Years

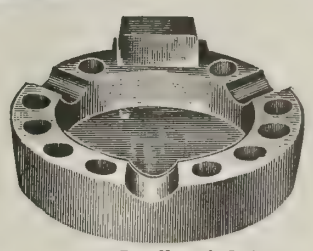
WINSTED, Conn., Oct. 6.—Just what brand of smoking tobacco he uses is what friends of Dennis Ahearn, passenger conductor on the Central New England Railroad, are trying to learn. Conductor Ahearn says he has smoked one brand for 41 years straight and thereby holds a world record. He has used various pipes.

UNITED STATES GLASS CO.

General Office and Salesrooms
So. Ninth & Bingham Sts.
Pittsburgh Pa.



No. 6 Jar with New Cover.
Also furnished with Regular Cover.
No. 7 Jar same as No. 6 except 1 inch deeper.



Cigarette Snuffer Ash Tray

Humidors, Cigar Cigarette and Tobacco Jars

Made of the finest Quality Glass

We Specialize on Private Moulds.
Special Feature is having Name, Factory Number, District, Etc., Pressed in Bottom of Jar.

TOBACCO AND CIGAR JARS FURNISHED

Complete with Rubber Ring and Clips, Packed in Individual Cartons and then Packed 2 dozen in a Crate or 50 Jars in a Box. Also Packed 1 dozen in Re-shipping Carton.

Branch Offices and Showrooms in

NEW YORK
CHICAGO
PHILADELPHIA
BOSTON
LOS ANGELES
BALTIMORE
SAN FRANCISCO
SYDNEY, AUSTRALIA
DENVER
DALLAS
LONDON, ENGLAND
MEXICO CITY, MEXICO
HAVANA, CUBA
PONCE, PORTO RICO
CARACAS, VENEZUELA



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NATURAL
The *Original* Egyptian
CIGARETTE



San Francisco Much Interested in Manila Goods

Watching Progress of Philippine Products—Golden Gate Being Main Port of Entry for Insular Cigars, Close Tabs Are Kept on Movements—Trade News and Notes.

San Francisco, Cal., Oct. 2.—The development of the Manila cigar trade in the United States has been going steadily forward since the war; and as the natural port of entry for the west, San Francisco, has become much interested in the development of the trade. Though the use of the Manila cigar seems to have developed faster, and certainly in far greater volume in the east, this is naturally the convenient distribution point. As it happens that the La Insular Cigar & Cigarette Factory, Inc., has located its general office for the United States at the Monadnock Building, San Francisco. The office here is in charge of D. Acuña, who has been for a number of years connected with the factory at Manila. Assisting Mr. Acuña is his father-in-law, C. H. Van Hoven. The La Insular retail trade has been taken on by the United Cigar Stores exclusively in the east, but in the west, Marx Bros. conduct their work of distribution. They also continue to import some two million cigars per month. They are also intending to promote their cigarette sales, as the La Insular factory is the greatest producer of cigarettes in the Philippine Islands.

On the Crescendo Scale

Another Manila brand that is rapidly recovering its old-time popularity is the Alhambra, for which H. L. Judell & Co. are distributors. They present 32 sizes, ranging from bundles of ten for 25 cents to 50 cents each. This would seem enough; but they are expecting the best of all yet for the fine new size of Alhambra Royals, with its new attractive bands, which is just coming out. The last shipment of half a million received on the S. S. *President Pierce* was almost immediately reshipped, and on the next steamer they will have a fine line of holiday numbers. They have added to their distributors the New South Cigar Co., of New Orleans.

The taking of evidence in the cases against the various tobacco companies and associations on the charge of illegal combines is proceeding rather monotonously.

Epco on the Pacific Coast

Michalitschke Bros. & Co. have taken on the distribution for the Pacific Slope, of the Epco, the five-cent Sumatra wrapped line manufactured by the East Prospect Cigar Co., at East Prospect, Pa. This, with the John Noble, recently taken on, a two-for-fifteen cigar, rounds out their lines of Humboldt and Henry Clay very nicely. It also demonstrates that Harry Rinaldo, the factory representative for the Epco, can come back to his home town and do business any time.

George J. Yocum, of Yocum Bros., Reading, Pa., has been doing business in this city in the interest of his Y. B. cigar.

D. V. Snyder, sales manager for Prince de Gales, is on the slate for arrival.

H. H. Manly has been making Eureka and the surrounding territory smoke Chancellors, and has departed for Los Angeles to assist Milton Glass in doing the same thing down there.

Harold Horn has returned from a very successful trip as far north as British Columbia, and things are looking cheerful around the Golden State Leaf House. Mr. Horn found business in most sections apparently brightening up.

C. H. Edmunds, the Corina representative, has returned from the northwest, where he has been working for four months. He found business there quite promising.

Jake Marcuse has been making a trip for Frankel, Gerdts & Co., through the Sacramento Valley and Nevada, and has put over a big placement for the new foil-wrapped Chancellor Invincible, the big two-for-twenty-five value. As a result the distributors, H. L. Judell & Co., have wired to the factory to increase shipments.

Lew Beatley has dropped into the home office after an active canvass of his territory. He is another of the Judell force that is making good.

Not Afraid of Price-Cutting

Anthony Polzer, in charge of the cigar department of Tilman Bendel Co., reports a very satisfactory placement of their five-cent brand, the Tampa-made Jenny Lind. Mr. Polzer criticizes the suggestions that have been made, that price-cutting might be attempted by wholesale grocery houses handling cigar departments, as this might be considered more in the light of a side-line. Owing to the diversity of their goods and their trade, he thinks the overhead in the wholesale grocery business, combined with the fact that they have to carry so many staples at scarcely any profit, if not really at a loss, makes price-cutting in tobacco lines less desirable and more difficult than among the regular exclusive tobacco jobbers.

Has Bright Political Prospects

The political campaign of Adolph Judell for the Board of Supervisors looks like a winner. He has received the indorsement of the United Voters of San Francisco, a non-political organization, and also of the Veterans' League, and his cards are very much in evidence throughout the business section.

Control Measures for Tobacco Flea-Beetle

Washington, D. C., Oct. 6.—Shade-grown cigar-wrapper tobacco is sold for a higher price than any other tobacco in this country. Losses from injury by the tobacco flea-beetle, therefore, are proportionately great, and growers in the southern cigar-wrapper district, in northern Florida and southern Georgia, regard this insect with considerable apprehension.

Under normal weather conditions, with careful use of control measures, the damage caused by the tobacco flea-beetle is usually small. If the right conditions arise, however, with neglect of control measures, the damage may reach alarming proportions. Owing to its small size and activity, the large number of individuals, and its resistance to poison, the tobacco flea-beetle is a difficult pest to control.

Facts as to the insect's habits, together with a number of control measures, have been embodied in a new Farmers' Bulletin, No. 1352, The Tobacco Flea-beetle in the Southern Cigar-wrapper district, by F. S. Chamberlin and J. N. Tenhet, entomologists. All methods of control, both direct and indirect, suggested in this bulletin, should receive serious consideration.

Plant beds should be located at some distance from tobacco fields, and protected from the attacks of beetles by frequent light applications of powdered arsenate of lead. The coarse cheesecloth used over the plant beds of this region also gives a certain amount of protection from flea-beetle attack. Frequent and thorough cultivation of the tobacco crop unquestionably destroys a considerable number of the younger stages of the flea-beetle. Weeds in and around tobacco fields may harbor these insects and should be destroyed. Tobacco stalks should be cut down and plowed under as soon as the crop is harvested. Burning over hibernation places during cold weather destroys many beetles. The interiors of shades should be thoroughly cleaned of all trash which might harbor overwintering beetles. In the spring, attacks of overwintering beetles should be controlled by frequent light applications of Paris green in the dust form.

The bulletin may be obtained from the United States Department of Agriculture while the supply lasts.

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NEW YORK, THURSDAY, OCTOBER 11, 1923

IS THE CIGARETTE GUILTY, AS CHARGED?

Fire Prevention Days and Weeks and campaigns must necessarily be repetitions of old truths supported by new instances. The latest is the $10,000,000 conflagration which swept Berkeley, California, the other day destroying 600 homes, rendering 4,000 persons homeless and causing loss of life. The blame for this stupendous destruction is laid to the careless handling of a cigarette.

Ten million dollars is a considerable amount to pay for a warning, yet the country's expense each year for similar warnings is fifty times that amount. The property loss entailed in the Japanese earthquake and ensuing fires corresponds to what America pays each decade for destruction by fire alone.

Doubtless, we shall always have fires, since at times they originate in causes which appear to be beyond the control and precautions of man. But President Coolidge, in proclaiming October 9 Fire Prevention Day, is correct in his assumption that by far the greater part of fire loss is due to human factors, such as carelessness and moral hazards.

This country holds every record for avoidable conflagrations. As long as hundreds of millions of dollars' worth of property are consumed each year in fires growing out of everyday carelessness, the forces laboring for reduction of that loss are pursuing a work which is not only justifiable but highly necessary. The utter seriousness of this labor and the drastic necessity for paying heed to the incredible destruction it seeks to curtail can hardly be lost on the informed and thoughtful citizen.—*Kansas City (Mo.) Post.*

"WE HAVE SOMETHING LEFT"

An area of destruction, a scene of disaster, shrouded in smoke, a region where horror reigned, crackling noises, blackened ruins, hot ashes, glowing embers, flying sparks, advancing flames that refused to be extinguished, fire hardly halted by dynamite, hundreds of houses incinerated, thousands of people leaving their property and fleeing to save their lives, frantic men, terrified women, screaming children, homes and gardens destroyed, buildings tumbling, streets obliterated, acres ablaze, chaos, a beautiful residence district transformed into a sample of hell for the time being, that was Berkeley, Cal., on September 18, 1923. If the wind had not shifted when it did, the demolition of the entire city seemed inevitable.

At the corner of Ridge Road and Euclid Avenue stood the house of Benjamin Ide Wheeler, president emeritus of the University of California. Swiftly the surging sea of fire swept toward the vine-covered residence of the venerable educator.

In his house, Dr. Wheeler had a large and valuable library. Accumulated assiduously during three quarters of a lifetime this collection of rare books and manuscripts represented more than the expenditure of money. Many of the volumes were presentation copies, each having on a flyleaf the autograph of the author. And there were other books, more precious than costly, old and honored friends frequently consulted. Of a number of the ancient books, it is practically impossible to obtain duplicates. His noted library was very dear to Dr. Wheeler. Naturally, an eminent scholar would be greatly attached to his books.

As the fire threatened and doomed his home, desire to save his beloved books caused Dr. Wheeler to request assistance. In appealing for help, however, he was not forgetful.

"There's a new box of cigars on the library table," he said, "bring out the cigars and get what books you can."

Not waiting to be urged, university students and other volunteers dashed into the house. Very quickly they came out again, heavily laden. The first to emerge was a tall youth whose scorched garments, blackened face and blistered hands bore evidence of a close encounter with flames. He carried an armful of books topped with a box of cigars.

Others brought out rugs, paintings, statuary and more books. As the last rescuer staggered through the door with a load of books, a gust of wind caused the interior of the house to become filled with flames. The disintegrating building was hotter than a furnace. No man could go in there and live for two seconds.

Burnt, panting and nearly exhausted, the students deposited the saved books beyond the reach of the fire. Dr. Wheeler thanked them. Properly, he was appreciative of heroic service rendered. He smiled, although a great part of his treasured library was destroyed. "We have something left," he announced gratefully, as he picked up the box of cigars.

"Where there is much fire, there must be some smoke," he joked, as he passed around the cigars.

Smoking, the singed and tired fire fighters continued to work and they were less mindful of weariness and pain.

To the occurrence at Berkeley, disciples of Dr. Pease are unlikely to refer. The action and example of Dr. Benjamin Ide Wheeler will not help the propaganda of anti-tobacco agitators.

It is not surprising, but rather according to expectation, that cigars should be found on the library table of one of the world's great educators.

Scholarship and tobacco long have been associated. For centuries, most of the eminent thinkers have been smokers. While smoking, a man may read and ponder more satisfactorily. A fine cigar and a good book can be enjoyed simultaneously.

A pipe or a cigar will stave off fatigue. Tobacco promotes tranquility of mind. Smoking facilitates clear thinking, makes mental processes less laborious, assists concentration, relieves strain, gives aid in brain work, assuages pain, increases fortitude, adds zest to peaceful enjoyment and subtracts some of the irritation and tedium from toil.

Cigars on a library table are appropriately placed. The best of modern literature is somewhat indebted to tobacco. Nearly all of the great books produced during the past two hundred years came from the pens of men who smoked while they wrote.

In the seclusion of his private library, whether intently reading, diligently engaged in research or strenuously endeavoring to develop a new idea, the student is induc smoke much if he ever smokes at all.

Among the scholars of America who exerted a strong and far reaching influenc Benjamin Ide Wheeler is prominent. A educator he is greater than most of his co poraries. To him, more than to any other l man, is due credit because of the presen mensity and usefulness of the Universit California.

Though the prestige of an institution of l ing isn't always in proportion to the numb students attending, the University of Calif the largest of American universities, has portance according to its size. Advantage located at Berkeley, magnificently equi noted for the excellence and thoroughness c courses, having in its faculty some of the teachers in the world, represented splendidl its graduates, the University of Calif proudly may claim to be second to none. scholarship and athletics it is unsurpassed.

What then, in the way of deprecation or sure can the anti-tobacco agitator say of th tion of the president emeritus? When Benj Ide Wheeler passes cigars around to stu who saved some of his books, is there occ for outcry?

Perennially employed in denouncing tob apparently, a few pee wee orators think so. the man on the street, their feeble, futile scol seems to be merely a waste of breath.

NEW LIFE FOR NICOTINE INDUST

Not all of the tobacco grown in the fiel destined to the delectation of the friends of weed; and if in some far off time a —th Am ment to the Constitution of the United State America sends Lady Nicotine to keep comp with John Barleycorn, a somewhat red number of planters can still grow tobacco w out coming under the imputation of b tobacco bootleggers.

It is conceded by representative grower market produce that the issuance of Farm Bulletin No. 1282 last year marked an epoc the truck farmer's continual battle against in pests. In that Bulletin the Government exp showed how all manner of predacious bugs strive to cheat the American dinner table o luscious melons, cantaloupes, cucumbers, fr and garden "sass" in general, could be defe by a proper application of nicotine. It has deed been known for a long time that tob extracts such as "Black Leaf 40," are g insecticides, but until the Government's bug perts took hold of the matter in dead earn the methods of fighting the bugs with nico and above all, the proper appliances there were not developed to the point of greatly citing the interest of the average man in truck patch or orchard. Farmers' Bulletin 1 has changed this; the agricultural experim stations of different States have also begun experiment with the new methods and appara and to find their use attended with valua results. The farm papers and market grow journals print enthusiastic reports from th readers and correspondents which establish new tobacco dust and nicotine insecticides commercial success destined to enjoy a grow demand.

The insecticidal constituent of tobacco nicotine, which is extracted from the stems a waste by means of hot water. It comes on market as a liquid solution containing 40 p cent of Nicotine Sulphate, which when dilu with water so as to contain one part of nicot in 500 or 1,000 parts of soapy water is st death to moths, midges and similar pests wh infest fruit trees. The greatest of the rec successes in the way of killing bugs with ni tine, however, has been with nicotine dus obtained by making nicotine sulphate in the o form and mixing it with dry kaolin. Su mixtures, applied by means of newly invent dusting appliances, whereby large fields can

nomically treated, are being used in large mages in cucumber and melon fields and chards all over the country.

The demand for nicotine as an insecticide bids r to rise much beyond the point where it can met from the normal supply of waste tobacco, d the raising of tobacco solely for its nicotine tent will therefore gain in importance. For s purpose, use will be made of varieties of bacco, such as Nicotiana Robusta, which are tinguished for a high nicotine content—6 to 8 r cent of the entire plant. The cultivation of s variety is being especially pushed in coun- es such as South Africa, which are remote m the ordinary sources of manufactured ecticides.

Professor Otto Olson has been conducting ne very successful experiments with this par- ular type of tobacco at the Government Ex- riment Station at Ephrata, Pa.

THE KINDLY CIGARETTE

The cigarette, object of more vituperation by lerly ladies than anything else in the world, s begun to assert its rights.

A hunter, shot by mistake, was saved from ath the other day when the bullet lodged in s packet of cigarette papers.

We hope this incident gets into the statistics. the past nearly all the credit for such preser- tion has gone to grandfather's hunting-case atch. But anybody can see that cigarette pers worn for protection are quite as safe and initely less expensive. And the reputation of e cigarette needs all the boosting it can get.

It seems to us that the field of literature, out- le of advertising, awaits proper development. pling did enough for the cigar in one notable e, "A woman is only a woman, but a good gar is a smoke."

But the cigarette has never been properly cele- lated. Allusions to it have been airy, or else mmercial. Its true characteristics of conveni- ce, simplicity, unobtrusiveness, and inspiration surely the prime qualities of a friend—have mained unsung. Now when protectiveness is ded, surely the poets must come to the front. they don't smoke them, at least they must ear them.—*Chicago Herald-Examiner.*

THE TOBACCO GROWER

Beset always on many sides with dangers growing tobacco crops, Lancaster county rmers are surmounting another difficulty—ar of frost. With characteristic industry, the lers of the soil are working overtime to rvest this year's crop before a killing frost rives to nip the matured plants. Wander here you will within the confines of this emier agricultural county and you will see sy farmers working, not the prescribed ght hours, but long after dusk, so that their ops may not be damaged.

Ask any tobacco grower about the cares at surround the growing of a successful op. From the seed-bed until the harvest, it work, work, work. But even this has its mpensation and just reward. It is predicted at high prices will again prevail. Some les have been reported even before the ed is harvested. The grower deserves every nt he is paid for his product. It is by his fort that this county, with its yearly output between 20,000 and 30,000 acres, is kept in e forefront of agricultural achievements. rift and industry! What better attributes uld any county or community desire?—*ancaster (Pa.) New Era.*

UNBREAKABLE CIGARS

Boon of boons, the unbreakable cigar, has ar- ved. Two Lehigh professors of chemistry ave utilized the tobacco stems, formerly dis- rded as useless. Using chemistry and physics, d more resourcefulness than we usually asso- ate with laboratory experts dabbling in mun- dane things, they have so manipulated the stems that they make a perfect subcutaneous container of the filler, and that, as everybody knows, is the soul of the cigar. Heretofore, it has not been safe or provident to carry unprotected cigars in the pocket. The wrapper, breaking, destroyed the draught and produced the general effect familiar to everybody who has seen General Grant puffing away furiously all through that remarkable play of John Drinkwater's.

Our brilliant writers of tobacco and cigarette advertisements are too wise to hitch their products to mortal man. They choose names which will endure as living things for all time. Instead of taking their cue from men who have become eminent, these resourceful chaps go abroad, that they may get names with a far-off glamor. Or they dip into the things of ordinary life for a popular catchword. They even make artificial words which stick in the memory. The writers of pipe tobacco advertisements do just about as well. Between them, the cigarette and tobacco expounders have almost submerged the cigar fellows.

It is true, of course, that the cigarette is to the cigar what the short story is to the long novel, the vaudeville stunt to the four-act play, and the movie to the drama, and that it suits our present mode of life better than the formidable cigar. Is it possible that the Lehigh professors will restore the cigar to some of its pristine prestige?—*Boston Herald.*

WHITE BURLEY TO THE RESCUE!

From a leaflet recently issued by the Ceylon Department of Agriculture, we get an interesting story of the troubles of a tobacco-growing district and how they were surmounted.

The tobacco industry of Ceylon centers in the district of Jaffna and the product is suitable chieffy for making plug tobacco. That part of the crop not chewed by the Ceylonese has heretofore been exported almost exclusively to the Indian State of Travancore, which also imports tobacco of the same grade from Coimbatore. For some reason, the fiscal department of Travancore prefers Coimbatore to Jaffna and has at various times in past years imposed upon Jaffna tobacco a differential tariff twice as large as that put upon Coimbatore tobacco, with the result that the Jaffna industry was threatened with serious and apparently irremediable loss from the hostile tariff policy of its principal customer.

The Ceylon Government decided to go to the rescue, and in 1910 imported from Kentucky, U. S. A., a Blue Grass tobacco expert by the name of B. F. Sherfius, and put at his disposal a 10-acre plot. Mr. Sherfius brought with him some 40 varieties of the best American tobacco but out of the 40 only one stood the test of adaptation to the new soil. The successful variety was White Burley, which proved so far superior to the local varieties that it has at length qualified for export to the European markets. The Jaffna fields have recently been visited by representatives (names not given) of British and American tobacco manufacturing interests, and assurances have been given that any quantity of the White Burley offered in London would be taken. This is the malevolence of Travancore frustrated by help from America.

The new Jaffna tobacco is used chiefly as a pipe and cigarette tobacco; as a pipe tobacco it is highly valued, as it has a very great absorptive quality and is easy to flavor.

THE GOLDEN RULE IN BUSINESS

The great success of the chain stores generally in this country is largely due to the high standard of their business dealings. One very successful chain store system operates on what is known as the "Golden Rule" plan. It has never canceled a contract. Adherence to this standard caused this company a loss of over $4,000,000 during a business depression, as they accepted merchandise on all their contracts for goods at much higher prices than the retail prices then prevailing. However, in the long run it proves a tremendous business asset, as manufacturers knowing their product will be accepted when finished, can quote the company very attractive prices.—*Wall Street Journal.*

DE-INSECTING BALED TOBACCO WITH AMMONIA GAS

As every tobacco warehouseman knows, the human biped is not the only living animal that chews tobacco; many and various insects also have the habit. The problem of disinfecting, or rather de-insecting, tobacco before shipment, especially from tropical countries, is a serious one, and is now being solved by the use of gaseous ammonia.

The two chemicals mostly used heretofore for this purpose are hydrocyanic acid gas (prussic acid) and carbon disulphide. A few other substances, as ethyl cyanate, chlorocarbonic ester and formaldehyde, are used as well as various preparations advertised, and sold under trade names; but none are quite so effective as the first two. Hydrocyanic acid is the most effective of all and is used extensively in all countries for disinfecting houses and de-ratting ships, often with calamitous results even to persons supposedly skillful in handling it. Carbon disulphide is less dangerous to man, but is an extremely inflammable substance, requiring much more careful handling even than gasoline. It is slow acting, 36 hours being required for disinfecting tobacco bales in a room having a space of 5400 cubic feet, whereas with ammonia gas this can be cut down to 18 hours.

A method developed by Moens and Ringeling which they call the "insectam" process is as follows: The tobacco is stored in a room capable of being tightly sealed, and built extra strong to sustain a partial vacuum. The air pressure inside the room is reduced by means of a vacuum pump to a vacuum corresponding to about 20 inches. Ammonia gas from a cylinder of compressed ammonia is then allowed to evaporate into the room, first allowing the gas to pass through a box filled with dry quick-lime to make sure that it is dry. After two or three hours, air is blown into the room to displace the ammonia, the air also being passed through the lime box to dry it. The process of removing the ammonia can be hurried up by alternately blowing and evacuating with the air pump. Tobacco beetles and moths are easily killed in this manner without injury to the quality or flavor of the goods.

The installation of an apparatus of this kind is somewhat expensive, but is entirely practicable at large factories and at shipping points, especially at maritime ports, where large quantities are accumulated for export.

The "insectam" process is applied not only to tobacco but to other products, especially to copra, which is even more subject to infestation by insects than tobacco. It has also been applied to wool and furs and to wooden furniture. Compressed ammonia is cheap, can be obtained almost anywhere, and is not nearly so dangerous to human life as other substances commonly used, an important point to consider where only a low grade of labor is obtainable.

BELIEVE IT OR NOT

From Winsted comes a dispatch describing a mule that chews and a frog that smokes. More entertaining publicity for Connecticut tobacco.—*Boston Globe.*

SOME SURPLUS

Kentucky has raised enough tobacco this year to furnish five pounds to every man, woman and child in the United States and then have enough left to make a package of cigarettes for every adult.—*Elizabethtown (Ky.) News.*

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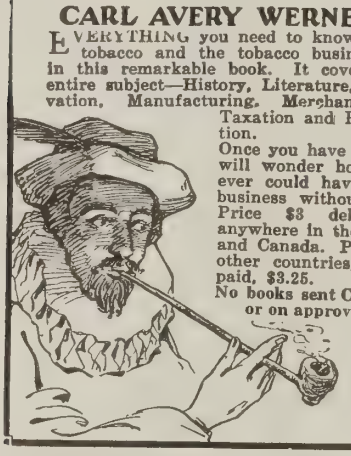
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EDGEWORTH
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LARUS & BRO. CO.
Richmond, Va.

Importers Merge Interests

The offices of the Rose & Frank Co., of 152 West 22nd street, New York, importers of cigarette paper, etc., have merged their various interests, and have incorporated under the name of the Standard Products Corp. The personnel of the organization remains unchanged, and the business will be carried on at the same address as heretofore.

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.	78	80
American Cigar Co. Pfd.	83	87
American Mach. & Fdy.	135	..
Bayuk Bros. Com.	52	54½
Bayuk Bros. 2nd Pfd.	111	113½
Bayuk Bros. 1st Pfd.	96	99
British-Amer. Tob. Co.	22¼	23½
Eisenlohr & Bros. Com.	65	70
Eisenlohr & Bros., Pfd.	95	99
Geo. W. Helme Com., new.	48	*51
Geo. W. Helme Pfd.	110	*113
Imperial Tobacco Co.	16	17
International Cigar Mach.	50	60
J. S. Young Com.	102	107
J. S. Young Pfd.	100	..
Johnson Foil	80	90
MacAndrews & Forbes Com.	130	*134
MacAndrews & Forbes Pfd.	95	100
Mengel Co. Com.	22	25
Metropolitan Tobacco	70	95
Park & Tilford	25¼	26
Patterson Bros.	7½	..
Philip Morris	13	14⅛
Porto Rican A. T. Co.	70	74
Porto Rican A. T. Script.	75	85
R. J. Reynolds "A"	125	130
Schulte Retail Stores	95	96
Schulte Retail Stores Pfd.	110	*113
Tobacco Prod. Export	3⅛	3¼
United Cigar Stores	185	220
Universal Leaf Com.	62	75
Universal Leaf Pfd.	85	88

*Ex. Dividend.

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	132½	139
American Snuff Pfd.	90	100
American Sumatra	20	20¾
American Sumatra Pfd.	37⅛	55
American Tobacco	147½	148½
American Tobacco "B"	146	148
American Tobacco Pfd.	102½	103½
Consolidated Cigar	18¾	19½
Consolidated Cigar Pfd.	63¼	65½
General Cigar	81	83
General Cigar Deb. Pfd.	101½	107
General Cigar Pfd.	105	108¾
Liggett & Myers	215	219¾
Liggett & Myers "B"	215	219
Liggett & Myers Pfd.	115	117
Lorillard, P.	162½	165
Lorillard, P. Pfd.	111	117
Tobacco Products	56½	56⅝
Tobacco Products Pfd.	108¼	110
Tobacco Products "A"	86⅜	86½
United Cigar Pfd.	108	114
United Retail Stores	73	76

Waitt & Bond Dividend

Waitt & Bond, Inc., declared a 10 per cent common stock dividend, increasing that issue from $1,000,000 to $1,100,000. The balance sheet as of September 1, after giving effect to the stock dividend, shows current assets of $2,908,378, of which $2,344,565 was inventories. Current liabilities were $1,185,447 and surplus $211,056.

Am. Can Co. Dividend

A quarterly dividend of one and one-quarter per cent has been declared on the common stock of American Can Co., payable November 15 to stockholders of record at the close of business October 31, 1923. Transfer books are to remain open.

REAL WEICHSEL

AROMATIC WILD-CHERRY WOOD

CIGAR and CIGARETTE HOLDERS and PIPES

Imported Smokers' Articles of all Kinds

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Oldest and Largest Direct Importers of Tobaccos and Smokers' Articles in U. S.

Am. Cigar Co. Dividend

American Cigar Co. has declared the regular quarterly dividend of 1½ per cent on common stock, payable November 1 to stock of record October 15.

United Cigar Stores

In connection with recent reports that negotiations were pending for the sale of control of United Cigar Stores Co. of America, now held by the Tobacco Products Corporation, to one of the leading tobacco manufacturers of the world, President C. A. Whelan stated to a representative of Dow, Jones & Co. that these were without foundation. Mr. Whelan added that present interests in control of United Cigar Stores Co. would not consider any offer involving passing of its control.—*Wall Street Journal.*

Schuster Bros. Co., Inc.

MILWAUKEE, Wis., Oct. 6.—Schuster Bros. Co., tobacco, etc., has been incorporated. Capital stock, $100,000. Incorporators, John E. Schuster, R. F. Jenkerson and F. Horing.

Otto Ziegler Co., Inc.

LANSING, Mich., Sept. 29.—Otto Ziegler Co., cigars and tobacco, has been incorporated. Capital stock, $50,000.

Securities on Bargain

"It is to be deplored," says Jules S. Bache, "that the American working public has lost its incentive for thrift. While 85,000 people spent, with alacrity, $1,250,000 to see a prize fight; while movie theatres are crowded to capacity; while it is estimated that 2,100 golf clubs are running with full membership, and 1,000 are in course of construction or expl tion, and are being deluged with app tions for membership; while departi stores are doing the business of careers; limited railroad trains at fares crowded to capacity, and runnin numerous sections; drawing room greater demand than single berths; automobile companies selling to cap —there seems to be no money for vestment, and investment securities on the bargain counter at enormous, almost unparalleled returns on the m invested.

"It is true that the savings bank the country have increased their dep by $500,000,000 during the past year, much of which has been contribute wage-earners of foreign birth. But not consider this an evidence of any velopment of thrift on the part of American people.

"This accounts very largely for situation which we find in Wall Str and, added to this, far-seeing student conditions note with dismay and une ness for the future the constant dem and granting of increases in wages; settlement of every strike in the inte of the strikers; the cold shoulder sh to capital by designing politicians; the gradual withdrawal of large amo of that capital from active participa in the development of the country.

"In spite of all these deterrent fact securities are very cheap, and m whose returns are assured even ur less active business conditions, are sel on the bargain counter.

"In view of the likelihood of a con erable improvement in conditions abr even though the return to sanity conservatism in that part of the wo may be slow, we have grounds for h for general business.

"These waves of pessimism are of quent occurrence, and while this seems to be longer-lived than usual will come to its end, as did all sim movements.

CIGARETTE PAPERS

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Packers of Leaf Tobacco
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Importers of Havana
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"Under these circumstances, I am a eat believer in conservative purchases, r real money, of many of our better ass of securities, particularly those of mpanies conservatively managed, whose ture can be measured."

Down in the Dark Patch

While the tobacco growers who have ined the Burley Co-operative Associaon stand upon the hill, proud of their hievement and glorying in their sucss, far down the hillside their brothers om the dark patch are still laboring upard. The fight is still on down there. he voice of the Paducah *Evening Sun* heard, urging them on to victory:

"The Dark Tobacco Association, oranized and pressing for economic operaon, enters the second test of its career the selling season nears. Every memer desiring its success must now give his est in co-operation. This is the time hen the enemies of co-operative marketig get in their most effective blows by urmuring to the discontented, and dissatisfaction should be vigilantly guarded gainst.

"There has been dissatisfaction in some uarters with the operation of the pool the first year, that cannot be denied, ut such dissatisfaction arises mainly om observing isolated specimens of oprating costs which seem high. The first ear was a year of preparation and manuvering for position in a reorganized phere of marketing. It was inevitable nat many things must then be done at he dictation of expediency and such nings invariably call for greater outlay nan would be necessary if all the time the world were at the disposal of those oing them.

"The pool was forced to market its oldings at the very time it was constructng its marketing organization, a difficult ask, none can deny. This year there is rmer ground under the association's feet. Needed adjustments can be made without ear of throwing the machinery out of ear, normal processes can be adopted as he call for speed is less urgent, but as n the first year, and as it will be in all ears, this one calls for the united effort, ot of officers and directors alone, but f the whole membership of the associaion, pushing toward a common goal."—*Lexington (Ky.) Herald.*

Booming Manila Cigars

F. Muller, of C. G. Wilson, Inc., importers of Manila cigars, of 24 Stone street, New York, is demonstrating the value and high quality of the popular Bolano brand, throughout New York State, with evident success.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign.
Demand. 4.55 3/16 Cables...4.55 7/16

FRANCE—Par 19.3 cents per franc.
Demand... 6.19 Cables.... 6.19½

ITALY—Par 19.3 cents per lira.
Demand... 4.56½ Cables... 4.57

BELGIUM—Par 19.3 cents per franc.
Demand... 5.24 Cables... 5.24½

GERMANY—Par 23.8 cents per mark.
Demand. .00000007½
Cables. .00000007½

AUSTRIA—Par 20.3 cents per crown.
Demand.. .0014½ Cables... .0014½

DENMARK—Par 26.8 cents per krone.
Demand...17.62 Cables....17.65

GREECE—Par 19.3 cents per drachma.
Demand... 1.56 Cables.... 1.59

HOLLAND—Par 40.2 cents per florin.
Demand...38.29 Cables....38.33

HUNGARY—Par 20.3 cents per crown.
Demand.. .0055 Cables... .0055

NORWAY—Par 26.8 cents per krone.
Demand...15.57 Cables....15.60

SPAIN—Par 19.3 cents per peseta.
Demand...13.59 Cables....13.61

SWEDEN—Par 26.8 cents per krona.
Demand...26.45 Cables...26.48

SWITZERLAND—Par 19.3 cents per franc.
Demand...17.92 Cables....17.94

CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.

Hongkong—
Demand...52.00 Cables....52.125

Peking—
Demand...74.25

Shanghai—
Demand...70.00 Cables....70.125

PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.
Demand...49.25 Cables....49.50

JAPAN—Par 49.8 cents per yen.
Demand...48.81 Cables....48.93

ARGENTINA—Par 42.44 cents per Argentine paper dollar.
Demand...32.90 Cables....33.00

BRAZIL—Par 32.45 cents per paper milreis.
Demand... 9.75 Cables.... 9.80

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In the Little Brown Box
"The Ultimate in Cigarette Luxury"



The Latest Smoker's Novelty

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Serviceable and Artistic
The Monkey's tail clips the end of your cigar.
A Lamppost holds the match box.
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Entire outfit made of solid spun brass, nickel plated or polished. Highest grade workmanship thruout. Also the same in mounted tray stands.
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CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Tobacco Exports from Port of New York

Custom House Figures for July, 1923

Bright Flue-Cured Tobacco

Destination	Dollars	Pounds
Belgium	100	170
Denmark	31,879	190,724
Germany	700	1,125
Latvia	3,256	8,892
Norway	11,838	54,232
Scotland	5,169	15,695
England	75,324	119,204
Newfoundland	74,400	233,868
Colombia	147	433
British India	5,212	17,364
New Zealand	41,257	58,027
British West Africa.	33,184	96,646
French Africa	811	3,500
	$283,277	799,880

Burley Tobacco

Destination	Dollars	Pounds
France	14,972	67,365
Brazil	1,297	2,510
	$16,269	69,875

Dark-Fired Kentucky Tobacco

Destination	Dollars	Pounds
Belgium	2,916	18,391
Denmark	11,465	41,225
Germany	3,050	14,193
Malta	7,362	37,885
Netherlands	222	600
Norway	63,715	155,450
Poland	6,545	89,990
Spain	393,140	2,536,497
Switzerland	5,865	45,585
Scotland	101,183	289,890
Ireland	6,923	23,155
England	17,830	95,310
Trinidad	113	605
Other Br. W. Indies.	1,560	16,440
Dutch West Indies..	95	500
Haiti	12,517	55,885
Colombia	1,785	3,000
Dutch Guiana	222	1,170
French Guiana	521	2,110
Uruguay	1,150	3,067
Java	4,091	14,668
British West Africa.	225,903	627,059
Canary Isles	11,022	63,637
Algeria	5,591	42,016
Other French Africa.	43,752	140,813
Spanish Africa	259	808
	$928,787	4,319,951

Dark Virginia Tobacco

Destination	Dollars	Pounds
Belgium	2,225	19,714
Denmark	1,156	9,685
Norway	114,196	246,670
Dutch West Indies..	316	1,700
British West Indies..	525	2,505
Haiti	1,631	8,065
Argentina	2,826	10,536
Dutch Guiana	671	3,150
French Guiana	279	1,200
British West Africa.	15,092	40,105
French Africa	7,773	29,043
	$146,690	372,373

Maryland and Ohio Tobacco

Destination	Dollars	Pounds
Denmark	1,831	9,185

Cigar Leaf Tobacco

Destination	Dollars	Pounds
Netherlands	4,596	2,835

Other Leaf Tobacco

Destination	Dollars	Pounds
Azores	405	2,701
Belgium	10,785	123,462
Denmark	175	875
France	464	2,210
Germany	3,025	49,402
Netherlands	6,075	22,040
Switzerland	50	
Mexico	1,328	6
Dutch West Indies..	545	3
French West Indies..	1,245	7
British West Indies..	1,952	11
Haiti	4,480	22
Virgin Islands	276	1
Brazil	623	1
Colombia	298	
British Guiana	3,188	16
Dutch Guiana	1,139	5
French Guiana	611	3
British West Africa.	98,479	379
Canary Isles	7,216	46
Algeria	328	2
Other French Africa	30,008	106
Liberia	2,633	7
Other Port. Africa..	830	2
	$176,158	824

Stems and Scrap Tobacco

Destination	Dollars	Pou
Denmark	7,112	90
Germany	1,466	28
Netherlands	291	14
Canary Isles	2,218	23
	$11,087	157

Cigars and Cheroots

Destination	Dollars	Thousar
Netherlands	65	
Poland	4,567	1
Panama	573	1
	$5,205	2

Cigarettes

Destination	Dollars	Thousan
Denmark	150	
France	35,458	9,7
Norway	342	1
Poland	12,400	9,9
Portugal	160	
Sweden	67	
Ireland	158	
England	2,540	6
Maritime Provinces..	30	
British Columbia	3,749	1,2
Costa Rica	2,411	9
Guatemala	17	
Honduras	119	
Nicaragua	2,936	1,5
Panama	25,159	8,8
Mexico	2,857	6
Miquelon	334	1
Newfoundland	110	
Bermuda	596	1
Barbados	434	1
Jamaica	50	
Other Br. W. Indies.	797	4
Dutch West Indies..	1,818	5
Cuba	1,974	61
Dominican Republic..	1,921	6
Haiti	3,223	1,0
Virgin Islands	833	2
Argentina	6,451	1,82
Colombia	10,879	2,8
British Guiana	78	2
Dutch Guiana	1,550	4
Uruguay	310	1
Venezuela	28	
China	5,752	1,5
Hong Kong	197	5
Japan	648	1
Philippine Islands	940	2
Australia	33	1
New Zealand	900	2
British South Africa.	67	2
British East Africa..	1,000	5
Portuguese Africa	4,206	2,5
	$133,582	48,4

Plug Tobacco

Destination	Dollars	Pounds
Denmark	536	5
Poland	12,289	30,1

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Warehouses:
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NEW YORK

Sweden	4,330	5,820
Scotland	3,802	38,025
Finland	50	50
England	295	704
Panama	5,956	24,935
Mexico	82	112
Newfoundland	2,228	3,522
Bermuda	815	2,256
Jamaica	166	330
Other Br. W. Indies.	3,345	7,688
Dutch West Indies..	1,260	2,880
French West Indies..	111	230
Cuba	7,437	23,676
Dominican Republic..	135	218
Haiti	22	36
Argentina	1,277	2,748
Colombia	375	520
Uruguay	29	100
British India	48	48
China	412	960
Japan	1,459	2,970
Philippine Islands....	3,335	7,199
Australia	6,652	12,325
New Zealand	19,589	24,428
Canary Isles	500	1,000
Egypt	217	218
	$76,752	193,717

Smoking Tobacco

Destination	Dollars	Pounds
Denmark	793	1,245
France	14	5
Norway	144	123
Finland	6,200	17,270
Germania	113	189
Sweden	3,112	3,331
Scotland	53	54
England	100	100
Finland	2,891	2,865
Nicaragua	12	12
Panama	1,151	1,439
Mexico	221	231
Canada	71	78
Newfoundland	2,247	2,348
Bermuda	121	265
Barbados	240	500
Jamaica	90	100
Trinidad	73	72
Other Br. W. Indies	193	462
Dutch West Indies..	32	62
Cuba	4,331	4,569
Dominican Republic..	447	490
Haiti	348	355
Virgin Islands.....	233	282
Argentina	309	300
Chile	432	441
Uruguay	75	150
Venezuela	47	50
British India	1,293	1,915
China	333	251
Japan	2,774	3,932
Hong Kong	297	390
Java	3,440	4,000
Asia	450	408
Philippine Islands....	106	108
Australia	129	132
New Zealand	1,500	2,500
British West Africa.	24	35
British South Africa.	98	102
Canary Isles	192	550
Portuguese Africa...	92	96
	$34,821	51,807

Other Manufactured Tobacco

Destination	Dollars	Pounds
Denmark	90	63
Panama	240	381
Barbados	360	600
Cuba	634	2,500
Dominican Republic..	45	72
Colombia	22	46
British West Africa.	14	10
British South Africa.	12	66
	$1,417	3,738

Re-Exports

Cigar Wrapper Leaf Tobacco

Destination	Dollars	Pounds
Netherlands	28,912	18,188
Mexico	239	170
Jamaica	1,145	1,225
Other Br. W. Indies.	128	170
Egypt	4,000	2,716
	$34,424	22,469

Other Tobacco Leaf

Destination	Dollars	Pounds
Belgium	31,805	61,325
Germany	19,461	54,057
Gibraltar	692	7,944
Italy	1,252	6,196
Netherlands	6,052	5,140
Panama	744	571
Jamaica	140	171
Cuba	445	750
Argentina	1,455	2,184
Brazil	600	1,220
Colombia	806	2,006
Australia	1,612	2,409
	$65,064	143,973

Cigars and Cheroots

Destination	Dollars	Thousands
Argentina	602	90

Cigarettes

Destination	Dollars	Thousands
Cuba	176	95

Other Manufactured Tobacco

Destination	Dollars	Pounds
Cuba	30	25

Tobacco

The United States Department of Agriculture has found the growth of the tobacco business sufficiently important to warrant issuing a special bulletin about four times the length of those usually sent to newspapers. Its significant statement is that production and consumption of tobacco show an increase.

Larger production from each acre of land devoted to this plant is being secured through the studies of the department's agents. Various diseases which affect the growth have been investigated and in some instances, methods of controlling these have been developed. By new findings in the science of plant breeding, the quality of leaf and the yield have been improved. Methods of curing have also been changed for the better.

When an investors' service in its weekly notice to clients predicts that the crop will exceed last year's by 200,000,000 pounds, it ought to be fairly plain that the traffic runs into money. As a matter of fact it does, for the government reports 60,000,000,000 of cigarettes produced annually in the United States, more than 10 times the number made in 1905. This demand has had an influence on the kind of tobacco raised for the cigarette market and is an important factor in the trade. That the whole question is receiving attention from others than the government and commercial interests is shown in a scientific study of the effects of tobacco in the current issue of the *New Republic*, purporting to show that cigarette smoking is the least harmful method of using it. All of which may be expected to elicit rejoinders from those who oppose the traffic and would particularly like to see the cigarette eliminated.—*Utica (N. Y.) Press.*

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New Orleans News

To Boost Houston

NEW ORLEANS, La., Oct. 6.—The Advertising Association of Houston, Tex., has appropriated $50,000 with which to defray the expenses of advertising Houston. The funds are to be divided into three parts, one part of which is to be spent in class journals, such as feature cotton, furniture, tobacco and manufacturing jobbers.

The Acme Construction Co., of Chicago, has been awarded the contract for the extensive alteration work to be done on the new United Cigar Store to be established at St. Charles and Canal streets. Contract calls for expenditure of $17,250.

The N. B. Tuero Cigar Factory, in Carroll street, will move to a more central locality in the downtown district in the very near future. It has had a new design made for the Paul H. Maloney cigar it is now featuring. The design is quite an attractive one.

The City Cigar & Tobacco Co. recently established here and making satisfactory headway has moved from its old stand, 519 Baronne street, to 748 Baronne street, where it has more room for expansion and transaction of business.

Keep Moving, the new five-cent seller of the Trelles factory, has been given over to the Southern Cigar Co., in Camp street, for distribution in this territory. With energy and application the new jobbers should be as successful in making it a "go," as Max Block has been able to do with it in Houston.

Speaking of Houston reminds me that when I was there last week I noticed that Frank E. Foster, the well-known cigarist, had bought out the Hill & Hill cigar stand in the Stewart Building. He has restocked the establishment anew, taking on a line of confectionery, magazines and illustrated papers. The store is now known as the Stewart Building Confectionery and News Stand. Foster reports good business.

E. Suarez, an experienced cigar man, formerly identified with the Dolores Cigar Mfg. Co., in North Peters street, as manager of the plant, has decided to go into cigar manufacturing on his own account, and has opened a factory at Natchez Alley and Camp street.

Mrs. Baugnon, proprietress of Cigar Factory No. 46 at 1206 North Rampart street, is doing very well with La Favorite, the latest product of her plant. It is meeting with a ready sale locally and shows a healthy repeat.

H. T. Cottam & Co., cigar and tobacco distributors of this city, have contracted for the construction of a branch house at Thibodaux, La., estimated to cost $10,000.

Louis Hartman, representing Bowring & Co., of New York, Manila cigar department, was a caller on Valloft & Dreux during the week.

Pipes Going Well

Charles H. Schlichter, representing Wm. Demuth & Co., New York, manufacturers of pipes and smokers' articles, was a visitor here during the week and was numbered among the callers at Max Guiraud's establishment, where a varied stock of the firm's high class products are carried and ever on display. Mr. Schlichter reports a very satisfactory trip through the territory traversed by him and a healthy repetition of orders as well as an active demand for the Demuth output.

W. H. H. Miller, of the Book Exchange & Art Shop, at 416 Fannin street, has received a large consignment of meerchaum and briar wood pipes in anticipation of a large fall and holiday busine A unique feature about this cigar sta is that one can mix smoking with rea ing, at his leasure, for besides an am stock of literature and art, Mr. Mille big display of pipes and "smokes" mak his establishment an attractive place which to "bide a wee."

C. L. Zapp, of the Brazos Hotel Lob cigar stand, has taken on the cigar sta in the Tennison Hotel, both of whi establishments are reported by him doing well. The Brazos and Tennis Hotel stands are located just across fro the Grand Central railroad station.

Representative Wall, of the Orris Cigar Co., of Bethesda, Ohio, was town during the week with a line of t company's cigars, Blue Jay, Orcico, e Mr. Wall was in search of a jobber i the factory's products in that territory.

Abe Caro, representing A. Santaella Co., Tampa, was doing Houston duri the week in the interests of the Optir and Hoo-Hoo, of which J. Lowenste & Son are the local distributors.

Representative Breeder, of Arguell Lopez & Bro., Tampa, was number among the callers on Max L. Bloc Houston jobber for the Tadema cigar.

Valuable Aid Given t Tobacco Growers

Florence W. Rich, of Suffield, Con writes to the Springfield (Mass.) *Uni* on a subject that is not new, but inte esting, as follows:

"A few facts relative to the assistar the United States Department of Ag culture has rendered in the tobacco dustry might be of interest to those your readers who are tobacco grow here in the Connecticut Valley.

"The department has worked on sorts of tobacco problems from the pla ing of the seed to the placing of the f ished product in the hands of the mar facturers, and has even gone so far as investigate some of the manufacture problems. Many interesting results a conclusions have been reached. For stance, it was once thought that the f mentation of tobacco in the curing pr ess was caused by bacteria, but it w found that bacteria had nothing to with it. It was found that the leaves tobacco contain certain chemical co pounds known as enzymes, which, unc certain conditions of moisture and te perature, produce fermentation. T discovery has led to great improveme in the curing of the leaf. And now it possible by use of the thermometer control the curing and greatly to incre the percentage of high-grade tobacco.

"More exact curing methods are n used in all the principal growing distric In northern districts, where it w thought necessary to cure in cases, it w found that bulk curing could be carr on just as well as in the southern d tricts. The adoption of this method l saved millions of dollars.

"There has been a wonderful develo ment of the shade-grown tobacco ind try in the Connecticut Valley, built ma ly upon the foundation of governm investigation. Formerly this district p duced a domestic wrapper tobacco, best of which sold around 20 cents pound. Wrapper tobacco from Suma at the same time sold for $3 per pou or more. By making tests of the t method of growing tobacco it was fou that conditions could be produced v favorable to the growing of Suma tobacco in Connecticut. What this me to the cigarmaking industry may be re ized from a description of the Suma leaf. It is large, very thin and elastic, a beautiful satiny texture and a pound

(*Continued on page* 48)

Joseph F. Cullman, Jr., President Milton Samuels, Joseph Mendelsohn, Vice-Pres.
Chas. W. Duignan, Treas. Harry S. Rothschild, Sec'y

STERN-MENDELSOHN CO., Inc.

HAVANA & PORTO RICO TOBACCO

165 Front Street, New York

PACKING HOUSES: HAVANA, CUBA; CATANO, PORTO RICO

Tampa Tidings

Tampa, Fla., Oct. 6.—Mr. Moyer, of l revenue office, reports that the stamp s for the month of September were nething less than that of August, lugh showing an increase in class "D," l near an equal average per working l with August, allowing for the time through the 48-hour "celebration" of ne of the cigar-makers. The report lws the following data:

Css	Stamp Value	No. Cigars
.....	$44,514.81	11,128,920
.....	14,234.46	2,372,610
.....	195,135.75	21,681,750
.....	63,874.53	5,322,870
.....	3,969.75	204,650
Total	$321,729.30	40,770,800

Keeping up with Demands

he factories are keeping well up with r demands, owing to the co-operation their customers in placing a good per age of Christmas orders early in the on, thereby enabling the manufactur- to keep their working forces intact ing the usually off Summer months. re is, of course, as usual, a shortage high class cigar-makers which will be more and more as the season draws close and orders for fancy goods ac- nulate. To offset this some of the nufacturers will probably be forced to rate on Sundays, but not to any great ent.

Harmony Prevails

ever have the factories been operated less internal friction or with better ults than during this season. The kers themselves seem imbued with desire to make this a blue ribbon year, success seems assured. The manufac- rs of clear Havanas, and in "Bond" e come into their own again, and are ing the joys of pre-war days when r output headed the lists. The persist- and systematic efforts of the manu- urers association, as well as of the vidual manufacturers to co-ordinate he several factors connected with the stry at home and abroad have proved satisfactory and effective, and a ter harmony exists in the trade than before.

ovement of manufacturers to and n the leaf markets of Cuba continue e as regular as formerly. Those re- ing from Havana this week are cho Arango of Don Sebastian fame; Cosio of the Consolidated, and Val ano of the C. H. S. A. C. Westlake ne Tampa Cigar Co., accompanied by wife and daughter, is visiting Key t.

. S. Foley, formerly Treasurer of ozano, Son & Co., and manager of Tampa factory, has withdrawn from company. His future plans are un- vn. His many friends wish for him kinds of prosperity in the future.

Returning from Sunny South

hn Fielding, of Cullman Bros., Inc., Front street, New York, who has touring Florida and the South for e time, returns to headquarters to- ls the end of the week.

To Survey the South

a Strouse, of Strouse & Holzman, rs and packers of leaf tobacco, of Water street, New York, plans to rt for the South next Saturday. ng an extensive trip, Mr. Strouse cts to visit New Orleans, Tampa, West, and other important points.

New Atlantic Cigar Factory

Atlanta, Ga., Oct. 6.—Another evidence of Atlanta's growing importance as a distributing center is seen in the removal from Brunswick of the cigar manufacturing plant of Alonzo Brothers, makers of Y. M. C. and B. V. D. brands, opened for business at 390½ Edgewood avenue.

R. V. Alonzo will be in charge of the Atlanta plant. Speaking of the opening of this new industry in Atlanta, Mr. Alonzo declared that within the next sixty or ninety days the Atlanta plant will be going full blast, with a force of 75 experienced cigar makers, and will be turning out from 14,000 to 20,000 cigars a day, all of which will be hand made.

Mr. Alonzo stated that for the present a small branch of his factory would be kept at Brunswick, but that Atlanta would be the chief manufacturing and distributing point of their products.

Some Georgia Figures

Atlanta, Ga., Oct. 6.—Every year $63,860,400 worth of tobacco smoke is sent curling toward the skies from the mouths and noses of Georgia cigar and cigarette smokers. A 10 per cent tax assessed on tobacco consumers in this state nets about $6,380,040 a year.

These figures were compiled by Major C. E. McGregor, commissioner of pensions in this state, who is fighting the repeal of the cigar and cigarette tax imposed at the last regular session of the Georgia Legislature.

Major McGregor has figured it all out and declares there are 364,000 cigar smokers and 548,000 cigarette smokers in the state. Basing his estimate on an average of three cigars consumed by each smoker, he declares 1,092,000 cigars are smoked daily in this state. Allowing each cigarette smoker 12 cigarettes per day, he estimates that 6,576,000 cigarettes are consumed daily.

Totaling this up would mean that Georgia weed-puffers consume 2,400,-240,000 cigarettes and 398,580,000 cigars per annum. Georgia's production each year amounts to 8 500,000 pounds, and is valued at $2,125,000.

Wisconsin Notes

Edgerton, Wis., Oct. 5.—The shedding of the frosted portion of the crop is now practically finished. A goodly portion is still in the fields and will remain there. While the much larger portion of the damaged has been cut, it is estimated that from 20 to 25 per cent of the frosted will not be harvested.

The weather of the past week has been quite favorable for the curing, but shed damage is prevalent to a greater or less extent. Even the early harvested is not free from some shed burn and pole rot. That which was harvested just previous to the freeze, which had not got far along in the cure, was subjected to a spell of very unfavorable weather following, and it could hardly be expected that some shed damage would not result. That portion of the early shedded which was well along in the cure promises to furnish splendid binder goods.

Buying of the new crop has been very quiet for a week or more, few dealers being in the field. Those growers with tobacco that promises to be good naturally expect a stiffening of prices.

Packers expecting a quickening of the market for old goods, as would seem very natural, are as yet disappointed, as deals are few and the market quiet.

Sampling of the 1922 packings is well under way, most firms being well along with this work. A sprinkling of black rot shows up in most packings, not serious, but more than the packers want to see. The crop is said to be a serviceable one and with the scarcity now existing should find ready sale.—*Reporter.*

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

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Established 1873 Manufacturers New York

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U. S. BONDED MANUFACTURERS
HAVANA CIGARS
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TRADE MARK
WALLS COURT
EL LESSERO
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REG. U. S. PAT. OFF.
OFFICE & FACTORY TAMPA, FLA.
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Manufacturers of
World's Finest Havana Cigars
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R. LOPEZ TRUJILLO
Manufacturers of Clear Havana Cigars Exclusively
KEY WEST, FLORIDA
La Mas Fermosa—Comal—Magnetica

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HARDEE TOBACCO COMPANY
Growers and Packers
FLORIDA SHADE TOBACCO
MADISON, FLA.

PLANTATION & WAREHOUSES MADISON CO. FLA.
A. E. FRALEIGH TOBACCO CO.
GROWERS—PACKERS—DEALERS
Florida Shade Grown Tobacco
MADISON, FLORIDA

Supplying the trade for eighty-three years
LICORICE
EXTRACT POWDER ROOT
Laurel leaves, Deer Tongue, Lavender Flowers, Slippery Elm Bark, Star Anise, Orange Peel, Angelica Root, etc.
PEEK & VELSOR, INC.
76 William St. New York, N. Y.

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Manufacturers of High Grade
CIGAR BOX LABELS, BANDS and TRIMMINGS
Selling Representatives
ADOLPH FRANKAU & CO., INC. | B. B. B. CO. (CANADA), LTD.
129 Fifth Avenue, New York | Montreal, Canada
Western Representatives
PAUL PIERSON | ALBERT ABENHEIMER
139 North Clark St., Chicago | Windsor Hotel, Denver, Colo.

Eduardo H. Gato's

1871 GATO 1871

Mild Clear Havana Cigars

For

Fifty Years

Our line has been the standard by which all **Clear Havana** cigars have been judged.

Write for open Territory

E. H. GATO CIGAR COMPANY

FACTORY: KEY WEST, FLORIDA

OFFICES: 16-22 HUDSON STREET, NEW YORK

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153 North Clark St. — **Chicago, Ill.**

For Gentlemen of Good Taste

SAN FELICE

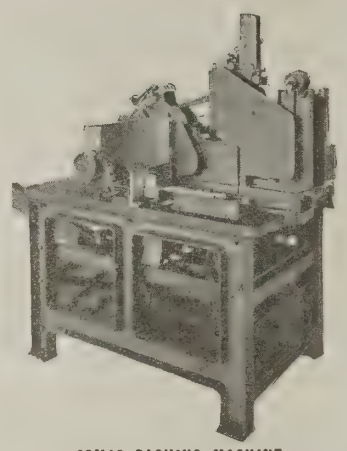
2 for 15c

Two Good CIGARS

EL VERSO

10c — 2 for 25c — 15c

The Deisel-Wemmer Co., Mfrs. :: :: Lima, O.



COMAS PACKING MACHINE,
Three Models, 25,000 Packages of Cigarettes in Ten Hours. American Form Pouch Package.

MACHINES

FOR

The Cigarette Industry

The Comas Cigarette Machine Compa

manufactures cigarette machinery of unsurpassed design construction, including the following:

COMAS STANDARD CIGARETTE MACHINE, for Spa form of cigarettes; capacity 90,000 a day.

COMAS JUNIOR CIGARETTE MACHINE, for Spanish of cigarettes; capacity 30,000 a day.

COMAS AMERICAN CIGARETTE MACHINE, for Amer form of cigarettes; capacity 250,000 a day.

COMAS IMPROVED AUTOMATIC FEEDERS, adapte any standard style of cigarette machine.

COMAS IMPROVED CIRCULAR KNIFE GRINDER.

The company furnishes also Tobacco Cutters, Tobacco C ulators, Tobacco Stem Flatteners, and other machines for cigarette industry.

Machines in use in all parts of the world. Write illustrated catalogue.

COMAS CIGARETTE MACHINE COMPANY, SALEM VIRGINIA, U.S.

Indiana News Items

Business More Stabilized

INDIANAPOLIS, Oct. 6.—As the weeks go on and Fall gradually gets closer to Winter, the trade here is convinced that both business and industry is fairly well stabilized. Everything points to this. If the agricultural situation would improve somewhat the general economic scheme would improve. Signs now in Indiana point to some improvement with the farmers. Times are not right, but the farmer's corn crop is coming along in fine shape, and the proprotionate prices of wheat and corn favor corn, and the farmer will be back in the market when his crop is sold.

Wholesale conditions here are good. Distributers declare there are more orders than they were expecting, and as the holiday season approaches they are expecting some real business. Generally speaking, this year has been better than last for the jobbers. Credits are good with a tendency toward improvement. More retailers are discounting their bills now than a year ago. Salesmen coming in from road trips say dealers are contemplating handling somewhat larger stocks for the late Fall and early Winter trade than they did a year ago. One reason for this, they say, is the outlook for general employment until the first of the year at least. There is no such thing as an employment question now.

Business in the coal regions is picking up quickly with the approach of cold weather, and an increase in days per week of mine operation. Industrial cities report increased production on the part of factories to offset the lack of construction which is usual in the late Fall.

Florist Buys Cigar Business

The cigar business of Hull & Calnon, 112 South Michigan street, South Bend, Ind., with the lease on the first floor of the building which it occupies, has been purchased by John H. Pulschen, of the South Bend Floral Co., 122 North Michigan street, according to an annou ment made by Mr. Pulschen. The business will be operated by Mr. Puls during the remainder of the year perhaps longer, according to his Whether or not the South Bend F Co.'s business will be removed to South Michigan street location later not made definite by Mr. Pulschen i statement. He believes it probable the business will be moved to that tion later, though at what time he not say. George F. Hull and M. H. non, former proprietors of the establishment, will not re-enter the ness in South Bend, according to Pulschen.

Burley Member Not Allo to Sell to Fellow Membe

MADISON, Ind., Oct. 4.—The Bu Tobacco Growers' Co-operative Ass tion was today awarded an injunctio restraining orders were issued ag Cleve Heath and Barney Holsclaw, m bers of the Association, forbidding selling of Heath's tobacco to any pe firm or corporation other than the p tiff. The restraining orders were en by Judge Edward S. Roberts.

The petition alleges that Heath, a m ber of the Association, had contracte sell his tobacco to Holsclaw, also a m ber, in violation of Heath's contract the Association. The restraining issued by Judge Roberts forbids this and leaves Heath in the position whe can dispose of his tobacco to no one cept the Association. This is the restraining order ever issued in Ind on one of the pool contracts, and is garded as significant, as indicating determination of the Association to court injunction in protecting its members.

In Retail Business Agai

MARTINSVILLE, Ind., Oct. 6.—J. Tarleton has bought the Blackstone c store on the north side of the squ Mr. Tarleton will add a billiard tab the equipment.



Charles Denby 2 for 15c.

They satisfy the smoker because they are good, and the merchant because they sell.



LA FENDRICH

10c. to 3 for 50c.

H. FENDRICH, INC.
EVANSVILLE, IND.—ESTABLISHED 1850

Manufacturer and Jobber You Need

GENUINE AMBER

Our stock of ROCK and PRESSED AMBER CIGAR and CIGARETTE HOLDERS and PIPE BITS, in natural colors and black, is the largest and most complete in the U. S. A.

Highest Quality — Lowest Prices

Also all grades of NECKLACES and NOVELTIES.

Exclusive territory allotted jobbers of standing. Correspondence solicited

NOVELTY IMPORT & EXPORT CO.

157-161 W. 29th STREET, NEW YORK CITY

AMERICAN BRIAR PIPE CO.



180-182 W. Lake St.
Chicago, Ill.

Manufacturers of
Pipes & Smokers' Articles

Ask for Two in One Holders

Patent applied for.

Pipe Repairing Done in Our Own Shop

Chicago Trade Notes

'ells W. C. T. U. Next Fight Is On Tobacco

CHICAGO, Oct. 6.—The 22nd annual onvention of the Women's Christian 'emperance Union of Cook County osed here a few days ago with an ad- ress by the Rev. M. P. Boyton, on "The ext Job for Women." He said the new ob for women, now that the question of rohibition is settled, is the fight against bacco. "Nicotine poisoning," he said, s killing thousands and ought to be pposed as vigorously, intelligently, scien- fically and courageously as alcohol has een opposed in the past. A heart con- ining nicotine cannot resist pneumonia : ptomaine poisoning."

Morgan Gunst, of San Francisco, assed through here a few days ago on s way home from Europe.

Visiting Windy City Office

Wm. Best and Frank Harwood, of the eneral Cigar Co., Inc., spent several ys here recently.

New Hotel in Prospect

A new $1,500,000 hotel is to be put up the neartheast corner of Randolph and a Salle streets. It is reported that the ew hotel will be known as The Lincoln. is to be 26 stories high and will have 000 rooms. E. L. Wenzel, head of the otel Planters and the Washington otel, is back of this new project.

Harry Pethick, who has been repre- nting the Ruhstrat-Christian Co., has signed and is now covering the south de for the Wm. J. Seidenberg Corp. ck Wismer, well known to the trade re and in the middle west, has also ined the Wm. J. Seidenberg Corp. sales rce.

Ludwig Lasker, who recently returned om his trip abroad, was a visitor to the hicago office of Perfecto Garcia & Bro.

Quite Visible

Personality Triangular size at two for cents is now seen in many cases. This and is selling well for Ryan & Raphael igar Co.

El Dallo displays are seen in all the indows on the far south side. P. J. ubey Co. distributes this brand.

Chicago's new $4,000,000 Midland Club is to contain all the best features of all clubs. The new club is to be erected at 170 W. Adams street. Of course the best cigars are to be "on tap."

Popper's Eight-Center is selling very well here. Nathan Fox & Co. are the Chicago distributors and they have placed this two-for-15-cent seller everywhere.

A Denby Slogan

"Yessah—Dey sho is a might good cigar," says the introductory newspaper campaign on Charles Denby cigars. The colored bell-hop, holding a box of these well-known two-for-15-cent sellers, is featured in the ads.

A Big Duplicator

Manager Walter Woolfson, of the Ryan & Raphael Cigar Co., states that Personality cigars have been placed in over 1,000 stores here and that they have had many duplicate orders in the few weeks they have handled this brand.

Gato's Gotham Office Closed

E. P. Oakes, on his return from a road tour, announces that the Gato Cigar Co. has closed their New York office and that hereafter all transactions are to be taken up direct with their Key West factory.

Sam Zuckerman, of H. L. Rodger & Co., came in from the west. Sam is headed east for the New York office of the firm. He reports heavy holiday orders for his products.

Jacob Rosenberg stopped in to say his recent road tour was highly successful. He also reports heavy mail orders for the brands turned out in Tampa by his firm, Eduardo Gonzalez & Co.

Wm. A. Vorhauer & Co. have two big leaders in Lord Baltimore and Marshall Field cigars.

A Stand-By

Attractive Chancellor displays greet the eye. J. & B. Moos are the distributors of this brand here. It has been one of the "stand-bys" for several years.

George Grant, who covers the Greek trade for the Wm. J. Seidenberg Corp., finds no trouble to place Virginia Lee cigars in all the cases. This mild Havana has taken on very well locally.

At J. & B. Moos', the repeat orders for the Antonio & Cleopatra cigar come in thick and fast. At present they are short of several popular selling sizes.

George W. Stocking is at his Chicago office, 110 So. Dearborn street, but leaves

(*Continued on page* 48)

BOLANO

MADE IN MANILA

THERE IS NO BIGGER VALUE

Absolute Guarantee

SOLD BY LEADING JOBBERS

If Your Jobber Cannot Supply Write Us

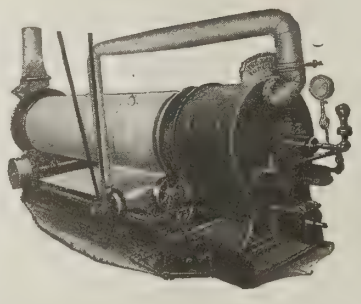
C. G. WILSON, Inc.

U. S. Agents for Manila Cigar Factories

24 Stone Street :: :: New York

"TAKE CARE OF THE SMOKER AND THE PROFITS WILL TAKE CARE OF THEMSELVES"

"ADT" TOBACCO MACHINERY



The "Adt" Steam Dryers

for Drying Cigarette Tobacco — Smoking Tobacco — Cigar Fillers—Scrap—Snuff Tobacco —Stems, etc.

Recognized all over the world as the ideal machine for Tobacco Manufacturers.

More than 500 Machines now in use.

Our catalog No. 50 contains full details and illustrations of 88 Tobacco Machines. We will be pleased to send you a copy.

The John B. Adt Co., Baltimore, Md., U. S. A.

Established 1865

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35 South William Street, New York
Owners of
LA FLOR DE LA ISABELA
Factory at Manila, P. I.
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FOR PRICES WRITE
TROJAN SANITARY PIPE CLEANER CO., Inc.
ROCHESTER, N. Y.

STEFFENS, JONES and CO.
DOMESTIC **LITHOGRAPHERS** IMPORTED
STOCK LABELS AND STOCK BANDS
36 East 23d Street New York

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF **TOBACCO**
145 WATER STREET, NEW YORK

E. B. Embry, Pres. A. E. Watson, Vice-Pres.
E. M. Collins, Sec. and Treas.

Embry Tobacco Company

Incorporated

Growers and Packers of High Grade Shade Grown Leaf Tobacco

PLANTATIONS: QUINCY, FLA.
OFFICE & WAREHOUSE QUINCY, FLA.

QUINCY, FLA.

I. Gardner, Pres. S. Spitz, Vice-Pres.
Jos. Wedeles, Sec.-Treas.

MAX WEDELES TOBACCO CO.

DEALERS IN

Fine Florida and Georgia Shade Tobacco

QUINCY, FLA.

F. Perry May Fountain H. May
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MAY TOBACCO CO.

Growers and Packers of Shade Tobacco

YORK, PA. QUINCY, FLA.

B. Ottinger Henry Weinberg

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Fine Florida and Georgia Wrappers

QUINCY, FLA.

J. & O. ALTSCHUL TOBACCO CO.

Growers, Packers and Wholesale Dealers in

Florida-Georgia Shade Grown Tobacco

QUINCY, FLA.

J. T. BUDD, JR., & CO.

Growers and Packers

Florida and Georgia Shade Grown Wrappers

QUINCY, FLA.

The FLORIDA-GEORGIA Wrapper is the Wrapper of the Hour

FLORIDA and GEORGIA TOBACCO GROWERS ASSOCIATION

QUINCY · FLORIDA

The Florida Tobacco Commission Co.

Wm. M. Corry, President

Fine Florida and Georgia Tobaccos

QUINCY, FLA.

GROWER

Arthur Corry

PACKER

Quincy, Florida

D. A. Shaw C. H. Curry J. W. Shaw

Growers Tobacco Co.

Originators of Shade Grown Wrappers in 1896

QUINCY, FLA.

C. R. Shaw J. J. Love

Shaw Tobacco Co.

Growers and Packers Florida Shade Grown

Plantations: El Dorado, La Corona, Osceola

Quincy, Fla.

WEIL TOBACCO CO.

Growers and Packers Shade-grown

QUINCY, FLA.

G. H. Malone, Pres. D. Douglas, Vice-Pres.
D. C. Carmichael, Sec.-Treas. G. Y. Malone, Gen. Mgr.

FLORIDA SUMATRA TOBACCO CO.

Growers and Packers of Florida Shade Grown Tobacco

QUINCY, FLA.

MANNING & KAHN, Inc.
Growers and Packers of
CONNECTICUT SHADE AND BROADLEAF
MANCHESTER, CONN.

Connecticut Tobacco Greets More Good Weather

Dry, Cool Winds Dissipate Slight Mold That Appeared During "Damp Spell"—Marketing Association Through with Sampling 1922 Broadleaf—Better Than Expected.

HARTFORD, Conn., Oct. 8.—Following the damp weather of the week previous, this week was much cooler. With dry winds, the tobacco is now thoroughly dried out and the moldy tips that appeared during the damp spell have disappeared. Yesterday morning saw the first real frost of the season. This cold air into the sheds and chilled the tobacco so that now it is in fine condition. It will be ready to take down the next damp spell, especially the early harvested, and the majority of the growers are ready to start taking down the famous 1923 crop of tobacco at the first appearance of moisture.

Those who have been through their sheds report that there be no "pole-sweat" to injure the bottom leaves, unless there might be a slight touch on some of the late harvested.

The Connecticut Valley Tobacco Association finished up the work of sampling the 1922 Broadleaf last week. The managers are pooling the samples and are now ready to "do business with all-comers."

The 1922 Broadleaf came through the sheds much better than was expected, and the early purchasers will get a better grade of tobacco than was expected earlier in the season.

Notwithstanding the earlier predictions, the 1922 crop of the tobacco in the cases now that the crop is much better than anticipated, and that it has developed into a fine, thin leaf.

The dark grades, usually heavy, are very thin, and will make the finest of wrappers and should be sold out quickly.

The Association has adopted the government standard grading for both the broadleaf and Havana seed tobaccos. The standards as set up are in five different groups, in both the Broadleaf and Havana seed. Group "A" is for wrappers; Group "B" is for seconds or binders; Group "C" is for tops or fillers; Group "X" for the brokes and nondescript, and the "Y" group is for stemmings.

The quality of the tobacco in the grade is placed second in order, and is shown in each grade, and numbers are used to indicate the quality.

The color in the grading is placed third in order. The letter "L" is for light; "C" for chestnut, or medium; "D" for dark; "V" for mixed colors, used to indicate the color of the leaf.

When length is of sufficient importance it is placed fourth in order and numbers are only used to indicate the length when the length is stated. These numbers will be applied to the Havana seed which is long, and not to Broadleaf.

Under this system of naming grades, a choice quality of Havana seed light wrapper from twenty-six to twenty-eight inches long would be called "A1L27," while a choice quality Broadleaf light wrapper would simply be "A1L." The grades adopted were recommended by C. B. Wilkinson, of the United States Department of Agriculture, Bureau of Grading. It is expected that the new terms of the grading will easily be learned and become as familiar as the old ones heretofore in use.

The work of excavating the new cellar for the warehouse in South Windsor has been started and the work of building will be pushed right along until completed.

The work on the warehouse in Glastonbury will be started very soon, and this, too, is to be pushed along and made ready for packing of the 1923 Broadleaf as well as the one at South Windsor.

Work is progressing at the shade warehouses. Plenty of help for work, but the forces will be increased as the season advances. Considerable help is retained on the farms to make the final fall clean up and get the places in "ship shape" for winter.

Last week, the town of Manchester, Conn., celebrated its 100th anniversary; and among the exhibits of the industries of the town was an exhibit of tobacco, which was a very fine one; a miniature shed with actual green stalks strung on lath was shown, and many samples of sweated tobacco were also included in the exhibit.

Connecticut's "Best Crop in Years"

The 1923 crop of tobacco will pass into tobacco history as one of the best if not the best crop ever harvested. The tobacco is now under cover and the worries of the grower in regard to storms and frost are over. The only thing now is good "tobacco damp" weather for the curing process.

The weather during the harvesting season has been unusually favorable. No excessively warm muggy days have been experienced and the "coming down" of the crop this year a very satisfactory matter.

A few warm rains now, followed by clear weather, will help to bring out the color of the leaves and give the tobacco the quality which means much to both seller and buyer. The primed tobacco has made unusually rapid progress in curing, due to a run of favorable weather and much of the first and second primings are already in the bundles and in the sweating process.

The warehouses opened September 24 for the sorting of tobacco and these will give employment to hundreds who worked in the fields during the summer. Most of the independent tobacco has already been bought by the leaf dealers and prices ranging from 60 to 75 cents has been paid for Broadleaf and Havana Seed, assorted. In the bundle prices were 55c to 70c. These purchases are of course conditional—the tobacco has to be delivered in good condition.

The buying of tobacco in the field is attended with more or less uncertainty, and where the crop has been improperly cured, or has been damaged in the sweating, there may be cause for disputes be-

(*Continued on page* 48)

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Sales Show Slackening at Greenville

GREENVILLE, N. C., Oct. 8.—Sales last week were not so heavy as the week before, though more than a million pounds were sold. Good weather for other work than grading, and much cotton picking, slackened sales. Prices somewhat better, showing improved quality. The lower grades not so plentiful as earlier in the season but still plentiful. Prices on these were a little better, ranging as high as 20 cents. Better grades being marketed by many growers, but not in great quantities. Prices better, perhaps $5 per hundred pounds, and real good grades even more. Less than forty per cent of crop has been marketed, and estimates for season sales run from 30,000,000 to 35,000,000 pounds. Co-ops receiving small amount and much dissatisfaction.

Co-op Gets Another Setback

Another important decision against the Co-ops was handed down by Judge W. M. Bond at Washington, Beaufort County, last week. It was a ruling on the question of where a landlord member of the Tobacco Growers' Co-operative Association gives a crop mortgage and the mortgagee takes possession of the crop, either under the order of the court, or under power of sale, that the landlord cannot be penalized, Judge Bond dissolving the restraining order obtained by the Association against L. H. Wetherington. The Pamoico Chemical Co. was allowed to interplead. It was established that in February of this year, Wetherington executed to the company a mortgage for fertilizers. The company asked that Wetherington's share of the crop of 13,000 pounds of tobacco be turned over to it (the company) and that the tobacco be sold on the open market. Judge Bond signed the decree holding that the fertilizer company was entitled to possession of the tobacco, and that it could not be delivered to the Association. The Association waived that part of the original bill of complaint in which the Association attempted to hold the landlord liable for the five cents per pound forfeit for tobacco sold by non-member tenants member landlords. This is the questi first passed upon by Judge J. Loyd Ho ton, here in Pitt County Superior Cou some time ago. Since Judge Horto decision on this point, two other Super Court judges have rendered similar cisions. And this brings to mind that is said that in organizing the Toba Growers' Co-operative, this question brought up and its legality question One lawyer contended that such penal ing was illegal and could not be enforc But one of the swivel chair princes sta that that made no difference, let it st in the "contract," they could bluff farmers into paying it. But it see those bluffing days are gone forever, a if that reported move for a receivers materializes, the days of some of th same high-salaried swivel chair prin are to share a like fate.—KING.

Mount Airy Market

MOUNT AIRY, N. C., Oct. 6.—T tobacco market opened here Wednes with large breaks at both the auct warehouses.

The farmers seem to feel that prices are even lower than the gr justifies, though it is hoped that prices will improve as the first primi are sold off and the best of the sea begins to come in.

The co-operative market opens h next Tuesday. The association posted the advances that will be m on the different grades.

Rocky Mount Average, $

ROCKY MOUNT, N. C., Oct. 6.—To sales for the week, 748,626 pounds; av age price per 100 pounds, $19. Sold date of 1923 crop, 4,278,310 pounds; av age price per 100 pounds, $20.

The offerings, tobacco men state, continuing to represent unusually co mon grades and very little good toba has yet been seen upon the sales. W the fair over sales are expected to p up materially during the next week.

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The New Norfolk Tobacco Terminal

NORFOLK, Va., Oct. 6.—The new $600,- terminal of the Imperial Tobacco Co. e will be finished sufficiently to ac- modate steamers at loading berths by middle of November, it was an- nced today.

his company, one of the largest to- o exporting concerns in America, has centrated its foreign shipping depart- t here and its additional facilities are g constructed adjacent to its prop- at Berkeley waterfront.

obacco shipments have already begun ing from Norfolk in volume, and in- tions point to a better business this er and next spring than ever before ne port's history. W. J. Garris, man- of the Norfolk office of Fred P. kill & Co., which concern books about er cent of the nation's exported un- ufactured tobacco, declared that more cco would move this year than last, n Norfolk exported 48 per cent of nation's tobacco exports.

Co-ops Win Watts Case

UMBERTON, N. C., Oct. 6.—The first of strength was made in Robeson ty this week by the tobacco co-ops he case against W. G. Watts and , which began Wednesday afternoon concluded this morning.

he association won on all three issues hitted to the jury. It has been one he hardest fought cases tried in the courts of Robeson county in several s. The association was represented he law firm of Johnson and Johnson, umberton, and E. L. Hays, of Ra- leigh, a young lawyer who formerly lived in California. The defendants were represented by the law firms of McLean, Varser and McLean, and Stacy, Britt and Britt, and McNeill and Hackett.

The defendant denied that he executed the contract and pleaded that if he did sign he was so drunk that he was not mentally responsible for his acts. He further contended that the crops did not belong to him and that the land was his wife's, having been bought with her money, although the deed was made to both Watts and his wife.

The association is very much elated over the victory as it feels that it may be taken as an indication of public sentiment in this county toward the association.

Kinston Sales

KINSTON, N. C., Oct. 6.—The tobacco sales on the Kinston market during August and September were as follows:

1923	Pounds	Value
August	847,633	$163,969.37
September	8,136,834	1,526,982.78
Total	8,984,467	$1,690,952.15

—E. Y. SPEED, Secretary, Kinston, Tobacco Board of Trade.

Oxford Average, $15.29

OXFORD, N. C., Oct. 6.—Tobacco sales for the week, 157,826 pounds; average price per 100 pounds, $15.29. Sold to date of 1923 crop, 342,124 pounds; average price per 100 pounds, $15.81. Sold to same date last year, 1,400,960 pounds; average price per 100 pounds, $25.88.—W. A. ADAMS Co.

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Slight Upward Tendency at Henderson

HENDERSON, N. C., Oct. 6—Tobacco averages on the Henderson market the past week made their initial spurt upward, and for the first time this season went beyond the 20-cent level in yesterday's sale of 27,397 pounds. Aside from the initial break when the season opened on September 25, there have been no really big breaks on the local market. Growers have been too busy picking cotton to look after tobacco, when that will keep, while their cotton is deteriorating in the field when not picked out.

Coming of cold weather, which arrived with the week-end, is expected to see a marked increase in the volume of offerings next week, and from that time on. Sales for the week ended yesterday on the local market, beginning with Monday, follow:

Pounds	Price	Average
39,210	$7,276.25	$18.55
29,210	4,962.22	16.98
28,732	5,630.64	19.59
36,228	7,078.10	19.53
27,372	5,588.29	20.41

Some local tobacconists claim that Henderson at the present time is one of the highest, if not the highest, tobacco markets in the state, certainly in the old belt, so far as averages go. Sales here to date are nothing to compare with what there have been in other markets, but the price is declared to have equalled any other market.

It is the opinion of some tobacco men that tobacco of a quality that commands a price of 30 cents and under, is bringing what is considered a fairly good price, but that above that level the price is as good as last year. In other words, common grades, as compared to the better types of the leaf, are bringing a better price. Most of the weed that has been marketed here has been of a very poor quality, and some say that there has been not a little tobacco sold on the local market that in other years has hardly been considered worth the time and trouble to bring to the warehouse floors. It has brought a very low price, but at that it has brought something, and for that reason is being offered for sale.

It is admitted that price levels are rather disappointing, taken as a whole. Varying demands for different types of the weed is regarded as responsible to some degree, and then the increased production this season is considered is responsible for a good deal of the depression in price.

Warehousemen seem agreed that Henderson has a set of buyers above the average, and who are looking out for the interests of their own companies, but at the same time trying to give the farmer all their tobacco will justify. There is an atmosphere of optimism as to the prospects for the season as a whole, although opinion is divided as to whether the season's sales this year will reach the average of last year, when the year's average was approximately 24 cents.

Prospects for Larger Sales at Danville

DANVILLE, Va., Oct. 10.—Sales on the Danville auction market promise already to be considerably heavier than last week. This is fair week, which usually brings a number of farmers to the city, but

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'll tobacco and to meet their friends e agricultural event. The first offi- tatement of sales issued by the Dan- l Tobacco Association was published hursday, this being the day that the 's sales are given out. The statis- sover only Tuesday, Wednesday and sday, these showing that 458,368 is of leaf was sold for $81,362.80, or verage of $17.75. Since then the have increased in size and have in better quality with a correspond- ncrease in the average which is ex- d to be reflected in this week's tment.

Early Offerings Not Typical

Notwithstanding the disappointment ested by warehousemen as to the y of the crop, the early offerings ot considered typical of the crop. ne other hand, it is believed that the r types have been expressly chosen arly delivery in the belief that they l sell better at the opening of the n than later on.

e Co-operative Marketing Associa- pened in the Bright Belt with good ets. Twenty-three delivery houses cattered throughout the Virginia area, with a large number in North na. As the tobacco was brought in s graded and according to Tucker ins, director of warehouses, the rs received a higher advance on irst deliveries than last year. Forty- arehouse managers from the Bright met here Saturday to discuss the t season with Mr. Watkins and to e instructions. Mr. Watkins stated the organization was numerically er than it was this time last year. ILEY.

State Co-op Opens More Receiving Stations

DERSON, N. C., Oct. 9.—Along with odd markets in other tobacco cities owns, the Tobacco Growers' Co- ve Association started deliveries at rehouse here today. It is announced series of forty meetings are sched- r the week at different points, es- ing a new record for the associa- The markets in which deliveries egun today by the co-ops are most- he old belt, while many in Virginia their season's deliveries simultan- with those in this state. In the belt further east deliveries by -ops have been in progress for sev- eeks. In all it is said that some 55 s in the belt start deliveries today. e was keen interest among the or- l growers over the advance to be y the association today on deliv- ade by them. Placards giving the e for each grade were posted on rehouse floors in all markets.

remendous gain in membership is d by the association headquarters ast year's opening of its markets, re than 10,000 farmers are said to igned the marketing contract in months, making 92,000 members, ng to the latest count announced Raleigh headquarters.

inia members of the association declared to be preparing to cele- he opening of their 23 markets with meetings at every association ware- John R. Hutcheson, director of on for Virginia; Oliver J. Sands, executive manager of the association; and T. C. Watkins, Jr., manager of warehouses, as well as practically every director in the state were declared to be participating in the celebrations with the growers.

New Bern Average, $16.11

NEW BERN, N. C., Oct. 6.—Total sales for the week, 36,394 pounds; average price per 100 pounds, $16.11. Sold to date of 1923 crop, 342,694 pounds; average price per 100 pounds, $16.40. Sales light but prices remain steady.—M. E. TYSON.

Tractor Routes for Tobacco Bed Steaming

LEXINGTON, Ky., Oct. 6.—That Kentucky tractor owners establish routes for the steaming of tobacco beds in much the same way that threshing rings have been formed is being advocated by D. W. Valleau, plant pathologist at the Kentucky agricultural experiment station, as one step toward stopping leaf diseases at their source and cutting down the heavy annual losses that growers of the state suffer because of them. Steaming of plant beds to kill weed seeds and sterilize the soil can best be started now and continued throughout practically the whole winter, he says.

Steam Replacing Burning

Steaming is fast taking the place of burning for plant bed sterilization both in the burley and dark tobacco sections of the state, due to the scarcity of wood, and in the dark section the practice of using steam has advanced to the point where steaming routes already are in operation. Steaming not only kills weed seeds and sterilizes the soil more thoroughly than burning, but also makes its possible for the grower to have a permanent seed bed site without any danger from the disease root rot. When steam is used the soil is sterilized deep enough so that even if root rot has been present in the bed normal plants can be raised.

Equipment needed for steaming includes a boiler, a shallow wooden or sheet-iron pan, and steam hose or iron pipe with connection to get the steam from the boiler to the pan. The average steam tractor of 20 to 30 horse power, used in custom threshing will furnish enough steam for a pan with a surface area of from 80 to 100 square feet, but the size of the pan and boiler should be such that at least 80 pounds of pressure can be maintained.

Construction of Wooden Pans

Wooden pans are much cheaper than metal ones and can be built by making a frame of 2 by 4 material and covering it with a good grade of 7/8 inch flooring.

In steaming the pan is inverted on the prepared bed and earth banked around the edges after which the boiler is connected and steam admitted gradually. Thirty minutes steaming at a pressure of from 80 to 125 pounds is enough. After the box is moved to a new spot in the bed the area that has just been steamed should be covered with tarpaulins or old sacks to keep the heat in the soil as long as possible.

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of

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(INCORPORATED)

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FOR DOMESTIC AND EXPORT TRADE
Green Rivers, Burleys, Darks, Virginia and Carolina Tobaccos
Improved Stick and Apron Drying Machines.
With Capacity of 200,000 Pounds Per Day.

Samples Submitted.
Orders and Contracts Solicited.

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Paducah, Ky. Madisonville, Ky. Clarksville, Tenn.
Lexington, Ky. Slaughtersville, Ky. Sebree, Ky.
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All Grades of Kentucky, Virginia, Carolina, Maryland and Tennessee Leaf, Packed in Hogsheads and Tierces for Export. Cigar Leaf for Export. Brazil, Mexico, San Domingo Turkish and Chinese Cigarette Leaf. We respectfully request your inquiries and Orders
19 SOUTH WILLIAM STREET, NEW YORK

Louisville Tobacco Market Reports

LOUISVILLE, Ky., Oct. 6.—The Louisville Tobacco Board of Trade makes report as follows:

Tobacco Sales for the Week and Year to October 5

Warehouses	Week—Auction Sales	Week—Private Sales	Week—Total for Week	Year. Jan. 1, to Date
Turner	..	..	..	792
Kentucky	48	38	86	7,651
Main Street	..	..	..	2,714
Planters-Farmers	75	3	78	9,254
New Tenth Street	..	..	..	3,529
Louisville	..	..	..	4,102
	123	41	164	28,042
Year 1922			706	55,977
Year 1921			1,125	55,042
Year 1920			1,131	44,200

Classifications of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	36	65	103
Dark	23	38	61
	59	103	164

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	9,929	14,843	24,774
Dark	2,610	658	3,268
	12,539	15,501	28,042

Classification of Sales to same Date

	1922	1921	19
Burley	51,978	51,042	41
Dark	3,999	4,000	2
	55,977	55,042	44

Comparisons with Previous Year

SALES—	1923	1922	1
Total sales of new crop to date	20,023	14,880	46
Sales of new crop to date. Original inspection	16,256	12,366	37
REJECTIONS—			
Rejections this week:			
Burley	54	...	
Dark	13	...	
Total	67	159	
Percentage of rejections Auction Sales:			
Burley	53	....	
Dark	62	....	
Total	54	27	
Rejections, Jan. 1 to Date:			
Burley	5,556	....	
Dark	570	....	
Total	6,126	11,690	1
RECEIPTS—			
Receipts this week	140	480	
Receipts, Jan. 1 to date.	20,296	33,509	4

Official Quotations at Louisville, October 5, 1923

	Burley—Dark Red	Burley—Bright Red	Burley—Colory	Dark Manufactur
Trash (green or mixed)	7 to 8	8 to 9	9 to 11	to
Trash (sound)	10 to 12	12 to 14	15 to 17	4½ to
Common Lugs	12 to 14	14 to 16	18 to 20	5½ to
Medium Lugs	15 to 16	16 to 18	20 to 22	6 to
Good Lugs	18 to 20	20 to 22	22 to 25	7 to
Common Leaf (short)	12 to 14	14 to 16	18 to 20	8 to 1
Common Leaf	15 to 17	18 to 20	22 to 25	10 to 1
Medium Leaf	22 to 24	24 to 26	27 to 30	14 to 1
Good Leaf	28 to 30	30 to 32	32 to 35	18 to 2
Fine and Selections	35 to 40	40 to 42	42 to 49½	22 to 2

N. B.—Unsound or defective in condition, length or color, or mixed packa from 1 ct. to 3 cts. lower.—F. E. BROCAR, Secretary.

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On all markets. We air dry and steam dry on most of the loose markets, and have the latest improved Philadelphia Textile Steam Dryer in our Louisville Factory for handling Leaf and Strips. Orders and correspondence respectfully solicited.

Paducah Prospects

ADUCAH, Ky., Oct. 6.—The hogshead ket has been quiet, and if any sales been made of either Association or pendent stock they have not been re-d. At any rate, there has been very activity in the market.

he past week has been ideal for cut-housing and curing tobacco. Farm-have been very busy with this work, the greater part of the crop is in the e and being fired. Weather condi-have been favorable and the color-f the crop is good, running from a n to a light brown. We have seen od deal of the crop in the barn, and apparent that we have a good per-ge of very good tobacco running he cigar style. However, a large of the crop will be mixed and can make low and common grades. little tobacco is in condition to be ly examined as most barns have fire em, and the tobacco is generally dry. couple of weeks it will be thorough-ired and in condition to handle, and is no reason why the market should pen and become active early in the m.

he weather has turned cool and indi-ns are that we will soon have frost no doubt the remaining patches of co over the country will go into the e immediately, and the crop be saved out any damage from this source.

he Dark Tobacco Grower's Co-oper-Association managers are busy with arations for handling the crop, put-up buildings over the district to take of the delivery and sale of their ings, and will be ready when buyers ready. No doubt their plans and lies will be laid out soon after the ion of officers, and there is no doubt hat they will be able to function to r advantage than last year, and put peration some improvements, that will have learned from experience.

he loose floor and wagon markets be in operation this season the same st, and the market will open about mber 1, possibly a little earlier.—B. KENNEDY.

Owensboro Outlook

OWENSBORO, Ky., Oct. 6.—While the has been in a general way favorable prevention of house-burn in the late co, it has at the same time been r too cool for yellowing and curing y. However, there is only a small ntage of the crop that can be read-ily affected by weather conditions at this time, as the greater part is fairly well cured.—J. S. PHELON.

Second Payment Checks

HOPKINSVILLE, Ky., Oct. 6.—Second payment checks for the Green River members of the Dark Tobacco Growers Co-operative Association were placed in the mail by Reams D. Farmer, treasurer, immediately after he had received notice from the War Finance Corporation that a $1,500,000 loan had been placed to the credit of the Pool.—PRESS SERVICE BUREAU.

Demurrer of Burley Members Overruled

LEXINGTON, Ky., Oct. 7.—In passing on the demurrer to the answer of the defendants in the case of the Burley Tobacco Growers Co-operative Association against several tobacco grower members in Madison County yesterday, Judge James C. Dedman, of Cynthiana, sustained the association at every point, ruling that the Kentucky anti-trust law had been repealed, that the contract signed by the growers was valid and legal and not in conflict with the bill of rights of the Kentucky constitution or the 14th amendment to the federal constitution, as claimed by attorneys for the defendants.

Judge Dedman, who was acting as a special judge in these cases because Judge W. Rodes Shackelford, of the Madison district, is a member of the association, also held that the Bingham co-operative marketing act is constitutional.

Tax Case Injunction Refused

Judge Sidney Gaines, at Walton yesterday, refused the injunction sought by the Burley co-operative in its suits against the city of Carrollton to restrain the levying and collection of taxes on tobacco in the hands of the association at Carrollton. The case will be taken to the Court of Appeals by the association.

J. Sherman Porter, editor of the *Burley Tobacco Grower,* returned from a trip into West Virginia today. He spoke to large crowds of tobacco growers in two counties and said the West Virginia members were as loyal and enthusiastic as any in the Burley district. Many new contracts are being signed in that state, he said, and the crop is reported to be about normal.

Considerable damage was done to West Virginia tobacco by the frost, as many growers had not cut their crops when the first cold snap caught them.

Clown Cigarettes and Old Hill Side Smoking

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SAMPLES UPON APPLICATION

e Change of Grading in Dark District

PKINSVILLE, Ky., Oct. 6.—An imrnt change was made in the grading bacco in the dark fired district by ld board of directors as one of its acts. Heretofore the tobacco in all ns of the dark fired district has been d together, but separate grades now been established for the grades of the Tennessee River, in what is n as the Clarksville, Hopkinsville Springfield district, from those in est of the district, or what is known e western district. The tobacco east e Tennessee River classes much r and sells more readily than that of the river, and on the 1922 crop rowers of Montgomery, Robertson, tian and other counties kicked be- they said their tobacco was sold er and for better prices, yet they o wait for a distribution just the as the western district.

w the tobaccos will be graded on merits according to grades worked y a committee appointed for that se, and a distribution in one dis- will not be held back or influenced y way by the early or delayed sale e other district. This will remove er complaint that has been made.

ures given out by President Brad- place the cost of selling the tobacco August 31 at $1.04 per hundred, t in the Green River district, where st was higher and where the figures iven at $1.53. These are based on ates to some extent, and may vary ly. Some say they will not be quite gh.

en the delegates of the Seventh dis- which is composed of the counties llard, Carlisle and McCracken, met ickliffe to elect a director for that t, they not only performed that but they also adopted the following tions which they instructed their or to lay before the board:

rst—We believe that too many high ed officials are employed.

cond—We recommend that no em- be paid by the association more he could earn in similar lines of yment.

ird—We recommend that the sal- of the officials and employees be shed in the *Tobacco Planter*.

urth—We commend the policy of ssociation to employ farmer mem- of the pool whenever possible. In istance should the association em- a man not in sympathy with its pur- and aims.

"Fifth—We recommend that buyers not be permitted where tobacco is being received and graded.

"Sixth—That there be no picking of grades by buyers.

"Seventh—We recommend that in case a buyer refuses to accept the warehouse grades that the matter be settled only by the chief grader of the association.

"Eighth—We recommend that there be no receiving stations established except in localities where there is an absolute and fixed need for one.

"Ninth—We recommend that all employees of the association be required to show every courtesy and consideration to member growers on the penalty of dismissal."

All of these recommendations and the oft-expressed sentiment for a readjustment of salaries and eliminating unnecessary offices and adopting a policy of economy in general in the handling of the association's affairs, have been very convincing and have seemingly satisfied the growers to a large extent. This attitude is evident from nearly every section and the complaints so freely voiced recently have now ceased to a very large extent, and the association members seemingly are looking to the new board, and the new officers to put into effect the policies which they are advocating.—M. E. BACON.

Burley Directors Elect Officers

LEXINGTON, Ky., Oct. 6.—Officers of the Burley Tobacco Growers' Co-operative Association were re-elected by the new board of directors of the association Wednesday and H. Kirby Bourne, farmer and lawyer, of New Castle was chosen to take the place made vacant by the retirement of John B. Winn, of Woodford county, from the executive committee. Judge Robert W. Bingham was re-elected director-at-large for Kentucky. George McCormick, of Stout, Ohio, director-at-large for that state, and Jerry N. Gordon, of Metamora, director-at-large from Indiana.

The officers of the association for the ensuing year are: President and general manager, James C. Stone, of Lexington; director of warehouses, Ralph M. Barker, of Carrollton; vice-presidents, James N. Kehoe, of Maysville, and Bush W. Allin, of Harrodsburg; secretary and treasurer, H. Lee Earley, of Louisville; chief of field service, William Collins, of Paris; general counsel, Aaron Sapiro, of San Francisco. Executive Committee—James

(*Continued on page* 48)

ESTABLISHED 1881



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CIGARS
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SEAL OF LEXINGTON CIGAR

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Porto Rican Tobacco is rapidly being accorded the recognition it richly deserves both by the cigar manufacturer and the smoker. No longer is it necessary for the maker of a good, mild cigar to deceive the public by advertising it as a "mild Havana."

Publicity campaigns are being run by manufacturers informing the smoker that an all Porto Rican cigar, or one in which the tobacco from that Island is skilfully blended, makes the ideal "all day" smoke—mild yet fragrant; free-burning and rich in body, but not heavy.

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Through the medium of its Tobacco Guarantee Agency, established in this country, is also carrying on an intensive educational campaign to both the manufacturer and the consumer. The public is being informed that most good, mild cigars contain Porto Rican Tobacco whether the manufacturer states it in his advertising or not. Cigar manufacturers are shown how they can tell at a glance the origin of the leaf or scraps they buy from the jobber or dealer.

Every barrel or bale of Tobacco coming from Porto Rico must have affixed a Stamp. The White one guarantees it to be pure Porto Rican; the Blue, that it is part Porto Rican mixed with other tobacco; and the Pink, that it is all Foreign grown and simply has been shipped from that Island.

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Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Siboney —Oct. 3

	Cases
Park & Tilford	59
B. Wasserman Co.	23
Central Union Trust Co.	37
United Cigar Stores Co.	13
Grosvenor Nicholas & Co.	9
Duncan & Moorehead	6
A. Dunhill, Inc.	3
W. A. Allison	3
G. S. Nicholas & Son	3
G. W. Sheldon & Co.	1
N. Y. & Cuba Mail S. S. Co.	28

S. S. Pastores —Oct. 8

Park & Tilford ..... 10 cases

Tobacco from Cuba

S. S. Siboney —Oct. 3

	Bales
Congress Cigar Co.	632
Max Schwarz	106
B. G. Davis & Co.	81
J. Bernstein & Son	50
I. Kaffenburgh & Son	200
Greenhall Bros.	12
S. Ruppin, Inc.	67
F. D. Grave & Sons	80
Maurice Winter & Co.	43
Ernest Ellinger & Co.	32
L. Rovira	5
	Barrels
Waitt & Bond	248
S. Rossin & Sons	41
D. Emil Klein Co.	12
American Cigar Co.	65
Morris Rosenberg & Co.	6
H. Duys & Co.	25
Hamburger Bros. & Co.	20
Greenhall Bros.	18
W. K. Gresh & Sons	10
Hinsdale, Smith & Co.	50
S. Ruppin, Inc.	15
E. A. Calves & Co.	10
Ernest Ellinger & Co.	4
L. Rovira	3
	Packs
J. Bernstein & Son	83
B. G. Davis & Co.	16
Yocum Bros.	15
P. Lorrilard Co.	232
Congress Cigar Co.	25
Greenhall Bros.	8

N. Y. & Cuba Mail S. S. Co. 30

S. S. Essequibo —Oct.

S. Ruppin, Inc. ..... 396 barre

Cigars from Porto Rico

S. S. Philadelphia —Oct.

	Case
Porto Rican American Tob. Co.	6
United Cigar Stores Co.	6

S. S. San Juan —Oct.

	Case
Porto Rican American Tob. Co.	20
United Cigar Stores Co.	13
Infanzon & Rodriquez	1
Royal Bank of Canada	
Curran Robertson Co.	

Tobacco from Porto Rico

S. S. Philadelphia —Oct.

	Bale
Durlach Bros.	14
American Cigar Co.	2,29
Hamburger Bros. & Co.	5
Max Gans' Sons, Inc.	6
Rosenstadt & Waller	1
E. Rosenwald & Bro.	
Stern-Mendelsohn Co.	1
J. Cohn & Co.	
	Barre
Selgas & Co.	45
Durlach Bros.	19
American Cigar Co.	20
Ruthenberg, Derizanz & Co.	2
Hamburger Bros. & Co.	18
Max Gans' Sons, Inc.	12
Stern-Mendelsohn Co.	15
Rosenstadt & Waller	11
E. Rosenwald & Bro.	10
J. Cohn & Co.	10
Strouse & Holzman	2
Durlach Bros.	4 case

S. S. San Juan —Oct.

	Bale
American Sumatra Co.	44
Maurice Winter & Co.	1
Leo Hirsch	1
N. Rodriguez	
	Barrel
Maurice Winter & Co.	10
Julius Marqusee & Son	14
Leo Hirsch	8
G. H. P. Cigar Co.	7
Isadore Cohen	1

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Havana Office
Corrales 6, 8 and 10

Rodriguez	30
Idro Costa	20
Isenstadt & Waller	5
	Packs
B. Lichtenstein Co.	45
Y. & Porto Rico S. S. Co.	248

Tobacco from Rotterdam

S. S. Ryndam —*Oct. 8*

	Bales
Duys & Co.	47
Bornholdt & Co.	26
Janus, Muller & Co.	152
American Malaya Trading Co.	8
Ullman Bros.	5
Maynard & Child	534
	Cases
Rossin & Sons	18
Duys & Co.	10

Tobacco from Piraeus

S. S. Constantinople —*Oct. 2*

Order .....40 bales

Tobacco from Chios

S. S. Constantinople —*Oct. 2*

	Bales
Ilian Bank, Ltd.	20
Order	482

Tobacco from Belfast

S. S. Balsam —*Oct. 2*

A. Henshaw & Sons.....685 bags

Tobacco from Halifax, N. S.

S. S. Rosalind —*Oct. 5*

H. Ringk & Co.....1,100 bales

Cigars from Constantinople

S. S. Constantinople —*Oct. 2*

American & Eastern Trading Co....1 case

Cigarettes from Porto Rico

S. S. San Juan —*Oct. 5*

Porto Rican American Tob. Co...5 cases

Cigarettes from Marseilles

S. S. Providence —*Oct. 6*

Globe Shipping Co. .....2 cases

Cigarettes from London

S. S. London Commerce —*Oct. 6*

Miller & Sons.....1 case

Cigarette Paper from Le Havre

S. S. Chicago —*Oct. 6*

	Cases
Rue & Frank Co.	22
Sibrug & Co.	10
S. S. Vincent	—*Oct. 8*
	Cases
Mauduit Paper Corp.	60
Rue & Frank Co.	40

Cigarette Paper from Bordeaux

S. S. Zarembo —*Oct. 8*

American Tobacco Co. .....1,000 cases

Briar Pipes from Le Havre

S. S. Paris —*Oct. 2*

Oppenheimer & Co.....2 cases

S. S. France —*Oct. 6*

Order .....9 cases

S. S. Chicago —*Oct. 6*

	Cases
Wolworth & Co.	3
Frankau & Co.	2
Ryman & Co.	1

Briarwood from Algiers

S. S. Reivo Maru —*Oct. 3*

Order .....317 bales

Briarwood from Marseilles

S. S. Roma —*Oct. 5*

& J. Vassas.....1,050 bales

Briarwood from Messina

S. S. Malgache —*Oct. 8*

& J. Vassas .....225 bags

Jokers' Articles from Southampton

S. S. Mauretania —*Oct. 5*

Murray Hill & Co.....31 cases

Gum Tragacanth from Bombay

S. S. Algie —*Oct. 2*

Order .....66 bags

Licorice from Marseilles

S. S. Roma —*Oct. 5*

To Order .....25 boxes

Imports and Exports at New Orleans

The following are the imports and exports through the Port of New Orleans for the week ending October 4:

Filler Tobacco from Cuba

By S. S. Chalmette
To N. Elson & Co.....78 bales
By S. S. Orizaba
To Importers Cigar Co..... 5 barrels
By S. S. Orizaba
To Falk & Babin..... 6 packages
By S. S. Chalmette
To M. Trelles & Co.....63 barrels

Leaf Tobacco from Cuba

By S. S. Saramaca
To G. W. Rueff..... 5 barrels

Cigars from Cuba

By S. S. Chalmette
To U. K. Koen & Co..... 3 cases

Exports

By S. S. Eldona
For Antwerp .....968 hhds. tobacco
By S. S. Eldona
For Manchester ..... 15 hhds. tobacco
By S. S. Eldona
For Liverpool .....102 hhds. tobacco
By S. S. Idarwald
For Bremen .....566 hhds. tobacco
By S. S. Idarwald
For Hamburg .....149 hhds. tobacco

"Tobacco Trade Notes"

J. F. Vásquez, agent for the Porto Rican Government, in the United States, makes the following announcement:

"In order to bring the growers, manufacturers and exporters of tobacco in Porto Rico in closer contact with leaf dealers, manufacturers and wholesalers in the United States, the Government of Porto Rico Tobacco Guarantee Agency, 136 Water street, New York, of which J. F. Vásquez is manager, will publish a four-page paper entitled *Tobacco Trade Notes*.

"The paper is to be edited by Joseph B. Milgram, former editor of the *Retail Tobacconist*. One issue will be in Spanish and will reach the members of the industry in Porto Rico. This will be published about the first of the month. It will contain a current market report on Porto Rican tobacco in the United States and such other matter as will keep the Porto Rican tobacco men informed regarding trade developments in this country.

"The other will be an English edition, about the middle of each month, which will be sent to manufacturers, leaf dealers and other interested members of the trade in the United States, and will contain matter regarding the tobacco industry in Porto Rico.

"It is hoped that *Tobacco Trade Notes* will have the effect of making grower, manufacturers and distributors of Porto Rican cigars and tobaccos better acquainted with each other.

"Announcement of the coming *Tobacco Trade Notes* in Porto Rico, which was published in newspapers there, has already brought to the Guarantee Agency here offers of co-operation and suggestions regarding its contents."

Covering New England

Charles L. Meister, of Arthur Bornholdt & Co., importers of Sumatra and Java leaf, of 139 Front street, New York, is covering the New England territory with splendid results.

CODES: A B C 5th EDITION
CABLE: COSTACO P. R.
CABLE: PEDCOSTA, N. Y.

PEDRO COSTA

Packer of

HIGH GRADE INLAND PORTO RICO STRIPPED FILLERS

Packed in JUNCOS by ARTURO COSTA

Porto Rican Office: Juncos
New York Office: 162 Front St.

RAMON MORAN & COMPANY

Growers, Packers & Strippers of
Porto Rican Leaf Tobacco—Exclusively Inland
MANATI, PORTO RICO

Cable "Jarieraco," San Juan — Codes A. B. C. 5th Edition

ALONSO RIERA & CO., Inc.

THE TOBACCO PALACE
58-62 Tetuan St., San Juan, P. R.
Importers and Exporters of Leaf Tobacco
The oldest tobacco house in Porto Rico

RUTHENBURG, DERIZANZ & CO.

Packers of
Superior Vegas of Porto Rico

Main Office: San Juan, Porto Rico
New York Office: 126-128 Maiden Lane

Cable "Rodevia" — Code A. B. C. 5th Edition
Bayamon, P. R.

RODRIGUEZ, HEVIA & CO.

Barrio Nuevo, Bayamon, P. R.
GROWERS, PACKERS and STRIPPERS of PORTO RICAN TOBACCO
Specialty—Comerio and Naranjito Tobacco

KOHLBERG-GONZALEZ CO.

INCORPORATED
PORTO RICAN TOBACCOS
144 Water Street, NEW YORK — Tel. John 2821
Warehouses & Plantations: AIBONITO—COMERIO—GURABO

El Gallo Del Tabaco

DONATO VIGIL & CO.

Importers and Exporters of
LEAF TOBACCO
San Juan, Porto Rico

MAX GANS' SONS, Inc.

Packers, Growers & Importers of
PORTO RICO TOBACCO
197 Water Street, New York

Warehouses: Caguas, P. R.

ISIDORE COHEN

PACKER OF
PORTO RICO TOBACCOS
147 WATER STREET — NEW YORK, N. Y.

HERMANN J. ROSE

Packer of Porto Rican Cigar Leaf Tobacco
Particular attention and care given to commissions for individual packings for leaf dealers and manufacturers.
Quality, Not Price — SANTURCE, PORTO RICO

M. H. BEKKEDAL & SONS
WESTBY, VERNON COUNTY, WISCONSIN
Storage capacity 25,000 Cases
Packers and Dealers in
NORTHERN WISCONSIN LEAF TOBACCO

ANDREW JENSON & SON
Packers of Wisconsin Leaf Tobacco
EDGERTON, WISCONSIN
Latest Equipment for Resweating All Types of Tobacco

The Jefferson Leaf Tobacco Co., Inc.
Sparta, Wisconsin
Packers of Northern Wisconsin Binders
Bulk Sweated Bs
Warehouses: Sparta & Black River Falls, Wisconsin. New York Office: 151 Water St.

HARPER LEAF TOBACCO CO.
Packers of
Northern Wisconsin Tobacco
Tomah, Wisconsin
TANGLE STRIPS OR STRIPPED AND BOOKED Bs

T. O. RIME & SON
Packers of Fancy Wisconsin Leaf
Orfordville Wisconsin

WILLIAM H. WHITNER
Importer and Packer of
LEAF TOBACCO
24-25 and 26 Wall Street BINGHAMTON, N. Y.

Not a Matter of Price, but of Popularity

THE FACT that millions of Counsellors, at *2 for 15c*, are being smoked by men who can afford to pay more, is pretty convincing proof of their exceptional goodness.

Nothing that we can say could possibly be more flattering than the comments of seasoned smokers who buy Counsellors day in and day out. For Counsellor is *the* cigar

Made Famous by its Smokers

CRESSMAN'S COUNSELLOR CIGAR

ALLEN R. CRESSMAN'S SONS *Cigar Manufacturers* Philadelphia

Wisconsin Tobacco Sustains Additional Injur

Poundage of Good Leaf Further Diminished by Shed Damage—Suffers Shed-Burn or Pole Rot—Lack of Shed Roo Largely to Blame—Fancy Figures for Independent Crop

EDGERTON, Wis., Oct. 8.—The poundage of the 1923 crop, already cruelly depleted by the weather man during the rains and frosts of September, was further diminished by shed damage. This is in the form of shed-burn, or of pole rot. The packing fraternity has just been waking up to the fact that the rains and dismal days of September have wrecked a far larger poundage of the hanging 1923 than was thought.

This damage was thought to be confined largely to that tobacco harvested before its time, previous to, and on account of fear of the big freeze of September 12 and 13. Now it is being sadly realized that much of the ripe, sound tobacco has suffered a great deal more than was thought during the never to be forgotten month of September, 1923.

Not Sufficient Shed Room

Few growers had adequate shed room for the big, leafy, and beautiful tobacco, and, consequently, the space between the laths was not what it should be. The rains for ten days previous to the freeze, and for about a week after caused many smelly sheds, but at the time it was laid largely to the unripe, or the mongrel seed tobacco. Extensive riding in the meantime, however, has proved that the pitifully small amount of '23 harvested sound has suffered extensive damage.

While the damage is considerable in the north, because the weather was practically the same there, the damage in the south has been more extensive as the grain of the southern tobacco is more responsive to poor curing weather.

Reduction Greater Than Previously Estimated

The weather man gave the Wisconsin growers thumbs down for fair this year. It is very probable that the small yield of binder tobaccos from this state will be further reduced ten thousand cases, than the small estimate previously arrived at.

Those growers who watched their sheds jealously during the dangerous weather, and did not yield to the temptation to crowd the lath when they filled their sheds, will be rewarded by a fine crop when the market will really need it.

Those who have bought extensively of the '23 will have rather a delicate task on their hands in the season's receiving. Any buyer of Wisconsin this year will do well, also, to inspect a bigger proportion of bundles than has been his wont heretofore, when buying or receiving from the farmers.

Buying Independent Crops

Harper, Bekkedal and others keep biting away at the independent portion of the crop, and several crops around Rio have gone at very fancy figures the past week. With severe picking, and cautious receiving, there are going to be several operators in this state who are going to succeed in garnering as fancy a packing as ever put up in this state. It is not a year for a rash buyer, but there never was a better one for the discriminating one.

Pool Seeks Production Control

The pool board is concerned greatly over means to regulate the growing supply from year to year. They frankly realize the necessity of devising some method to create discipline within the ranks of their members to avoid an over supply. The potential supply of a month ago has scared them green, and so far they have wracked their brains in vain in an effort to be able to cut down the acreage after a year of good prices. Their inadequate credit rating, their warehouse facilities, and their co-operative spirit, they now realize would have bent like reed before the cyclonic greed of hi prices and the ever resultant increas acreage.

No Panacea Yet Discovered

Up to date no method has been creat nor is it likely there will be. The sout ern pools have fought it without succe It is as much of a thorn in their side the independent end of the acreage and the monotonous regularity w which the independent acreage is clean up each year, and the carryover, if a is practically all saddled on to the pool.

Among other crops bought by Bekke & Son is that of Governor Blain who a co-partner in a large farm, which pr duces a fine crop of tobacco every ye —BADGER.

Buys Gay Cigar Co.

HASTING, Neb., Oct. 6.—Ben L. Wils has bought the Gay Cigar Co.

Statement of the ownership, manageme circulation, etc., required by the Act of C gress of August 24, 1912, of TOBACCO, publis weekly at New York, N. Y., for Oct. 1, 1923 State of New York, County of New York, s

Before me, a notary public in and for the St and county aforesaid, personally appeared Geo S. Macdonald, who, having been duly sworn cording to law, deposes and says that he the publisher of TOBACCO, and that the foll ing is, to the best of his knowledge and bel a true statement of the ownership, managem (and if a daily paper, the circulation), etc., the aforesaid publication for the date shown the above caption, required by the Act August 24, 1912, embodied in section 443, Po Laws and regulations, printed on the reve of this form, to wit: 1. That the names addresses of the publisher, editor, manag editor, and business managers are: Publis George S. Macdonald, 10 East 39th street, N York, N. Y.; editor, C. L. Franklin, 10 E 39th street, New York, N. Y.; managing edi C. L. Franklin, 10 East 39th street, New Yo N. Y.; business manager, Richard T. Tanr 10 East 39th street, New York, N. Y. 2. T the owner is: (If the publication is owned an individual his name and address, or if ow by more than one individual the name and dress of each, should be given below; if publication is owned by a corporation the na of the corporation and the names and addres of the stockholders owning or holding one cent or more of the total amount of stock sho be given.) Tobacco Trade Journal Co., 10 E 39th street, New York, N. Y.; stockholde Macdonald Publishing Co., Inc., 10 East 3 street, New York, N. Y. Stockholders of M donald Publishing Co., Inc., owning one cent of its stock are: August Blatt, 10 E 39th street, New York, N. Y.; J. W. Fello Bristol, N. H.; Charles Gleason, 10 East 3 street, New York, N. Y.; Charles H. Hall, East 39th street, New York, N. Y.; Sam Mayer, 10 East 39th street, New York, N. George S. Macdonald, 10 East 39th street, N York ,N. Y.; A. J. Pearson, 10 East 39th str New York, N. Y.; William B. Rogers, Jr., East 39th street, New York, N. Y.; Hern L. Reis, 10 East 39th street, New York, N. R. T. Tanner, 10 East 39th street, New Yo N. Y.; Nicholas Volk, 10 East 39th street, N York, N. Y.; Arthur L. Zabriskie, 10 East 3 street, New York, N. Y. 3. That the kno bondholders, mortgagees, and other secu holders owning or holding 1 per cent or m of total amount of bonds, mortgages, or ot securities are: (If there are none, so sta None. 4. That the two paragraphs next abo giving the names of the owners, stockhold and security holders, if any, contain not o the list of stockholders and security holders they appear upon the books of the company also in cases where the stockholder or secu holder appears upon the books of the comp as trustee or in any other fiduciary relation, name of the person or corporation for wh such trustee is acting, is given; also that said two paragraphs contain statements emb ing affiant's full knowledge and belief as to circumstances and conditions under which sto holders and security holders who do not app upon the books of the company as trustees, h stock and securities in a capacity other t that of a bona fide owner; and this affiant has reason to believe that any other person, as ciation, or corporation has any interest direct indirect in the said stock, bonds, or other sec ties than as so stated by him.

GEORGE S. MACDONALD
(Signature of publisher.

Sworn to and subscribed before me this 2 day of September, 1923.

[SEAL] JESSIE S. NAYLOR
(My Commission expires March 30, 1925.

ennsylvania Packers and Growers to Harmonize

mers Enthusiastically Receive Address on Co-relationship in the Industry—Harmony a Great Desideratum—Old Stocks Moving Slowly—New Board of Trade Members.

NCASTER, Pa., Oct. 8.—A new era o-operation between grower and r has been ushered in in the Lan- cigar leaf section. The body of ers who assembled for the first of eason's meetings of the Lancaster y Tobacco Growers' Association, siastically received the address by . Nolt, one of the largest of the ndent packers operating in the coun- ho spoke on the co-relationship of r and grower in the cigar leaf pro- g industry.

members of the Association were mous in accepting the invitation held y Mr. Nolt at the conclusion of his , that one of the winter meetings body be held in his warehouse or quarters of some other packer who be handling tobacco at the time. A majority of the growers have no ption of what happens to their leaf d the entrance to the warehouse and it is this condition which has worked against the good of the tobacco industry. Lack of proper ion to necessary details in the care crop may quite easily make it im- le for the packer to turn out aged weated leaf which has the right qual- This in turn may lower the good ution of Pennsylvania cigar leaf and, long run, cause it to lose some of isting popularity.

ous to Meet on Mutual Grounds

preciating fully the need for harmony mutual understanding between the groups, growers and packers alike riving to gain full working knowl- of both phases in the preparation cigar leaf for the market so as to Pennsylvania tobacco at its present level in the opinion of the trade. ers at today's meeting showed the t eagerness and willingness to study obacco problem from the packer's oint, and will go into the sweating he handling of the leaf thoroughly g the coming winter season.

Favorable Crop Reports

eport on crop conditions given by entative growers from various sec- of the county disclosed the fact that ield and quality of 1923 Pennsyl- cigar leaf will be up to, if not above ul. Ideal growing weather which near the close of the growing sea- rought out nearly all of the back- crops and made the leaf of much quality. The harvest of the crop een completed and much of the to- is already well on the way toward ripping season.

ll has occurred in the buying of the rop and no sales have been reported g the past week. Price prospects changed very little and opinion in all rs is united in upholding the pre- n that the 1923 crop will average no than did the 1922.

ld Goods Move Less Rapidly

vement of old tobacco still in the lrs' hands is not very brisk at the st time. There is a good demand llers of the 1922 crop, but the sup- good fillers is about exhausted, and rs are having a hard time finding ent goods of this grade to meet the of their customers. There is still tobacco of the 1921 and 1922 crops hands of the packers, although not h, it seems, to satisfy the demand.

aring for N. C. L. A. Convention

parations are already under way by ancaster Leaf Tobacco Board of for the convention of the National Cigar Leaf Association to be held here in June, 1924. President Milton Ranck was authorized at the quarterly meeting of the organization on last Saturday, to proceed with the naming of the various committees who will make arrangements for the convention. These committees will be appointed by President Ranck in the near future, and will start at once to get everything and everybody in the Red Rose city properly "set" to receive the tobacco men next summer.

Join Board of Trade

Three new members were admitted to the Lancaster Leaf Tobacco Board of Trade at last Saturday's meeting. The new members are: A. Hoober & Co., of New Holland; Walter S. Bare & Co., and Albert Koshland, both of Lancaster. This trio of packing establishments have been operating in this section for some time and are known among the trade as three of the most progressive and reputable houses in Lancaster county. The roster of the Board of Trade now holds 59 names, making the Lancaster body the second largest in the country.

Off to Florida

H. B. Weaver, of the I. H. Weaver Co., left for Florida this morning where he will spend several days in the interests of the Planters' Sumatra Corporation, of which he is a director. Joseph Stiles of York, Pa., accompanied Mr. Weaver on his trip.

Open Branch Factory

The Consolidated Cigar Corp. today began operations in its new branch factory at Marietta, Lancaster county. Arthur T. Baker is superintendent of the new factory. The sweating facilities of the Consolidated in Lancaster are also being enlarged at the present time.

Figures on cigar production in Lancaster county for September, as given out by the local revenue office, show a decrease of more than four million cigars since September of last year. The cut has been made chiefly in the cheaper Grade A cigars, which class alone shows more than a three million decrease.—KEYSTONE.

York County News

Sterner Sells Out

YORK, Pa., Oct. 8.—C. A. Sterner, of the Sterner Cigar Co., has sold the goodwill and fixtures of the factory located on York street, Hanover, to Jacob C. Kling, of Hanover. The stocks of cigars and tobacco were sold to Philadelphia brokers. The new owner took possession of the factory today. Mr. Sterner conducted this factory for a period of 20 years, succeeding Charles Bowman & Sons, the senior Bowman being one of Hanover's pioneer cigar manufacturers. Mr. Sterner will devote his entire attention to the automobile business, being a member of the firm of Sterner & Goodfellow, which operates the Durant and Star sales and service station in Hanover.

September Cigar Sales

The shipment of cigars during the month of September from the J. C. Winter Cigar Co., Red Lion, and branch factories at Windsor, Bittersville, Martinsville and Craley, if laid end to end,

(*Continued on page* 48)

THE MEADS TOBACCO CO.

If It's TOBACCO *We Have It*

RED LION, PA. U. S. A.

W. K. Gresh & Sons

NORRISTOWN, PA.

Manufacturers of

The MEDITATION Cigar

Write Us if you need

PENNSYLVANIA

Correspondence Solicited

Seedleaf Tobacco Growers Company, Inc.

LANCASTER, PA.

E. L. NISSLY & SONS

Growers and Packers of

CHOICE CIGAR LEAF TOBACCO

Packing Houses, LANCASTER & FLORIN

Main Office, FLORIN, Pa.

Critical Buyers always find it a pleasure to look over our samples

Samples cheerfully submitted upon request

I. H. WEAVER COMPANY

LEAF TOBACCO

237-39-41-43 N. Prince St. LANCASTER, PA.

PENNSYLVANIA TOBACCO

All Lancaster County Grown

The Cream of the Rich Northwest Section

MT. JOY FARM PRODUCTS CO., Inc.

Co-operative Packers and Jobbers

MT. JOY, PENNSYLVANIA



Made in two sizes.

To Cigar and Cigarro Manufacturers —

The only

SCRAP CUTTER

built for economical results and service

WHAT IT DOES

Cuts damp tobacco. Cuts 2500-3500 lbs. per day. Cuts uniform. Is adjustable to different sizes. Consumes little space and power.

WHAT IT DOES NOT DO

Does not choke up.
Does not tear or drag the leaf.
Does not make over 1-10% dust.

Himoff Tobacco Machine Co.

13th Street

LONG ISLAND CITY, N. Y.

D. DREUX, Inc.

Successors to Wm. Quanjer, Inc.

Importers of Sumatra and Java Tobacco

Telephone John 2700 136 Water Street, New York



MARSHALL FIELD CIGARS

Distinctive Quality

After all nothing satisfies like a good cigar

THE CORAZA CIGAR CO.
HOWARD F. PENT, President
7th & Cherry Streets *Philadelphia, Pa.*

Philadelphia Operating on a Much Better Ba

Large Cigar Factories Working Under More Favorable C ditions—Despite Slight Decrease in Aggregate Out Some Are Up to Capacity—Quality on Higher Plane

PHILADELPHIA, Oct. 9.—Better conditions in the cigar manufacturing industry than have been experienced for months—yes, even for a year or two—are now being enjoyed by the big producers, but their number is not large. There has been considerable falling off recently in the aggregate of output of all the Philadelphia producers, including a slight one in the ranks of the leaders. However, a group of those at the very top are none the less much better off than they have been in that, while production is continuing at capacity, there is freedom from the embarrassment of an oversold condition. Moreover, the quality of output is on a higher plane than it has been for a long time. These conditions, only anamolous superficially, are due to the very greatly changed attitude of labor. It is no longer either domineering or dominant. Opportunities for securing work on the highest paying lines are no longer so plentiful that hands can throw up positions on slight or no pretext at all to be received with open arms by competitors. Medium wage workers also have reason to retain present positions even though that means production up to the high standard set by the foreman or superintendents rather than by themselves. Competent employees are steadily at work and at highly profitable rates, because the leaders are constantly increasing production and opening new factories.

Jobbing conditions were reported during the week to be much improved as regards out of town trade, and particularly that arising throughout the anthracite coal regions, but not so much in Philadelphia. Jobbers are complaining of the restriction of orders by the retailers, and then of slowness in collections. In only one section of the city are real forward steps being taken, and that is in the textile district, due to the reopening of the mills.

A few of the centrally located retailers report more active box sales than since summer dullness set in, and virtually all note considerable improvement in transient and counter sales, ascribable not only to fine weather but as well to general industrial and commercial advancement.

All the cigar box manufacturers are rushed with orders, not only for regular stock but particularly for special holiday packings, which will be offered this year in larger number and variety than for several seasons past.

A new concern opens its doors this week at 39 N. 6th street. It is called the Liberty Cigar and Novelty Co. It is to conduct a wholesale and retail cigar and tobacco business principally, with novelties of all kinds as side lines. The proprietor is F. Zungolo, now engaged in a similar business, under his name at 146 N. 8th street. He has leased the entire building, but will occupy only the 6th street end, subleasing a store on the Filbert street side, and the upper floors.

Repeating Well

Although the new pocket packet of Philadelphia Hand Made, only within a short time has been placed on the market by Bayuk Cigars, Inc., a surprisingly large number of repeat orders have been received. The corporation anticipated a big market, and therefore, is in position to promptly fill all requisitions.

Congress Cigar Co. Activities

Charles Bock, of the Bock-Stauffer Co., Pittsburgh, Pa., distributors for La Palina, paid the Congress Cigar Co. headquarters here a visit during the week. Samuel Paley, head of the firm, is confined to his home, suffering with la grippe, but is recovering. Sales Manager Willis A. Andruss is closing up an extensive western trip, and his early return is anticipated. Jacob Paley spent the better portion of last week over in the New York headquarters.

Triangulares in New Packin

Louis Rosenfelt, proprietor of Campo Garcia factory, 513 Dick street, has been very successful wit Triangulares shape, receiving mucl tronage from clubs, whose member preciate the qualities of material an shape, which prevents rolling off card table. They are not being mar in regular boxes, but in packets, wr in an imported, transparent ma known as Cellephane. It is transp and can be twisted at the ends in pac and has the appearance of gelati clear celluloid, making a package bo tractive, protective and safe from or drying out.

Out of Drydock

Jacob Baum, of the Jersey City bacco Co., recently subject of an o tion for a nasal obstruction, called o trade during the week, entirely recov

After a service of 26 years with Eisenlohr & Bro., Charles William resigned to accept a position with Victory Cigar Co., now making a bi favor with a 5 cent proposition.

Looking Forward Hopefully

The G. H. P. Cigar Co. is hopef being in possession of its centrally lo and mid city annex by the end of month, but is certain that it will be to utilize the very much needed fac of the entirely new two-story additi its 3rd and Brown streets headquarte the close of the year. Each of the is 100 by 200 feet, and they will be exclusively for the storage of leaf u perfect conditions of preservation. pacity production is being conduct all the 23 factories in the G. H. P. c

Trying to Meet Big Demand

An additional branch factory of Consolidated Cigar Corporation has opened in Lancaster, Pa., at the corn Prince and Ross streets. It is a story building, and will be used pa larly for the manufacture of F George in Londres size and at the of 150,000 per day. The corporatio ports being oversold on Henry Geor at least 1,500,000, the biggest sho being for the western territory. Ma C. M. Taylor, of the local branch at and Wharton streets, is keeping o tions at absolute capacity, and then in the effort to accommodate pat The 44 Cigar Sales Corporation als ports being heavily oversold on 44 the new Invincible shape, followin intensive sales campaign prosecuted u the personal direction of Sales Ma Louis I. Levinson, in the city, with a large centrally located stores feat the brand in conjunction with elab displays in both store and window.

In Attractive Holiday Dres

An especially attractive holiday ing in 40's will be made by P. C. weiler & Bros. Co., 927 Sansom stre its Lew Wallace, Ivanhoe and La M leaders. Edward M. Laing, of the organization is traveling through n ern Pennsylvania and New York stat

Preparing for Vast Campaign

A national campaign of unusual is being planned by Otto Eisenlol Bros., 932 Market street, on Cinco Henriettas.

Pending the meeting of the credito the financially embarrassed cigar m facturing firm of the Hyperion C New Haven, Conn., the John P. feather local branch here is being ducted as usual. The Kilfeather C located at New Haven, Conn., and a over a year and a half ago opened a factory on the third floor of the buil 37 North Second street, and later over the lower floor vacated on the solution of the Halpern Cigar Co employs fifty hands and manufacture

...oon, a cigar with a New England ...cage. The meeting of the creditors ...eld in New Haven on Thursday, ...cing to the absence of some of the ...e claimants no action was taken.

Baltimore Market

...TIMORE, Md., Oct. 4.—Gieske & ...nn, leaf tobacco merchants, make ...o as follows:

...RYLAND: With Receipts of 980 hogs... and sales of 1534 hogsheads, our ...t continued active for all grades at ...rmer prices.

...o: Receipts, 3 hogsheads; no sales.

Crop Prospects

...RYLAND: The 1923 crop is now ... housed with no frost to date. ... the exception of some houseburn, ...ould prove to be one of the best ...rgest crops grown during the past ...rs.

Association Data

... Leaf Tobacco Association of Balti... City, issues the statistics for the ... ending October 3:

Receipts

	This Week	Previously	Total	Net Receipts to Date	Net Receipts Last Year
...nd	...1,008	24,916	25,924	24,332	22,314
...	3	1,081	1,084	1,006	529
...al	...1,011	25,997	27,008	25,338	22,843

...spections this week: Maryland, 28; to ...Maryland, 1,592; Ohio, 78.

Deliveries

	Maryland				
	Coastwise and Domestic	Foreign	Total	Ohio	Total
...week....	189	539	728	.....	728
...usly ..	4,658	13,976	18,634	1,572	20,206
	4,847	14,515	19,362	1,572	20,934

Stock in Warehouses

	Maryland	Ohio	Total
...Jan. 1.....	9,590	3,025	13,615
...ts since	24,332	1,006	25,338
	33,922	4,031	37,953
...red since	19,362	1,572	20,934
... today	14,560	2,459	17,019

Sales

	Maryland	Ohio	Total
...week	1,534	.....	1,534
...usly	19,494	1,166	20,660
...otals	21,028	1,166	22,194

...ings to Produce Good Tobacco

...ce there has been little scientific in...gational work done with tobacco ... the line of producing color, only ...w things are known as to why one ...er gets a good crop whereas an... gets poor quality from an equally ... piece of ground. We do not know ... a scientific standpoint the things ...produce color. We turn our atten...very few years to some new variety ...is supposed to cure better than any ..., only to be equally disappointed by ... Something, then, other than the va... must be responsible.

... order to teach the practical produc... of tobacco to our class in Agricul... in Fleming county, without these ...tific facts to guide us, we determined ...d from the producers of good to... themselves their own practices and ... to find if they agreed in any meas...upon the things that were responsible ...quality in a crop. Going to the de...y houses we secured the names of ...men who had sold crops averaging a ... advance payment. The twelve men ... were thus surveyed received an aver... of 14.4 cents per pound as an advance ... had sold 75,100 pounds. Here is what they practice in growing their crops:

Eight of these men preferred Kelley seed, while all the remainder gave it as their second choice. Two preferred Judy's Pride, one Golden Seed Leaf, and one Standard Burley. All preferred heavy sod land upon which to grow their crops and took clover sod as second. Not one liked timothy sod. Fall or winter plowing was popular over spring, and all desired to begin cultivation of the ground about corn-planting time, so that the moisture would be conserved. Six of the farmers used fertilizer, three using complete goods and three using acid phosphate only.

Ten men said that the plants of the first two pullings from the bed were far superior to those that were pulled later. Mr. Collins, whose tobacco drew an advance of $17.05, believes that good, early plants are half of the job in producing a good crop.

The majority liked the setter in preference to setting by hand, and gave it as their opinion that the wire worms are not worse following it. These farmers set their tobacco at distances of 16 to 20 inches in rows three and one-half feet apart. Clean, shallow cultivation is practiced by all and little hoeing was used.

The number differed as to the number of times that tobacco should be topped, some completing the job at two operations, while others topped frequently. This, then, seems to be a point of minor importance, as they all had good crops. All, however, topped at a medium height and did not allow the plants to bloom long before topping.

All agreed that long suckers pulled only once was a very bad practice. This point is one that has been frequently disagreed upon, and we are glad to notice that all of these good crops were handled in the same way. One farmer expresses this point well in saying that you cannot pull your crop off and throw it down between the rows and yet expect to haul it to the barn. Eight of these men pulled the suckers short (2 to 4 inches), while the other four pulled them at a medium length (4 to 8 inches).

All preferred medium early cutting after two sets of suckers had been pulled. Eight allowed the crop to stand two or three days after the last suckering, while four cut immediately.

The majority of these men liked the standard width barn without extra sheds for curing. Sixteen sticksp per rail is all that most of these men hang. Some leave out sticks opposite the doors and ventilators for the free passage of the air. All agreed that barns should be provided with top ventilators.

The majority preferred to strip as soon as the tobacco was cured sufficient and to bulk as rapidly as stripped to prevent loss of color.

Summing up, these twelve producers of good tobacco receive a good price for their crops because they follow certain methods. They get good prices because they do not trust to luck. They believe in good ground, good, early plants and setting, reasonable cultivation, topping when the bud is still small, keeping the suckers pulled off, and plenty of barn room. To these they add cars in stripping and grading.—L. A. BRADFORD.

Women Prisoners Are Not Allowed to Smoke

DENVER, Colo., Oct. 5.—Female prisoners in the Colorado state penitentiary are no longer permitted the solace of smoking within the walls of the institution, according to Warden Thomas Tynan. The male prisoners are to be allowed to continue the use of the weed, however.

In answer to protests against his action, Warden Tynan said: "It doesn't look well to see women smoke. If they want to smoke, let 'em keep out of the penitentiary."



Look ahead

Today's sales are important—but what about tomorrow's?

Build for tomorrow too. Sell cigars that repeat—tomorrow, the next day and the next.

That's the way Girards sell. Smokers try them on reputation and buy them on quality.

Sell Girards and build a bigger, better trade.

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GIRARD

America's Foremost Cigar

Protect that Delicate Aroma

Safeguard your cigars, cigarettes and tobacco by packing them with Diamond F Protective Papers. Good both as an inside or an outside wrapping.

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PROTECTIVE PAPERS

GLASSINE—is noted for its fine transparency and grease proof qualities. This paper is free from wax and is particularly adapted for the tobacco trade. It can be had in either plain or beautiful embossed sheets of various designs. Write today for samples and a quotation on an attractive protective paper that will safeguard your goods and save you spoilage losses.

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Five in Foil 25c.

Ten in Tin 50c.

Tins of 25 and 50 as well. Four inches of a 25c. cigar

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York County News

(*Continued from page* 45)

would cover 193 miles. This firm during the month shipped to different parts of the United States a total of 2,450,000 cigars.

David A. Horn, of the Tampa Cigar Co., Red Lion, who was accompanied by his son, Charles W. Horn, returned October 3 from Florida, where he went to purchase tobacco.

Practically all the cigar factories in the city and county worked only part time last week, in order to give the employees an opportunity to attend the county fair held in York. During the week, daily flights over the fair grounds were made by Lieutenant Karl S. Ort, aviator for the Manchester Cigar Co., who dropped literature advertising the company's popular five-cent cigar, samples of which were also distributed by tiny parachutes. Miss Alice Snyder, a stenographer in the employ of the Manchester Cigar Co., accompanied Lieutenant Ort on one of the flights. It is needless to say that the novel advertising stunt of the Manchester Cigar Co. made a hit and resulted in much publicity for the Havana Cadet. J. F. Reichard, of this city, proprietor of the Manchester Cigar Co., is delighted with the results.

Chicago

(*Continued from page* 31)

in a few days for a road trip to book more holiday orders for Don Sebastian cigars.

The annual International Live Stock Exposition will be held here Dec. 1-8. Special rates have been decided on by the railroads. Hotels have already been booked to capacity by the visitors who are to attend. Cigar dealers anticipate a brisk business.

The Demand Grows

La Palina steps along fast. The call for the 15-cent Magnolia and two-for-25-cent Senator size is bigger than ever.

Wm. J. Seidenberg, of New York, and Harry L. Harris, general manager of the Wm. J. Seidenberg Corp's Chicago branch, returned today from Milwaukee, where they covered the Cream City trade. They visited practically all of the Pancho Arango cigar dealers.—H. L. H.

Aid to Growers

(*Continued from page* 28)

it will cover 1,000 cigars. Although it costs from 10 to 20 times as much as the domestic wrapper, it is largely used by the trade.

"Another discovery of importance is that of steam serilization of tobacco beds. Before this innovation, the grower sometimes had great difficulty in growing plants for transplanting. They would become diseased, and weeds caused much trouble. Now both of these difficulties are eliminated by use of the steam sterilizer, which kills the weeds and destroys the disease organisms.

"One of the most destructive diseases is known as mosaic, but the investigators of the department have succeeded in coping with this, also the disease known as 'sand drown.' The department has found that it was not too much sand, as supposed, but the lack of magnesia that affected the plants, and so this supposed disease has now been fully overcome.

"Some of the greatest advances have been made in the field of plant breeding. A number of varieties have been developed. During the progress of certain experiments it was found that the length of the day influenced the growth, flowering and fruiting of plants. This discovery attracted the attention of scientists throughout the world, and promises to produce great scientific and practical results.

"In districts where tobacco is cured without artificial heat there is occasionally a great loss because of bad curing. Experiments carried on by the department have shown that a certain amount of heat used at the critical time will make it possible to cure the tobacco just as it would be cured if the right weather conditions existed from start to finish.

"The department's entomologists, too, have been working out results along the line of fighting insect pests. Arsenate of lead has been developed as a substitute for paris green, and it is estimated that this has effected a large saving. The tobacco beetle, destructive to stored and manufactured tobacco, is now controlled by fumigation, a process worked out by the department.

"Yet, there still remain many problems confronting the growers, handlers and manufacturers, but the scientists of the department are at work upon them, and needless to say, we may anticipate further worth-while resculls from their efforts."

Burley Election

(*Continued from page* 41)

C. Stone, James N. Kehoe, Bush W. Allin, Judge Robert W. Bingham and H. Kirby Bourne.

The nine new members of the board were sworn in, as were McCormick and Gordon, the new directors-at-large. Judge Bingham was unable to be present.

Besides re-electing him director-at-large by unanimous standing vote, the board also adopted a resolution expressing "thanks, grateful appreciation to and confidence in Judge Robert W. Bingham for the signal service rendered by him to the tobacco growers of the entire burley district."

Judge I. H. Thurman, of Springfield, R. P. Taylor, of Winchester, and Perry B. Gaines, of Carollton, appointed by the president members of the credentials committee, reported the credentials of the directors-elect in proper form and the oath was administered to them by Notary Public B. P. Anderson. Judge Thurman administered the oath to the two directors-at-large.

Miss Carmel Hallmeyer, of the legal department, which has been actively after contract-breakers in all parts of the district recently, reported on its work to the directors, as did the social service department and the field service. Actions against contract-breakers have been brought in Ohio, Kentucky and Indiana, and in the latter state, despite the fact that there is no co-operative marketing act, an important injunction suit was won temporarily at least, in the circuit court at Madison.

The social service department, of which Miss Verna Elsinger is the head, has organized community locals in a number of counties and is proceeding to organize in others as requested by the local members of the association. This department was declared by the president to have a high educational value and to be doing a valuable work among the growers, their wives and children. Miss Elsinger made a detailed report of the work of her department.

Chief William Collins, of the field service reported 91,706 members to date, with progress being made in Tennessee, Missouri and Virginia, in new territory, as well as contracts coming from all parts of the territory already organized, more than 21,000 members having been added in the past year.

Delegations of growers were present from Indiana, Ohio and Kentucky counties and remained interested spectators of the session.

The afternoon session, which did not close until 6 o'clock, was devoted to discussion of the problems of the association.

The new directors sworn in were: George McCormick, of Stout, Ohio, director-at-large for Ohio; Jerry N. Gordon, of Metamora, Ind., director-at-large for Indiana; George Roth, of Manchester, Ohio; John E. Brown, of Shelbyville, Ky.; Ed. Burke, of Paris, Ky.; W. O. Protsman, Vevay, Ind.; Bedford Macklin, Frankfort, Ky.; Chambers Perry, Mt. Olivet, Ky.; Clark B. Patterson, Mt. Sterling, Ky.; J. H. Woods, Stanford, Ky.; Peyton R. McMakin, Bloomfield, Ky.

Connecticut's "Best Crop"

(*Continued from page* 33)

tween buyer and seller, so that neither is in a contented frame of mind until the crop has been bundled, sweated and assorted.

Members of the Connecticut Valley Tobacco Association are not in the worrying class. They have adopted a method of handling and selling their tobacco which prevents disputes between buyer and seller. Since the advent of this organization a great change has taken place in the tobacco market. Practically 90 per cent of the out-of-doors crop of tobacco is now controlled by the association, so that this crop is not at the mercy of speculators as in years gone by.

The Havana Seed pools have been made up and sampling has been going on for some weeks. The result is that ne ly all of the Havana Seed leaf has b sold. About the first of October Broad Leaf sampling was completed millions of pounds of this tobacco will put on the market. When the sampl is finished the various "pools" or gra will be cased and any grower will able to find his dark leaf or medium l in one of the higher priced pools and other grades in a lower priced pool. E case of tobacco is consigned to a p according to its merits and the final s tlement with each grower will be on merits of his tobacco. The swea broadleaf shows that the majority of has come through that process in v fine shape, there being very little m or damage of any kind. It is expec that the average price received by grower will be far in excess of that used to realize under the old method lack of method of marketing his cr Under the association's plan he wa until all assorting is finished before gets his final payments but the amount so much larger that it compensates h for the slower method of marketing.

Preliminary arrangements are be made by President Alsop of the Assoc tion for the financing of the 1923 cr so that first payments on this crop m be made much earlier than was possi last year. Each succeeding year of t association's existence will make for more prompt marketing of the crop a payment for the same.—*East Hartfo Gazette.*



In Perfect Condition

BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.

MADE BY
RACINE PAPER GOODS CO., Racine, Wis.

CLASSIFIED ADVERTISING

WANTED—Jobbers for distribution of quality cigar, small size, long filler, hand ma retailing at 3 for 10c. Samples and prices s mitted by the Mella Cigar Factory, 304 S. 12 St., Louisville, Ky.

SALESMAN wanted for Pennsylvania Philadelphia manufacturer of quality ciga Address Box 38, care Tobacco, 10 E. 39th S New York.

WANTED TO BUY double stick and apro steel constructed drying machine, in good c dition. State length and width. Address J. S., Box 351, Lexington, Ky.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXVI. No. 25 NEW YORK, OCTOBER 18, 1923 Per Annum, $3.00 Per Copy, 10c

ilwaukee's Wholesale Cigar Trade Improving

stribution Last Week Was Greater Than Previous Week—Greatly Exceeded Volume for Same Period in 1922—Home Factories Working Full Force—Holiday Orders.

ILWAUKEE, WIS., Oct. 12.—The olesale distribution of cigars was ater this week than the previous week, greatly exceeded the volume for the ne period of last year. All the local ories are working full force and are y sending out early holiday orders. ollections are not equal to the same iod of last year, and jobbers are itening up on credits.

uckingham cut plug is placed with the dealers. It "sure" does sell at cents.

eter Goebel is placed all over the . This brand is distributed by the alla Tobacco Co. It comes in sizes t retail at from 5 cents to 3 for 50 ts.

Feature Marshall Field

Marshall Field from the Coraza Cigar , is on sale. Several dealers feature cigar.

Small Packings at Regular Price

he trade has been advised that there to be no extra charge this year for es of 25. Some of the factories are ring boxes of 10 at no increased cost. he Mi Lola Cigar Co. is booking ers for Mi Lola, 10 in a box, that are ed at $75.00.

n the bill-boards we see Mozart cigar . The Mozarts are well placed and e a steady call.

arge Tuxedo signs are shown on the -boards around the city.

ean Trimberger, manager of the Mil-ukee Club, gave Wm. J. Seidenberg, en he was here a few days ago, a ristmas order for Milwaukee Club ection de Luxe in Boite nature pack-s. It was a life size order, and was 6 sizes of this Tampa made cigar.

On the Counters

a Palina, 2 for 25 cent size, in glass s are on the tops of all the counters. neat metal stand to hold the glass is given the dealer.

rank Suavely, who has been cigar barment manager at the Hotel Pfister, no longer with the hotel. Some weeks he left on a vacation and has not n seen since.

he United Stores offer 10 certificates h each one dollar purchase. This ans a saving to the smoker of 10%.

Webster, La Palina and Mi Lola ars occupy many window spaces. ese three leaders are seen all over city.

Pipe Favorites

n pipes such makes as Dunhill, Well-ton, Kaywoodie and Redmanol, are all rage.

A Leader

n the bill-boards is shown La Palina ars. This Java wrapped cigar from Congress Cigar Co., is the leading ler in all the stores.

Maintain Popularity

Brands of National reputation that d forth in the windows are Muriel, Producto, Mozart, El Roi Tan and bsters,

The Lewis-Leidersdorf stores show several sizes of Cuesta-Rey. At present their stores are featuring Portage, a 5 cent cigar that they guarantee is 40% Havana.

In the stores of Leo Abraham Co., Webster, Corina and Farragut cigars get all the window displays. These are the featured brands with the house of Abraham.

Several very lage bill-board signs of Corina cigars from Escalante & Co. of Tampa, have been placed here.

Maurice Rothschild, who covers this territory for the Congress Cigar Co., has returned from Chicago where he was called on account of the illness of his mother.

Jake Paley of the Congress Cigar Co., is booked for a visit here in the very near future.

Fred Weil, the well known down-town retailer, features Pancho Arango, Mi Subrino, Cuesta-Rey, Francisco G. Bances, Charles the Great and Gonzalez.

Java Wrapped

In Milwaukee more Java wrapped cigars are smoked than all other kinds. As a clear Havana city it is a very poor one, for outside of the big dealers, hotels and clubs, very few clear Havana cigars are on sale.

Dick Peyton was a recent visitor here for F. Garcia & Bros.

The Pfister Hotel shows a larger line of cigars than many dealers here. Besides all the popular brands they feature Salve and Hotel Pfister, two private brands that have a fine sale.

F. W. H. Clarke, well known to the trade here, has succeeded J. P. Brill in this territory as representative of the Wm. J. Seidenberg Corp. He will feature Virginia Lee and Pancho Arango.

Pleased With Business

A trade visitor was Wm. J. Seidenberg of New York, who covered the trade with his general manager Harry L. Harris. The Pfister and Plankinton Hotels, Milwaukee Club, Fred Crombie, Fred Weil Cigar Co., Cavalla Tobacco Co., and the Wisconsin Club, all sell his Pancho Arango, made in bond cigars. He left here for Chicago, feeling very happy and with a fat bunch of rush orders.

Classy Displays

Several classy Chancellor cigar displays are seen in the windows. Harvester is also displayed.

D. Kurman & Co. are kept busy rushing out Webster and Corina cigars to their customers.

Has Busy Store

Fred Crombie features Pancho Arango, Francisco Bances, La Palina and Garcia y Vega. He has a busy store in the Chamber of Commerce Building.

Poppers Ace, a big 10 cent Corona size, in tins, is on all the counters. This cigar is placed here by the Badger Tobacco Co.

The Cavalla Tobacco Co. uses as leaders Flor de Melba, John Ruskin and Peter Goebel cigars. They sell with all the trade and the Milwaukee distribution is 100 per cent.—H.

Survey Near Completion

WASHINGTON, D. C., Oct. 17.—It is understood that the survey of the tobacco business which is being made by the Tobacco Section of the Department of Commerce for Congress is nearing completion.

During the closing hours of the last session of Congress an appropriation of $400,000 was made to make a survey of so-called foreign monopolies. Part of this sum is being expended by the Department of Commerce to look into the tobacco situation.

A survey of the tobacco industry in both the United States and abroad is being made, and it is hoped and expected that this report will be ready for Congress when it convenes in December.

It is said that the field work on the tobacco survey, insofar as the United States is concerned, is about completed, and the report is being prepared in written form. All of the European reports are not yet on hand but those in charge are of the opinion that the report will be ready for Congress when it convenes. —LAMM.

Funeral of Jos. Holzman

The body of Joseph Holzman, prominent leaf tobacco importer and packer, who died at Baden-by-Wien, a suburb of Vienna, September 21, arrived in New York last Wednesday on the White Star liner *Majestic*, accompanied by his widow, Lena Holzman, and their son, Harold, with whom he had been touring Europe, when taken ill. Funeral services were held the following day, Thursday, and were attended by many of the tobacco industry.

Mr. Holzman, who was widely respected and admired in the trade, had been in business at 185 Water street, New York, for more than 30 years. His three sons, Samuel, Abraham and Harold, are members of the Holzman organization.

Salesmen Nominate

At a meeting of the Tobacco Salesmen's Association of New York, held in the Hotel Pennsylvania last Friday, Jesse G. Powell introduced a resolution to the effect that the organization should be represented on the Board of Directors of the Tobacco Merchants Association, and that a copy of the resolution should be sent to the T. M. A.

The annual election of the Association is to take place on Friday, November 9, and the following members have been nominated for office:

President, Sidney J. Freeman;
First Vice-President, Jack Eckstein;
Second Vice-President, Sam Fordin;
Treasurer, Max Berliner;
Financial Secretary, Leo Reiders;
Recording Secretary, Harry Block;
Sergeant-at-Arms, Clarence Bendheim and Charles Karnow;

Board of Directors, 3 year term, Bert Berl, Herman Goldwater and Sidney S. Powell; 2 year term, Irving Lipsig, Jos. Freeman, A. J. Silett, Chas. Kohlberg, Louis Freis and Sam Scharfstein; 1 year term, Melvin Yanous, Morris Baylis, Jack Shapiro and Jack Littman;

Delegates to T. M. A., Albert Freeman, Jesse G. Powell; Alternates, Edward Johnson, Gordon H. Newman and Jack Cohen.

Delegates to National Council of Traveling Salesmen's Associations, Albert Freeman, Jack Cohen, A. J. Silett, Leo M. Lehman and Morris Baylis; Alternates, Melvin Yanous, D. Scharfstein, Louis Spivak and Sam Scharfstein.

Last Fall Inscription

At the Fall Sumatra inscription, which was held in Amsterdam last Friday, 300 bales were purchased for American consumption. The principal buyers included the General Cigar Co., H. Duys & Co., and A. Bornholdt & Co.

Patterson Bros. Tobacco Corporation

With regard to the recent report to the effect that F. A. de Pilis is no longer connected with Patterson Bros. Tobacco Corporation, Mr. de Pilis, in a statement sent out under yesterday's date, says:

"We wish to inform you that the information given out by one of the trade papers in New York in connection with Patterson Bros. is not correct, as Mr. de Pilis is still chairman of the Board, Director of the Company, and one of the three voting trustees; in fact, representing 15,000 B. shares in control of the company. There are no real or serious financial difficulties in said corporation but the dispute about the influence and management."

Hear Final Argument in Price Fixing Cases

WASHINGTON, D. C., Oct. 15.—The Federal Trade Commission last week heard final argument in three tobacco cases, including docket No. 886, which is the Commission's case against the Wholesale Tobacco and Cigar Dealers' Association of Philadelphia, the American Tobacco Co. and P. Lorillard Co.; docket No. 908 against the Tobacco Products Corp., and docket 909 against the P. Lorillard Co.

Edward L. Smith, attorney for the Commission, made the final argument in all of these cases for the Commission. In the first named case, John Walsh, former chief counsel of the Commission, represented the Philadelphia Association; Joseph Taulane represented the Philadelphia jobbers, and Charles Caldwell the Lorillard Co. Junius Parker, chief counsel of the American Tobacco Co., was also present but did not participate in the argument. In the last named cases, the Lorillard Co. was also represented by Mr. Caldwell, while Alfred Allen and Charles S. Moore represented the Cincinnati jobbers; Clarence Dorger the Jaszen Grocery Co., and H. H. Shelton the Tobacco Products Corp.

Mr. Smith in his argument before the Commission in connection with its case against the Wholesale Tobacco and Cigar Dealers' Association of Philadelphia,

briefly explained the case, in which the Commission charges that the Association set retail prices for Philadelphia and that the two tobacco companies aided the Association. He told the Commission that in order to check up the members of the Association that the Association itself hired a spy or investigator whose sole duty was to purchase tobacco products to see that the prices were being maintained. Where it was found that the Association member was not maintaining the price and would not line up the two companies refused to sell to him.

The price agreement, Mr. Smith pointed out in his argument, was not between the manufacturer and the retailer, but the manufacturer and his distributer. The principal, however, he said, is the same and for this reason he likened the case to the Beech-Nut decision of the United States Supreme Court.

The conspiracy, Mr. Smith pointed out to the Commission, was between the members of the Philadelphia Association and the manufacturer. He told the Commission, also, that the Philadelphia Association had an agreement with a similar association in Baltimore in connection with the sale of tobacco products in Delaware.

The question of what are known as sub-jobbers was also taken up by Mr. Smith in his argument. These merchants always get their supply from the wholesaler, he said, but when the Philadelphia Association was formed the sub-jobbers were required to pay as much for their stocks as the retailer and they were therefore forced out of business.

Mr. Smith attempted to show the co-operation between the Association, the American Tobacco Co. and the P. Lorillard Co.

He said that the records showed that an agreement was entered into between the American Tobacco Co. and the Association whereby a wholesaler cutting his price was cut off by the company from its jobbers list.

In his argument before the Commission in connection with the other cases, Mr. Smith gave a detailed picture of the tobacco jobbing situation in Cincinnati and Covington across the river. He said that in June, 1921, an association of jobbers was formed in Cincinnati at the suggestion of the Lorillard Co., and that an agreement was entered into between the jobbers and the company similar to the Philadelphia agreement, by which any member who did not maintain the retail price would be stricken from the jobbers list of the Lorillard Co.

Mr. Smith stated specifically in his argument that at least one jobber was stricken from the Lorillard list but he was later reinstated when he agreed to maintain the uniform price set by the association. He said that the report in this case sustained the original complaint of the Commission. By cutting jobbers off of their list, Mr. Smith said, the Lorillard Co. protected the Association.

The Association only functioned a short time because it ceased to operate as soon as the Commission's investigation was begun. The record Mr. Smith contended in his argument showed that at least one of the jobbers admitted in his answer to the Commission that an agreement had been entered into by the jobbers for fixing prices. The Association, he stated, was merely an instrument of the tobacco manufacturers.

Companies Make Flat Denials

Attorneys for the tobacco manufacturers, the jobbers, and the associations in these cases, in answering Mr. Smith's arguments denied emphatically that there was any price maintenance agreement and they took exception to many points brought out by Mr. Smith. They also denied that there was any connection whatsoever between these cases and the Beech-Nut decision of the United States Supreme Court. The cases have not gone to the Commission for final action. —Lamm.

S. C. Warehouse Burned

Manning, S. C., Oct. 13.—Fire of an unascertained origin completely destroyed the Clarks tobacco warehouse conducted by R. Terrel, and over $15,000 worth of tobacco. It is probable that the insurance will cover the loss.

San Francisco Has a "Lull" But Still Is Hopeful

Several Things Contribute to Unexpected Quiet Period—Dealers Believe Fall and Holiday Season Will Be Good—Some Notable Improvements and Progress Being Made.

San Francisco, Cal., Oct. 9—A lull in the local cigar trade of the bay region, especially in the retail business, seems to be rather general. In fact the month of September saw a period of quiet in many lines beyond what was reasonably anticipated. A number of causes may have contributed. Extra exertions and donations, due to the Japanese disaster; a feeling of suspense over the nearby Berkeley disaster; diminution of building operations; late season in many farm crops, and unusual building activity in many of the smaller interior places, all tending to hold workers and take workers from the city—these and many other minor causes have operated together. Yet the belief in a good fall and holiday season ahead is undiminished.

No Time for Pessimism

One firm that is pushing right ahead in spite of any pessimistic predictions others may have, is the Joseph Rinaldo Cigar Co. They have built up a handsome city distribution, and are looking about for new worlds to conquer. The present capacity of their sales force has about been reached, so they are contemplating reinforcements. The San Felice campaign still continues to bring satisfactory results. The Imporico, their Porto Rico brand, is beginning to bring in repeats. They are already beginning to get in special stock for the Holiday trade in tens, and twenty-fives in most of their brands. These include the Say So, the Champagne, the Van Camp, Charles the Great, and Imporico.

Improving Landscape

The San Felice promoter has been busy on the east side of the bay also. Along the long window spaces of the jobbing house of H. & S. C. Bercovitch, he has stretched San Felice posters to take the place of window curtains, and the San Felice is becoming a more familiar part of the landscape in the local retail stands.

No Long Shots for Long Run

Milligan & Penn, the new people who have taken over the stand of A. C. Hirschfeld & Co., at 72 Ellis St., are quite pleased with the prospects as indicated by the way that business is coming in. They are both old-timers, so that they have numerous friends. They are cleaning out all the old stock, and preparing to give their customers the best to be had. Homer Penn, in charge of the cigar department of the business, says there will be no "long-shot" goods, for the sake of profits. Good values with smaller profits and satisfied customers, he considers to be the best foundation for a steady and long-lived business. He speaks well of the calls he has for Vicente Nieto, Pancho Arango and Garcia y Vega.

Five Cent Winners

Alhambra, Coral Key, Gato Key Westers, Idilita, and La Minerva are prize winners in the Five-cent display of Julian Solmonson in the Spreckles building.

Rehabilitating Berkeley

One of the best stands on the East side of the bay is that of Lou Goldstone at the corner of University and Shattuck streets, in Berkeley. That part of Berkeley is seeing quite a boost. Several six story buildings are in course of construction and larger ones being planned. So the trade that swings round the cigar corner is multiplying. A noticeable feature of the trade is the growing call for Manila cigars.

Notable Window Display

Detroit Hand Made cigars constitute an attractive window at the Ash Stand at the corner of Fourteenth and Franklin streets, opposite the Southern Pacific Depot, in Oakland. A splendid Gato display is making the other window show off.

The two Samuels stores on the corners of Twelfth and Broadway in Oakland are enjoying an unusually good pipe trade. They keep a large and well-assorted and attractive stock, in which appear most of the familiar pipe names. Don Domo cigars, their specialty, continue popular.

Making Their Own

Oakland has quite a number of small cigar makers, who for the most part run local stands, and make a few cigars that have acquired more or less local patronage. There is A. A. Kaiser, who is doing well with his Oakland and M. & S. cigars, not ambitious to rival the big fellows, but holding a loyal personal trade. Then there is the Famous cigar, put out by H. J. Hoettels, with good local fame. And the 110 put out by Coney, who has moved over by the car barns and captured most of his old comrades working the lever. The Coronado, the La Corderito, Cash and El Carmel of the L. D. M. Co., at 2407 Broadway, also enjoy a good location. J. Gleichman, who recently purchased the stand at Tenth and Washington streets, also indulges in a few of his own for customers who insist there is nothing else to smoke.

Pleased With Business

Michalitschke Bros. & Co., distributors, have been having good success with Henry the Fourth. Their first shipment of Epcos is very pleasing to them, and they are predicting a well-satisfied bunch of customers.

A. Dobbins, 399 Geary street, San Francisco, who has been on the ailing list for some time, has sold his cigar business to Reg. Levy, formerly a Vallejo dealer.

Charles E. Kirkwood has opened a Pacific Coast agency for Eline of Milwaukee in the new Matson Building.

H. F. Hastings has sold his cigar stand at 733 Broadway, Oakland, to Jos. Stringer.

Loyd T. Newton of Stockton has purchased the interest of his partner Andrew G. Wolff, and will continue the cigar business at 432 E. Main street.

Austria Now Takes More American Tobacco

Washington, D. C., Oct. 13.—The present demand for American tobacco in Austria is greater than in 1913, though present prices of American tobacco in Austria are four times higher than in that year, says Assistant Trade Commissioner P. M. Terry in a report to the Department of Commerce.

In 1913 the Austrian monopoly used approximately 75,000,000 pounds of tobacco, of which about 62,000,000 pounds came from Hungary and about 4,200,000 pounds from the United States. The imports from the United States during the fiscal years 1921, 1922 and 1923 were about 4,400,000 pounds, 2,200,000 pounds, and 4,300,000 pounds, respectively. The American tobacco consisted principally of Virginia and Kentucky darks, though small quantities came from Maryland and Ohio.

At present the greater portions of the tobacco used for making cigars comes from the Dutch East Indies, Brazil and Cuba; that for making cigarettes from southeastern Europe, and that for smoking from Hungary, America and Dutch East Indies. The monopoly operates 10 factories, employing about 6,000 persons.

Austria prefers Turkish tobacco for cigarettes, not wholly on account of a cultivated taste, but because it can be bought more cheaply than American tobacco. Also, the price in the Netherlands on Java tobacco, which can be used for the same purpose, is lower than American tobacco.

Austria imports tobacco through ports of Bremen, Amsterdam, Rotterd and Trieste. The usual custom of p ment is 80 per cent of the purchase p when goods are aboard steamer and balance on arrival of tobacco at the tory, although the monopoly has cash to very reliable firms on shipn of tobacco.

A Campaign Against Pric Fixing

If one can judge by its recent activi the Federal Trade Commission planned a forceful campaign against practice of manufacturers of tr marked articles of controlling the re price to the consumer. Within the few days three prosecutions have b brought for this alleged violation of law against unfair competition, against a collar manufacturer, the sec against a hosiery manufacturer and third against a shirt manufacturer. three are accused of operating plans forcing retailers to resell their prod at fixed prices, which the Commiss contends is unfair competition in tha deprives the consumers of the pr lowering effect of real competi among dealers. Absolute control of resale price is undoubtedly unfair c petition, and if the Commission prove that what these concerns amounted to more than threatening to dealers off or cutting them off if t cut the price, then they will be fo guilty and forced to abandon their p The law has been well settled by United States Supreme Court in Victor talking machine case and ot cases, that the seller of a patented unpatented artices who does not hav monopoly and who is selling his go outright, cannot legally fix the re price, or at least cannot *enforce* resale price, because that would be suming a dictatorship over goods wh are no longer his. Nevertheless, all c have freely conceded the seller's ri if he has no monopoly, to refuse to goods to a cutter, even for the sole son that he cut prices. The diffic which the manufacturer therefore who wants to fix resale prices, is to m his scheme stop with what amounts substance to no more than letting trade know what he thinks the re price ought to be with the implied th to cut off anybody who doesn't obse it. That far he can go legally, but he goes further and actually controls resale price, he is undoubtedly guilty unfair competition.

The price control plant which the F eral Trade Commission charges was in the three cases referred to, is subst tially as follows. There are slight v iances in the three cases, but the sche are essentially the same:—

"(a) It issues price lists to the re trade in which its various establis resale prices for its said products are forth.

"(b) It requests and insists that tail dealers handling its said prod shall observe said resale prices.

"(c) It makes it generally known the trade by letters, circulars, salesm interviews and by other means that requires all distributors handling its products to maintain and enforce resale prices, and that it will refuse ther sales to all dealers failing to obse and maintain the same.

"(d) It procures from retail deal handling its said products reports instances of non-maintenance of said sale prices by other distributors handl said products.

"(e) It requires its traveling sa men and other agents to report, and t do report the names of retail deal who are selling, or have sold responde said products at prices other than s established resale prices.

"(f) It uses the information recei through reports mentioned in (d) (e) above to induce and compel the servance of said resale prices by all its said distributors so reported to it

"(1) Exacting promises and ass ances from such distributors that th will thereafter maintain respondent's sale prices; and

"(2) Threatening that if such pri

r not maintained no further shipments j be made to such distributors by re- ident or others.

.g) It keeps a blacklist or other rd in which are entered the names of ers handling its products who have d to observe and maintain its said le prices.

h) It refuses to supply such dealers further goods until they have given factory assurance for the main- nce of such prices in the future.

i) It adds new retail dealers to its of distributors upon receiving assur- s or promises of said distributors they will observe and maintain said le prices.

j) It seeks and secures the co- ation of its distributors, customers agents generally in preventing others have failed to maintain said resale s from obtaining respondent's said ucts.

.k) It utilizes a system of numbers ped on containers of its products to le it to trace the source of supply of rs failing to maintain said resale s in order to prevent such dealers ming further goods.

l) It has used, and now uses other valent co-operative means and meth- for the enforcement of its said sys- of resale prices; all with the result its said prices have been and are rally observed and maintained ughout the United States by distrib- s handling said products."

his goes pretty far—I don't see how nufacturer could do more to uphold rices—but it doesn't necessarily fol- that the manufacturer who does this exceeded his legal rights. If I were nding this case I should take the nd that fundamentally I had the to refuse to sell cutters, and there- all I did was to keep track of the in order to learn whom to refuse ell. Spotting dealers who cut your and cutting them off is not in my ment unfair competition, and will r in my opinion be held to be by any t. You don't have to sell *anybody*— can cut off this dealer, and that one, out reason or system, until you are g but one concern. That would inly reduce—it would even destroy mpetition, but nobody would ques- your right to do it. It may be that of the things these manufacturers went beyond the line, but there is a g chance that the Supreme Court refuse to declare the fundamentals of scheme illegal.—*Copyright,* 1923, *by n J. Buckley.*

Manila Cigar Market

gar shipments from Manila to east- ports the past week were not heavy. lers handling Manila lines in the rn territory are anxiously awaiting ery of merchandise to meet trade nds. Inasmuch as October, Novem- and December are the best months e year for the cigar trade, the short- of Manilas at this particular time strengthened the market for this type gar.

porters report a further increase in lemand for the better sizes in Class nd there is also a call for more s retailing at two for 15 cents to for a quarter. The so-called bundled ilas of standard grade, clean and free damage, have also found favor in in localities. The tendency, how- is to increase the better shaped s retailing at 5 cents. This, no t, is the result of consumer demands better 5-cent cigar than many job- and dealers were willing to handle he past six months.

turally the bundled Manila cigar, res type, has returned a better profit cigars banded and packed 50 to the Under the competition and owing e distribution of millions of the bet- rade cigars that go to the consumer nickel, these jobbers and dealers eing forced by the smoker to handle etter grades.—*N. Y. Commercial.*

Ordered Shipment Made

ke Mazer, of the Mazer Cigar Mfg. Detroit, made a brief survey of the leaf market last week, and arranged hipments of tobacco to the Mazer ries.

Cleveland Conducts Successful Business Show

Big Palace of Progress Exhibition Holds Interest of Community—All Phases of Industry Fully Featured—Best Cigar Brands Well Displayed—Comings and Goings.

CLEVELAND, Ohio, Oct. 13.—The biggest topic of conversation among Cleveland business men these days is the big Palace of Progress exhibition at Public Auditorium. Exhibits of all phases of industry by firms and men who are leaders in their respective fields feature the show. This grand and glorious business of ours of selling the people something to smoke is very capably represented at the exhibition by displays by many of the best dealers and manufacturers. The Marshall Drug Co., in particular, impressed the throngs that continue to view the proceedings, with admirable displays and arrangements of all the best brands that they carry and they carry none but the best. Out of town people help swell the number of visitors at the show and also help to swell the old receipt in the cash drawer for the retail merchant.

Ed Lieb a Visitor

Edward J. Lieb, who makes the good La Ginna and Rutalis cigars, surprised us with a visit this last week. Mr. Lieb made the rounds of the tradespeople here and succeeded, as he always does, in placing plenty of good orders for his brands.

Pipe Boosting

Ed Murray, representing A. Frankau & Co., made his way through this territory the other day, showing the dealers a good value in his 3B pipe. With this pipe to attract and hold trade Mr. Murray finds it no great difficulty to land many orders through this way.

Cuesta-Rey

Sig Mayer, Cuesta-Rey wizard, saw to it this week that every dealer he approached had a good supply of Cuesta-Rey cigars in all sizes on hand to carry him for a good time. Mr. Mayer finds his stays in the Fifth City very profitable, in fine returns and orders.

Familiar K of G Comes In

Tom Gray, well-known knight of the grip, selling Tadema cigars, made his way through Cleveland town this week. Mr. Gray has the art of selling down to a science and with a fine brand of cigars to handle, sees to it that every Cleveland dealer has plenty of Tademas on hand all the time.

Ben Block with Louis Klein

It was learned this week that Ben Block, for a great many years with Park & Tilford, as their representative in this territory, had resigned from this concern to accept a position with the Louis Klein Cigar Co., whose headquarters are in the Cleveland Athletic Club Building. Mr. Block will have charge of Cleveland sales of cigars for which Louis Klein has the distribution privileges. A big number is the Bering cigar and with a man like Ben Block at the helm this cigar will have easy sailing in local business waters. It was further reported that Sam Gottleib, formerly with Antonio Roig & Langsdorf, was to go with Park & Tilford to cover Mr. Block's old territory and keep things moving for Tilfords, Mi Favoritas, Tilcrests and Telegrafos.

Pushing Popper's Ace

All the local dealers are giving Popper's Ace cigar some real whole hearted attention. The reason? First it is a real smoke and deserves it. It offers proven value to the careful smoker. Another reason? Sam Adler, the real Popper "Ace," was in town and after leaving every dealer found himself, a live, healthy Popper booster.

Van Winters Gets Back

Van Winters got back today from a week's trip to New York. Mr. Winters tells us that things are going through in big shape in Gotham Town for La Palinas but they are going no better than they are through this region. It takes a good man to keep the sale of a good cigar going. La Palina is the good cigar and well, Van is the man, all right.

Holiday Ordering

It's not a bit too early to order holiday cigars and supplies. So say those who ought to know. An unprecedented holiday rush is looked for and expected. Orders are coming in regularly for local dealers and the factories will have plenty of time to take care of the many and varied wants of the local merchants.—HERB.

Interesting Events in Near Future

The second International Tobacco Industries Exposition to be held January 28 to February 2, at the 71st Regiment Armory, New York, and with various conferences, banquets and other events of; by and for, various branches of the industry at the Armory and the Hotel McAlpin, promises to be vastly larger, more complete and comprehensive and consequently of greater value to the entire industry in both trade channels and to the general public or tobacco consumer, according to Harry A. Cochrane, President of the National Exposition Company, managers of the Tobacco Show.

Porto Rican Government Tobacco Agency, C. A. Bond and David F. Morris, Philippine Tobacco Agents, representing the United States Bureau of Insular Affairs and the Connecticut Valley Tobacco Association, will have interesting exhibits, the latter promising a miniature tobacco shed or curing barn and the largest cigar ever made.

Leaf tobacco will also be shown by Durlach Brothers, H. Duys & Company, Max Gans Sons, Inc., Hamburger Brothers and Company, Selgas and Company, Charles J. Waxelbaum, Isidore Cohen, Cullman Brothers and others.

Cigar exhibits have already been arranged for by Bobrow Brothers, Inc., Josephson Brothers, Frau and Pena, U. S. Bureau of Insular Affairs, Manila cigars; Porto Rico Government, C. H. Wilson Inc., Ca Gral De Tobaccos De Filipinas, Determan and Company, H. L. Judell and Company, E. M. Elam, Henry Ottenberg and Company, Henry W. Peabody and Company, Laks Cigar Company, Manila Cigar Company, M. F. D. Scanlan, Marx Bros. Cigar Company, Philippine Tobacco Co., Sidney J. Freeman and Sons, Wooley and Company, S. Frieder and Son and others.

Among the machinery exhibits will be the Universal Tobacco Machine Company showing Model L Universal Short Filler Bunch Machine, 1922 Planetary Gear Driven Stripping and Booking Machine, Model M Universal Non Booking Stripping Machine, Model F Universal Stem Crushing and Booking Machine, Model F Universal Stem Crushing Non Booking Machine, Model E-1 Wrapper Register, Model D 2 Wrapper Register, Model C 3 and Model J Leaf Counting Device. Other machinery exhibits will be made by Himoff Tobacco Machine Company, Miller Du Brul & Peters Mfg. Co., Read Machinery Co., Cardwell Machine Co. and others.

Prominent in the list of additional exhibitors already signed for space are Adolph Frankau Co. Inc. Lithographic goods; Heywood, Strasser and Voigt, labels, bands and advertising matter; Alfred Orlik, pipes and smokers articles; F. E. Richardson and Company, gum, paste and licorice; Rochester Folding Box Company, Peter J. Schweitzer Inc., cigarette papers; Tobacco Trade Journal Co., World Match Co., Tobacco World Corporation, *U. S. Tobacco Journal,* Master Tobacco Pouch Co., Griffin Chokr Co., and the National Board, Tobacco Salesmen's Associations of the United States.

Additions to the list of exhibitors are being made almost daily, according to announcement from the headquarters of the Show management in the McAlpin Hotel.

The Tobacco Trades Exposition passed the experimental stage with the first exposition held last year. It proved its value to every branch of the industry even in its first year and consequently the second show will be of greater proportions and value in every way with new features based on our experiences and lessons of the first year, said Mr. Cochrane this week.

Burley Co-op Wins Rowland "Dumping" Suit

LEXINGTON, Ky., Oct. 18.—The Burley Tobacco Growers' Co-operative Association won its case against P. A. Rowland, of Grant county, who resisted its suit for damages for "dumping" his crop, on the ground that the association did not actually have 75 per cent of the tobacco signed up when the pool was declared on and the further alleged fact that contracts were fraudulently obtained. Judge Sidney Gaines, of Burlington, directed the jury to return a verdict for the association and the jury gave it damages of $500 and an additional $50 for attorneys' fees.

The decision is important aside from the fact of victory for the association in that it sets a precedent for similar claims that the association did not have 75 per cent of the crop signed up. It was said, at the time of the suit against Garrett Watts, of Fayette county, that a similar claim would be made by him in resisting the association's suit for $7,500 damages and fees. Under the decision of the court in the Rowland case there can be no question of the sign-up and this has been uniformly the decision of courts in previous cases in other states in which that claim was advanced by the contract breaker.

In the Bath county cases continuances were granted in most of them at the request of the defendants. Two of the suits of the association were dismissed by Judge Henry R. Prewitt when it was found that in both cases the defendants were minors. The continued cases will come up at the next term of court.

The field service received a telegram from Colonel Charles B. Rogan, at Bristol, Tenn., with the news that former Governor John I. Cox has signed a contract. Governor Cox is one of the most influential farmers in his section of Tennessee.

Pipe Tariff Hearing Again Postponed

(*Special Telegram to* TOBACCO)

WASHINGTON, D. C., Oct. 16.—The hearing on the tariff rates on pipes, which was to have been held tomorrow, has been postponed until October 31, by the Tariff Commission.—LAMM.

At the Canadian Border

Persons who have had occasion to cross the border into Canada, report that the Dominion customs officials are mighty strict about the enforcement of regulations regarding the importation of tobaccos. Up to a short time ago some thought nothing of taking three or four hundred cigars and a carton or two of their favorite cigarettes when going to Canada. Those days are gone forever. It was explained to me by a Canadian customs man that residents of Canada returning from the United States have no rights at all in importing tobacco, while non-residents are allowed 40 cigars, 100 cigarettes or one pound of tobacco only, and then for personal use alone.—*Boston Post.*

Owensboro Outlook

OWENSBORO, Ky., Oct. 13.—Continued fair cool weather for the week has practically eliminated all further danger of house-burn in the tobacco crop, and tobacco seems to be curing fairly well, although weather alternating somewhat between humid and dry seems better for curing than specially dry weather.—J. S. PHELON.

TELEPHONE
BOWLING GREEN 8026

CABLE ADDRESS
HIDALGO

FRANK E. CHILDS & BROTHER
INCORPORATED
79 FRONT STREET
NEW YORK

18th October, 1923.

An Open Letter to the Cigar Trade

MR. JOBBER AND MR. RETAILER,
EVERYWHERE.

Gentlemen:

Won't you let us try and convince you of the advisability of devoting a little of your time to studying the Manila Cigar business?

Whilst many of you are well acquainted with the general conditions dealing with the growing and marketing of Manila Tobacco—the most important of which are:

The latitude and longitude of the Philippine Islands and particularly of the Cagayan and Isabela Provinces, where the best Philippine Tobacco is grown;

The construction of the large factories in the City of Manila, many of which are veritable palaces;

The keen Government supervision of the industry;

The manner in which cigars are shipped from the Philippines;

The special holds provided with the latest ventilating apparatus on the palatial steamers plying the Pacific Ocean, and last but most important,

The Guarantee Stamp of Quality of the Government of the Philippines—

Still there are many dealers in this country who insist upon maintaining an indifferent attitude towards this rapidly increasing profitable business.

Won't you write us for samples and our booklet giving you lots of valuable information on the Manila Cigar Industry?

It is *yours* for the asking, and don't you know that "one man tells another," and that there is a rapidly growing duplicating business being done in Manila Cigars?

We are here to serve you and solicit your consideration of the famous products of the GERMINAL CIGAR & CIGARETTE COMPANY, MANILA, PHILIPPINE ISLANDS, FOR WHICH WE ARE AGENTS.

Yours very truly,

Frank E. Childs & Bro., Inc.

per *Ernest J. Moss*

Manager Cigar Department.

Politics and Football Distance Trade Up-State

'alling Leaves Look Like Orders, But Ain't—Money Tight, Too, In Country—Bill Faust Has New Pet—Oleaginous, Says Dillon—S. 28 Sounds Like a Submarine, But Ain't —From Mizzouri—A Movie Fable—Postal from Ralph.

New York State Capitol District Conversation-Week, 1923.

"Glad that's over, Sam!" sighed Jim ubb, just returning from the Giant-warf Serious to the equally well-known tablishment of Stubb & Ash, Inc. ever so tired in all my life! Seems to I haven't been to bed this week!"

"Nor have yuh been on the road git-' anney orders, either," mentioned Sam sh, throwing all the extra sporting itions in the Camel case wastebox. ere we should be now bookin' busi-ss, y'unnerstan, for the holidays even, yuh take it a week off to see them re nine-pins knock the balls around, y! An' we ain't got it so much fed-al reserve flowin' in the gate as them nbo's in N'Yawk, neither!"

rom the Nile Comes a Crocodile

"No, collections are slow, all over," reed Bill Faust, late commissioner-neral for the Scotten-Dillon Company, troit, but now approaching with a w story. "From what jobbers tell me country trade is quiet, and money is ry tight.

'But this is probably only local. And, ismuch as I'm quitting the tobacco me here for the cigarette business, I ould worry. Fact is, I've just signed with the new Melachrino house in w York to handle their Crocodile garette in New York and Pennsylvania.

'This new Melachrino plant has noth-g whatsoever to do with the old firm. Melachrino, the originator of the old e, is behind this new factory. He in-ds to manufacture and distribute his ods in the entire country, but will us first right here in the home ter-ory."

on-Stop, Non-Skid, On Castor Oil

'Back I am, too, in the home territo-" laughed Eddie Dillon, former ilip Morris ambassador, but also en-ing the Hot Chair Club with another ry. "Went out to Cleveland to take r the State of Ohio for Lorillard.

'Department of little cigars was my w line. And I had all the old stand-s, including my ancient friend, Old rginias. Got a quarter-million in-ase on the goods out there, then quit. me back from Cleveland to Albany ctically non-stop, riding day and ht, in my lil' fliv. Did it all castor-lubrication, best for any car, an avia-n expert told me out there in Ohio, ere airships were born, not made!

'Have an appointment here to meet a resentative of another factory. Will you later just how we come out. ppose I'll have to stick to the cigar-e business, simply can't quit entirely, know. Been at it too long."

ling Up Form S. 28 With Murads

'So have I," admitted Tom Slattery, ispering to the buyer that he still ac-ted orders for the P. Lorillard Com-ny or S. Anargyros, a-corporation. ot so I can write Murad orders on here form S. 28 without looking at pencil.

Gratis deal now on Mogul of 10 per-t in Murad merchandise. Going over Also the usual drop shipment gratis 10 per cent additional on all our nds sold to retailers in quantity. kes our prices very favorable now—eave it to you!"

From Mizzouri, All The Way

And I'll leave this to you, also," ke up S. H. Miller, right off the -choo cars from Boonville, which is Missouri home of the Corn Cob e—and, more particularly, the Phoe-American Pipe Works. "This idea giving me an order for some of the which have made Yankee Doodle ous all over the world!

For corn cob pipes are selling! More now than in many previous years. withstanding the apparent prosperi-of the country, the corn cob pipe smoker is more numerous than ever! And he wants the famous old original Missouri cob, you bet you!

Proof Per Photo, You Poor Fish

"That's what we go fishin' with," remarked Bizzy-Izzy Mayer, the greatest fisherman in the cigar business—of the Congress Cigar Co. "See here. Look at that picture! What do you see? Hey? Fish? Sure it's fish—three of 'em!

"Caught them at my summer home on Lake George. Yep! All bass, too! Weighed—lemme see—oh, something like nearly so much as a thousand La Palina senators—without the lead seals! Caught em, too, without hardly anything but a bent pin on a clothes line!

"Big time stuff, this fishin'. I like it! Just like takin' orders for La Palinas! A cinch! Yessir! Schufelt here can tell you about that! Merely take out your order-sheet, and you say, 'How many'—that's all!

"People want this Java wrapped cigar! Yessir! They never hardly heard of La Palinas up this way two years ago. Now look at 'em! Even the small dealers now buy 'em in thousand lots! Big sizes, great value, I tell you! Smokers appreciate it! Ask Sam Paley! Ask—why, ask anybody!"

Jim Gets a Post Card from Ralph

"Ask anybody if they've seen Ralph Gans," requested Jim Stubb, opening up his accumulation of mail to find—nary a check! "Got a card from Ralph the other day saying he'd be in town this week. Haven't seen him. Maybe I missed him while down to the games. Anyway, Ralph says he organized a new firm, called the Gans Cigar Company, Inc., and I wish him lots of luck!"—The Smoker.

Tri-State Co-ops Rejoice and Make Merry

Raleigh, N. C., Oct. 13.—More than a million pounds of tobacco reached the warehouses of the Tobacco Growers Co-operative Association last Tuesday when the co-ops of the Old Belt of Virginia and North Carolina began their second year of marketing with rejoicing and mass meetings that have never been equaled in the history of the association. Every market which opened this week in Virginia staged a mass meeting in the association warehouses on October 9, when John R. Hutcheson, Director of the Virginia Extention Service, Oliver J. Sands, Executive Manager of the tobacco association, T. C. Watkins, Jr., its Director of Warehouses, Southall Farrar and J. H. Quisenberry, Virginia District Agents of Extension and practically every elected director of the marketing association took part in the celebration of the second year of orderly marketing.

Old Belt members of the co-operative association are greatly rejoiced over the high cash advances which they were paid on their first deliveries this week. In view of the fact that the Danville market averaged less than eighteen cents on the opening day and prices everywhere upon the auction floors have proved disappointing to the Virginia and Western Carolina farmers, the higher payments by the marketing association this year have greatly encouraged its members.

The association has increased its first cash payments to the members on every grade which was brought in this week. Their cash advancement on wrappers runs from $25 to $32.50. On the best grades of cutters the association is paying over twenty dollars in first advances while an even greater proportionate increase was noted in the first payments for lugs and primings.

The flood of tobacco which reached the association on its opening day following its receipts in the South Carolina belt which have been almost half as large again as those of last year makes it evident that the co-ops will receive a larger proportion of the crop this year than last in both the Carolinas and Virginia.

The adoption of the co-operative marketing plan by President Coolidge, as the solution of the difficulties of the wheat farmers in the Northwest and the liberal credits being planned to meet their needs, and those of other co-operative associations, both through the War Finance Corporation and the intermediate credit banks, adds another national endorsement to the practical benefit of the co-operative organization which 250,000 American tobacco farmers have successfully adopted in a dozen states.—S. D. Frissell.

Estimate of 1923 Yield

Washington, Oct 3.—While the federal Department of Agriculture was issuing a statement estimating this year's average yield of tobacco in the United States at 830 pounds to the acre compared with 767 pounds last year, the reclamation bureau of the interior department was issuing a statement that 2,000 pounds to the acre was the yield on the Huntley reclamation project in Montana this year. Some of the leaves measured 17 inches in width and 40 inches in length, it was stated, the tobacco being white burley and selling at 50 cents a pound.

With Kentucky's crop for this year estimated by the Department of Agriculture at 507,125,000 pounds, it probably will be a long time before Montana will be a competitor in tobacco production. The estimate for this year in Kentucky is compared with a yield in 1922 of 446,-250,000 pounds and an average for the five years from 1917 to 1921 of 445,022,000 pounds.

The total tobacco crop of the United States is estimated for this year at 1,461,-711,000 pounds, compared with 1,324,-840,000 pounds in 1922 and an average for the five preceding years of 1,361,149,-000 pounds.

The estimates for this year's crop show a heavy decrease from the estimates of September 1. Heavy losses from frost in Wisconsin and Ohio, and wet, unfavorable weather in Kentucky and Tennessee are given as the cause. Half the crop in Wisconsin was reported injured by frost.

Kentucky's corn crop for this year is estimated at 92,715,000 bushels, compared with 88,080,000 bushels last year and an average of 94,542,000 bushels for the five preceding years. The value is estimated to be greater than that of last year by more than $18,000,000.

The value on the farm for this year's crop is estimated to be 98 cents compared with 82 cents at the same time last year. At 98 cents, the estimated corn crop of Kentucky ought to be worth considerable more than $90,000,000.

Burley Co-op Activities

Lexington, Ky., Oct. 15.—The addition of 517 members to the Burley Tobacco Growers' Co-operative Association the past week increased the membership to 92,077, according to the tabulation of field reports in the office of Chief William Collins, of the field service division, today.

Reports from Tennessee are to the effect that 90 per cent of the farmers of Sullivan county, one of the new sections in which the burley co-operative is seeking members in east Tennessee, have signed the contract and that all are expected to do so before the new crop is marketed. These growers will deliver their crops at Kingsport this fall.

Tobacco growers of Nelson county, Ky., and their women folk will organize community locals next week, starting with a general meeting at Bloomfield Saturday, at which Miss Verna Elsinger, director of social service, and Director J. D. Craddock, of Munfordville, will speak. Both men and women will be members of these locals as in other counties in which they have been established.

Growers of Bedford county, Tennessee, will meet at Shelbyville next Saturday. J. Sherman Porter, editor of the *Burley Tobacco Grower,* will be the speaker for the burley co-operative. The Farm Bureau and the Tennessee Agricultural Department also will be represented.

Director of Warehouses Ralph M. Barker will go to Barnesville and Woodsfield, Ohio, this week in connection with the establishment of receiving plants in new territory and preparations for their opening in time to receive the 1923 tobacco.—P.

Reported Scarcity of Spanish Cedar Denied

Articles have appeared recently, both in the daily newspapers and in the relevant trade publications, that there is a scarcity of supplies of Spanish cedar.

These articles have evidently been inspired by the reported efforts of the U. S. Department of Agriculture to produce artificial means of imparting to other and cheaper woods the characteristic properties of genuine Spanish cedar.

Spanish cedar seems to be naturally and exclusively adaptable for making boxes to contain fine cigars, and as all attempts have failed thus far to produce any satisfactory substitute, it must be gratifying for the cigar manufacturer to have it on good authority that the supply of the genuine wood is ample for all requirements.

Shipments of Spanish cedar are continuous, and ample for all normal as well as the growing demands from cigar box manufacturers, and the various importers are in a position to supply this wood in almost any quantities from stocks constantly on hand in the United States.

Spanish cedar grows in Cuba, Mexico and Central and South America, and the operations of selecting and cutting the standing trees, and the bringing out, loading and shipment of the logs, require expert and careful judgment. The texture of this wood, like its other qualities, is delicate; and except under most favorable conditions the logs are liable to early deterioration. Therefore, it is important that the supply of sound and fresh-cut wood never be greatly in excess of immediate requirements. The reports of cedar scarcity referred to may be due to this seeming closeness between supplies and consumption; but it is actually and otherwise entirely unfounded.

The representative importing firms state, that though no complete survey has been made of Spanish cedar trees known to be growing over extensive areas in the Tropics, that from certain data at hand the supply in sight will be sufficient for generations to come, even if every cigar box used were to be made exclusively of Spanish cedar.

Keeping in Touch With the Tobacco Situation

Washington, D. C., Oct. 16.—Charles Dushkind of the Tobacco Merchants Association of the United States was in Washington last week visiting government officials who have to do with the tobacco industry. Mr. Dushkind stated that he was visiting Washington for no special purpose, but merely to keep in touch with government officials.—Lamm.

Oxford Offerings

Oxford, N. C., Oct. 13.—Total sales for the week, 226,610 pounds; average price per 100 pounds, $17.28. Sold to date 1923 crop, 568,734 pounds; average price per 100 pounds, $16.40. Sold to same time last year, 2,058,543 pounds; average price per 100 pounds, $26.62.—W. A. Adams Co.

Returning to Gotham

W. P. Miller, of the American Sumatra Tobacco Co., 131 Water street, is due to return to Gotham next Monday, after a long and successful tour of the Middle West.

To Return from Europe

Benno Rosenwald, of E. Rosenwald & Bro., 145 Water street, who has been enjoying a long European vacation, is scheduled to return from Cherbourg, October 24, on the White Star liner *Majestic.*



MOZART is an uncommonly mild cigar of Havana fragrance—beautifully made and ably supported by an uncommonly fine campaign of advertising.

Mozart belongs to the "Consolidated" family of

Better Cigars Better Known

◆

r Factories Report ncreased Business

LION, Pa., Oct. 13.—The cigar cturing industry of York County, ot taxed as a whole, to the ex- f their production, are busy; of the factories are behind with rders, while others are shipping eater part of their production. s from different concerns advise llections are slow and that money t, which they predict, however, on loosen up.

tobacco men and cigar manu- rs in Red Lion are seeking to ter shipping facilities, the present yards and warehouse room is not t to care for the business of this A committee from the local of Trade consisting of C. S. tte, C. O. Meads, Jacob Streavig, Roseman, T. E. Brooks, R. E. James Sechrist and C. E. Mayes, l agent of the Maryland & Penna. d Co., journeyed to Baltimore hey had a meeting with the Presi- the road, and he promised that pany would build a larger ware- nd enlarge the yards next spring. p was made in automobiles.

ge and El Merito cigars, manu- d by C. N. Foreman & Co., of ion, are going strong. Stuart r returned from a trip to Phila- and New Jersey and was well with the success of the two

. Horn of the Tampa Cigar Co., ion, is travelling through the states in the interest of his con-

. (Jack) Horn returned from a business trip through Connecti-

Fix-Heyne Cigar Co., of York, re- hat its business is exceptionally

. Brooks & Co., of Red Lion, cturers of the famous Old Abe nadian Club cigars, report that e shipping daily and are trying to their production.

n Burg, of East Prospect, is g through the western states in rest of his concern.

Charles Co., of York, makers of hawk Chief cigar, reports big ac- on this brand.

Reichard, of Red Lion, maker of Smith Cigars, advise that they are tting out orders.

County had frost last week but as no damage as far as could be The majority of farmers had bacco cut and in the sheds.

Binders at Premium

binders seem to be very scarce in tion and with the damage to Wis- tobacco this grade will no doubt premium.

. Strobeck, of G. A. Strobeck & ed Lion, reports that orders for igars are exceptionally heavy and y are working over time in order the demand.

Kutter cigars, manufactured by Martin, of York, are reported as t a good gait.

ng and Pass Book cigars, produced by W. J. Neff & Co., of Red Lion, are meeting with favor, according to the shipments leaving the factory daily.

Pay Day cigars are in demand, at least Mr. Sechrist, of the Superior Cigar Co., of Red Lion, says so. He reports being in arrears with orders.

Cigar Men Meet

The York County Cigar Manufacturers met in regular monthly session. Vice President P. A. Tschop in the chair. After the meeting a luncheon was served. Those present were: P. A. Tschop, Chas. C. Meads, C. S. La Motte, Stewart La Motte, T. E. Brooks, C. O. Meads, A. S. Ziegler, C. H. Roseman, Daniel Spangler, Hiram Martin, H. J. Throne, L. E. Sentz, James Kelly, S. M. Downs, A. S. Frey, Sterling Knisley, Laury Sevis, J. Frank Strayer, H. A. Waughtel, Stewart Shindler, T. L. Adair, W. C. Frutiger, L. E. Sechrist, W. H. Snyder, Roy Snyder, David Wolf, R. E. Glenn, A. C. Frey, W. J. Neff, W. H. Myers, H. C. Neff, W. M. Gemmill, D. A. Horn, C. E. Mate, C. H. Horn, Harry Wolf, D. C. Kaltreider, W. H. Kaltreider, H. W. McGuigan, Peter McGuigan, H. E. Rost, E. A. Rost, John Keller, Quay Minnich. —ROUNDER

Wasserman Trade Expanding

The B. Wasserman Co., Inc., importers of Havana cigars and jobbers of domestic cigars, of 77 Chambers street, are enjoying a tremendous Fall trade, and also anticipate a record Christmas demand for their high-class brands. Additional help has been engaged for the floor and the office, in order to cope with the rush of orders.

To Confer With Associates

Emil K. Manus, Amsterdam associate of Manus, Muller & Co., Inc., importers of Sumatra and Java tobaccos, of 152 Water Street, is due to arrive in New York next Saturday, to confer with the local members of this powerful organization. He will be accompanied by his wife.

Studying Virginia Market

L. F. Theyskens, of Theyskens & Shaw, Inc., importers and exporters of leaf tobacco, of 136 Front Street, is surveying the Virginia market for his corporation and studying the prevailing conditions in that section of the country.

Western Business Good

Harry Lloyd, of D. Dreux, Inc., leaf dealers, of 136 Water Street, is having a busy time in the West, where his Sumatra wrappers are in great demand.

To Study Local Conditions

Mariano Alvarez, of A. Santaella & Co., Tampa cigar manufacturers, is in New York, and intends to make a close study of conditions in the metropolitan area.

A Gentleman's and Sportsman's Smoke



MATOAKA

BLUE RIBBON TOBACCO

in 15c tins and pound tins

AND

MATOAKA CIGARETTES

Now Sold at 20 for 20c.

Nationally Approved by Discriminating Smokers

PATTERSON BROS. TOBACCO CORP., RICHMOND, VA.

EMANELO

Highest Grade

Conn. Shade Wrapped Havana Filled Cigars



Backed By Thirty Years' Honest Cigar Making



LAWRENCE BARRETT

Wrapped With Finest Quality Sumatra Havana Filled

D. EMIL KLEIN CO., Inc.

438-440 E. 91st STREET, NEW YORK

Arthur Bornholdt & Co.

Importers of

SUMATRA

139 Front Street New York

msterdam

Frascati-Nes

Alfred W. Penner
Western Representative
Room 416, 186 North La Salle St.
CHICAGO . . . . . ILL.

Get the Trade News from Tobacco

All successful men use the toasted process in their business!

THEY call it Efficiency. But it amounts to the same thing.

Because, stripped of its purely technical significance, the Toasted Process is efficiency by another name. It represents the last ounce of effort which, in all the productions of men, distinguishes the isolated examples of quality. Toasting the tobaccos in LUCKY STRIKE CIGARETTES adds 45 minutes to the cost of production, but it seals in the flavor.

And we would rather save the flavor than the time.

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The American Tobacco Co.
INCORPORATED

CHANGE TO THE BRAND THAT NEVER CHANGES



k Co-op Salary List Abbreviated

SVILLE, Ky., Oct. 15.—As had been ited, the board of directors of the Tobacco Growers' Co-operative As- on, at its meeting here last week, drastic reductions in the salary list chief officials located at the head- rs here and in the five grade divi- into which the dark district has ivided.

ound figures $65,000 was looped off lary list. Some of this was in re- ns of the annual stipend of the men ed. In other cases it was brought by combining two offices. And nother way for getting results was ing out the office altogether.

this time the members nor any- lse can say that facts and figures cept under cover. Last year there uch criticism because the salary as not officially announced. This he critics have no such complaint, t only were the figures announced ry instance but the salaries for the ear were also given so that every might see just exactly what s were made as well as just how each man is to get during the en- twelve months.

directors were to have taken on Tuesday of last week, at which he executive committee was to lay them recommendations as to the s to be paid and men to fill the . The executive committee delayed dings somewhat by not being ready their report promptly Tuesday ng, but after the directors got to- they spent much time in consider- ne situation before proceeding to action. Therefore, it was Wednes- fternoon before the list was finally eted and the directors adjourned.

paring of salaries began at the of the list with the office of general ger, to which R. E. Cooper, of Hop- lle, formerly director of ware- s, was elected. John J. Hanratty, Clarksville, Tenn., the former general ger was not an applicant for the again. The salary was reduced $25,000 to $18,000 per year.

new position, that of assistant manager exclusively for all air grades, was created with a salary 000, and J. C. Engelhard, of Owens- was named to fill the place. Mr. hard is one of the best known and highly regarded tobacco men of this ory, and it will be his especial job courage the sale of the air cured cos (of which there are several ent grades produced in this district) lew avenues of sale for them, etc.

e $10,000 position as associate di- of warehouses, together with that sistant director of warehouses with ary of $7,200, and five warehouse visors whose salaries aggregated 0, were abolished outright, this cut reducing expenses $37,900.

e offices of secretary and treasurer, h had formerly paid salaries of) and $9,000 respectively, were com- and the salary fixed at $6,000, and is D. Farmer, of Adams, Tenn., was d to the place.

B. Cornette, of Hopkinsville, was d to the important position of di- r of warehouses which was left va- when R. E. Cooper was made gen- manager. The salary was reduced $15,000 to $10,000.

K. Smith, of Clarksville, Tenn., was ected as chief grader, and the salary reduced from $12,000 to $10,000.

nes West, of Hopkinsville, was re- ed as assistant grader for the dark district. The salary was reduced $10,000 to $8,000.

nes Newman, of Logan County, was assistant grader for the One er district, the salary being $5,000 ast $6,000 last year. Mr. Newman is w man in the position, but is capable has had years of experience.

chard O'Flynn, of Owensboro, was assistant grader for the Green r district, salary $5,000 against $6,000 year.

r the Stemming district W. E. Roy- of Henderson, was named as assist- rader, and his salary was fixed at 0 against $6,000 last year.

her places filled and the salaries are llows:

Leith V. Watkins, manager of accounting department, $7,200, the same as last year.

Lock Humphries, assistant manager for western division of Dark Fired district, $750 a month to October 1, 1924, against $9,000 per annum last year.

W. D. Cooper, assistant manager for eastern division of Dark Fired District, $7,200.

C. D. Brown, assistant manager for Green River district, $7,200, against $10,000 last year.

B. R. Miller, assistant manager for Stemming district, $7,200, against $8,000 last year.

E. P. Harris, assistant manager for One-Sucker district, $7,200, the same as last year.

Members of the Executive Committee, $2,400 each, the same as last year.

George Covington, Mayfield, supervisor of warehouse property maintenance, $5,000, against $7,200 last year.

B. D. Hill, revenue statistician, $3,600, unchanged.

John M. Farra, head of purchasing department, $4,800, unchanged.

L. C. Nisbett, head of traffic bureau, $4,000, unchanged.

Clifton Rhodes, Chief of Field Service Division, $6,000, unchanged.

Harold A. Ruby, chief of publicity department and editor of *Tobacco Planter*, $3,600, unchanged.

One new position, that of assistant sales manager for all air-cured types of tobacco, with a salary of $8,000, was created, and J. C. Engelhard, Owensboro, was named to fill it.

W. F. Bradshaw, Paducah, previously had been elected president, and W. C. Broadbent, Cadiz, and R. J. McDaniel, Springfield, Tenn., vice-presidents. These three, with Judge Bingham and T. C. Jones, Hopkinsville, constitute the executive committee.

But these reductions are expected to be only a beginning for what is yet to come. These affect only the head officials, and chiefly in the headquarters here. But it is said to be the policy to follow out the same plan all down the line and make changes wherever they are thought to be permissible. Wherever the salaries now being paid are regarded as equitable and just, no changes will be made. But if they are considered too high they will be trimmed to meet the conditions. Also it is expected that a number of the minor jobs can be eliminated entirely, and wherever this is found to be the case it will be done.

In fact, directors have adopted a policy of retrenchment and economical management, and they do not propose to stop with merely giving attention to salaries. An indication of this was in the instruction given to Mr. Engelhard, to make a survey of the organization and operation of the association in its several depart-

(*Continued on page* 40)

Detroit Hand Made



SUMATRA WRAPPED—
Packed in Wood
2 for 15c (Worth More)
MAZER CIGAR MFG. CO., Detroit, Mich.

HEYWOOD, STRASSER & VOIGT LITHO. CO.
Manufacturers of High Grade
CIGAR BOX LABELS, BANDS and TRIMMINGS
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Read Tobacco and Keep Up-to-Date

National Folding Box Co.
Largest manufacturers in the world of
CIGAR PACKS and CIGARETTE BOXES
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E. ROSENWALD & BRO.

145 Water Street **New York, N. Y.**

Importers of

Sumatra, Java and Havana

Packers of

Wisconsin
Pennsylvania
Ohio and
Connecticut

PORTO RICO STRIPPED FILLERS

Chicago Factories Charge Same for Fortieths

Various Firms Announce That No Advance Will Be Made on the Smaller Packings—Booking Orders at Regular Prices —Receiving Heavy Shipments from Tampa.

CHICAGO, Oct. 13.—Some of the factories are out with the announcement that there will not be any increase in the price of the 1/40 packings this year. Julius Fernbach & Co., makers of Cyrilla and General Forbes; Perfecto Garcia & Bros., who make some Perfecto Garcia; Wengler & Mandell, makers of the well known Tom Palmer, and Celestino Vega & Co., producers of La Venga, are all booking orders at no advance.

Fred L. Wells is receiving heavy shipments these days from Santaella & Co. of Tampa. His leading sellers are Optimo and Ravisloe Club, both made by Santaella & Co.

Gonzales' Tales of Smoke, a long, slender mild Havana smoker is now on sale in all the better stores. This Cuban smoker is made by Eduardo Gonzales & Co., of Tampa, and retails at 10 cents.

With A. M. Seckbach & Bro. Redencion and D. A. Garcia have the call. Other well known brands featured at their two stores are Medalist, Cuesta-Ray, Lucius, Lozano, La Palina and Cressidas.

Secures Larger Quarters

The Wm. J. Seidenberg Corp., having out-grown the quarters occupied for the past year, has taken over the second floor in the building at 241 West Van Buren street. The Pancho-Arango and Virginia-Lee brands are repeating wherever placed and new accounts are being taken on daily all over the middle west.

Louis Cohen, head of the El Predomino Cigar Co., of Philadelphia, has been here on a visit to the Chicago office. Della Casa, the firm's leading brand, is in all the better stores here.

F. W. H. Clarke, until recently representing the McKee-Marks Co. of Iowa, has resigned and is now with the Wm. J. Seidenberg Corp. He will cover the middle west states.

A. Arias, who represents Fernandez, La Rosa & Co. of Tampa, is adding new customers each day to his list. I met him in Sol. M. Bernstein & Co's. store writing up an order for several sizes of La Camporita, clear Havana cigars.

Collision Not Serious

Bumped into Henry Hamann, who for several years was Chicago manager for Schulte. Henry still makes his headquarters at Schulte's Chicago Depot, and for the time being is attending to some special detail work for the firm. He will latter enter the brokerage game.

Now Selling a Real Garcia

Our old friend, Richard ("Dick") Peyton, who has represented several well known Pennsylvania factories, has become a clear Havana salesman. He has taken over this territory for F. Garcia & Bros., of Tampa and New York, and is opening many new accounts for this well known bonded cigar.

Pancho-Arango is the leader these days with Max Kaplan, the progressive dealer in the Medinah building. Ten high priced sizes are displayed in his show case.

H. Straus, who operates the cigar department in the drug store at Jackson and Wells streets, will feature S. P. V., Havana Resagos, the 5 cent Havana wrapped cigar from the Wm. J. Seidenberg Corp. of Tampa.

Among the Leaders

Spellman Mixtures is still a leader in the high grade smoking line. Louis Newman & Co., 180 West Madison street, are the sole distributors of this brand.

In Central Position

All the United stores have been devoting the center of their window displays to Herbert Tareyton cigarettes. Window signs also were shown on all the store windows. The United surely gave Herbert Tareyton a big boost up the ladder. The General Cigar Co. retail stores also featured Herbert Tareyton in full window displays.

In the Vanguard

El Producto shows great progress, and Clarence Hirschhorn & Co. are very busy rushing out orders to the trade. Puritano at 2 for 25 cents; Bouquet at 10 cents, and Corona at 15 cents, are the sizes that sell most.

Holiday Orders

Christmas packings are already coming in and from all reports the dealers will be in good shape to handle the rush.

Pharmacy Now Open

Brill's Sheridan Beach Pharmacy has been opened by J. P. Brill in the Sheridan Beach Hotel. Pancho-Arango, Virginia Lee and Pan Aran cigars are featured in this finest drug store on the north side.

Prominently Featured

All the Schermerhorn stores feature large window displays of Portina, Sanchez and Haya and Personality cigars.

Giving Bands an Extra Value

"Save the Bands for a fountain pen," say the John Ruskin newspaper ads. "At 2 for 15 cents, they could be smaller but not better," quotes I. Lewis Cigar Mfg. Co., in the ad.

A handsome quarter page ad. of Milo Violet cigarettes was recently shown in Chicago. This dainty gold tip cigarette sells for 25 cents.

Geo. Hutt, reports a steady call for Pancho Arango and Garcia y Vega, both bonded cigars. Mr. Hutt caters exclusively to the private box trade.

After several weeks at his Chicago branch, Wm. J. Seidenberg has left for his New York headquarters. He is greatly pleased at the sale of his brands in the Middle West. While here he added three men to the local sales force. Several new packings of Virginia Lee and Pancho Arango cigars will shortly be introduced.

Keeping Up the Pace

Tennyson, a Mazer cigar, continues to sell big with the Sanders & Watson Cigar Co., at 10 cents and "worth more." They are seen on all the cases.

Alex Gurow, of the Recado Cigar Co., has no fault to find with business. Recado and Franz Lizst are placed in hundreds of Chicago stores. Many-Blanc's winner, a 2 for 15 cent cigar, made by the Recado Cigar Co., is also a big seller here.

Carries Good Line

The Black-Hawk Restaurant features La Venga, Webster, Cyrilla, Van Dyck, Lozano, La Palina, Tom Palmer, Robert Burns, La Corona, Bock, Romeo and Juliet, and Partigas cigars.—H. L. H.

Fred D. Marsh to Remain As New York Representative

Marcelino Perez & Co., makers of the Tuval and other famous brands of cigars, in making their final getaway from little old Gotham, issued the following announcement:

"In the interests of our customers and in order the better to cope with our greatly increased business we have decided to remove our New York headquarters and distributing office to our factory at Tampa, Fla.

"This consolidation at the point of production will result in more prompt and efficient service in the factory as well as greater co-ordination of our entire organization, particularly as regards production and sales.

"Fred D. Marsh will continue to represent us in the local New York City Market. He may be reached at Room No. 705, 97 Water St. Telephone Bowling Green 0757."

MANHATTANS

Havana Filler—Sumatra Wrapped

The Cigar
You Have Been Looking For

Made in seven popular shapes and sizes.
Retails at from 10c to 3 for 50c.

Liberal Factory Inducements to the Right Jobbers

Your house needs this big seller. Write today for full information

CENTRAL CIGAR MFG. CO.
505-511 Canal Street New York City



The Latest Smoker's Novelty

Novelty Smoker's Outfits

Serviceable and Artistic

The Monkey's tail clips the end of your cigar.
A Lamppost holds the match box.
Two additional ash trays on the large tray.
Entire outfit made of solid spun brass, nickel plated or polished. Highest grade workmanship thruout. Also the same in mounted tray stands.

G. M. FIEDLER MFG. COMPANY
332 EAST 47th STREET NEW YORK CITY



Dealers
CAN NOW GET
DILL'S BEST
SMOKING
TOBACCO
THROUGH ANY
REGULAR
JOBBER

J.G.DILL CO.
RICHMOND, VA.
Manufacturers of
HIGH GRADE
SMOKING TOBACCO.

SUMATRA

We are still in a position to serve particular manufacturers with some very choice, serviceable tobaccos. We suggest that selections be made promptly as the supply will not be greatly increased in the Fall Inscriptions. :: ::

MANUS, MULLER & CO.
Incorporated

152 Water Street :: :: New York

JAVA



Little Trooper 5c

SUPERIOR VALUES

A better "Little Trooper" Cigar is now being made by us in Invincible short filler and Londres long filler, selling for 5c.

The Worthington is a high grade product in Invincible shape, Sumatra wrapped, Havana mixture, selling for 8c.

Made to Sell and Please Smoker

We make only good cigars

Jobbers and Dealers, Write

F. K. GALEBACH CIGAR CO.
Windsor, Pa.



Worthington 8c 2 for 15c

York County News

YORK, Pa., Oct. 15.—On the assumption that the government must pay its debts, and that the money would have to be secured from another source, the York County Cigar Manufacturers Association at its meeting last Monday night defeated a proposal to use its influence to have the tax on telegrams taken off. A request that the cigar men act for the repeal of the tax had been received from the Chicago Manufacturers Association.

An application for membership in the association from a Lancaster county tobacco broker had to be declined, as the constitution and by-laws provided for no members from outside York County. The members engaged in round table talks and later adjourned to a restaurant, where a luncheon was served.

Error Made in Tax Claim

Discovery of a $10,000 error in addition in the bureau of income tax at Washington, D. C., stayed proceedings against W. C. Frutinger & Co., cigar manufacturers, of Red Lion, for excess income tax and saved the concern $1,161. The returns were for 1920 and were made in 1921. W. C. Frutinger having been advised recently that proceedings were about to be instituted for the recovery of the money visited the bureau office in Washington and told the officials if the original papers were produced he was in a position to convince the chief that an error had been made. Some objection was made at first on the grounds that it would require six hours to locate the papers. Mr. Frutinger consented to wait and the error was discovered in the $10,000 column. A telegram was then sent calling off the proposed suit.

H. C. Neff, traveling representative of the Havana Cigar Co., Dover and Red Lion, is on a two weeks' business trip to Pittsburgh, Cleveland, Chicago and other mid-west cities.

Aerial Advertising

Advertising from the air has proved a paying investment for the Manchester Cigar Co., this city, according to the statement of R. N. Paris, sales manager. The Manchester Co. has four factories in the city and county of York and since Karl S. Ort, the aviator has been employed to make air flights and drop literature advertising the company's product, the Havana Cadet, the output of these factories has been trebled and the number of employes on the payroll has been increased from 500 to 600 in the past few months. Aviator Ort, following flights at the York fair, left on October 9 for Richmond and Norfolk, Va., where he will conduct an advertising campaign for the Manchester Co. The greater part of the month will be spent in the southern states, where he will visit the fairs. After finishing his work in the south, he expects to leave for San Francisco to attend the national convention of the American Legion and advertise the Havana Cadet. Lieutenant Ort has had over six years experience as an aviator, part of which was gained in the U. S. army during the World War.

Buys Raab Factory

The cigar factory in the Detweiler building, Wrightsville, which had been operated for the past 10 years by W. H. Raab & Son, Dallastown, was sold October 12, to Clarence Gable, cigar manufacturer of York. Mr. Gable will retain William M. Carr, who was foreman of the factory since it was started 10 years ago, as well as the entire working force. The factory started during the past week under the new management and is working full time. The factory under the old firm had been operating only three and four days per week for some time.

Son of His Father

Henry L. Haines, better known to baseball fans as "Hinkey" Haines, who broke into the World Series Championship baseball games on October 12, when he replaced "Babe" Ruth in right field for the Yankees, when Ruth was called to first base to replace Pipp, who turned his injured ankle, is a son of Henry L. Haines, of Red Lion, head of the Porto Rico Cigar Co., which has factories in Red Lion and Spry. The elder Haines was in New York, where he witnessed a number of games of the World Series.

Defends Manila Factories

MANILA, Oct. 8 (Associated Press).—Mauro Prieto, President of the Manila Tobacco Association, commenting on the resolution introduced at the convention of the American Federation of Labor at Portland, Ore., last week by President Gompers and other members of the International Cigarmakers' Union, asking for an investigation of labor conditions in the cigar industry in the Philippines, said today that Mr. Gompers and his associates must have received their information from persons unfamiliar with conditions. He declared that sanitary conditions in Manila's cigar factories are excellent.

THE SPORT-BRIAR

The Newest in Pipes!



ACTUAL SIZE

The SPORT-BRIAR has created a sensation among pipe-smokers everywhere it has been introduced, because it overcomes all the common objections to the ordinary pipe.

Be the first distributor of the SPORT-BRIAR in your city. It sells on sight at a margin of profit that makes it worth while for you to feature as one of your leading articles.

RETAILS FOR THREE DOLLARS

Here Are the Reasons Why the SPORT-BRIAR Should Be on the Counter and Display Case of Every up-to-date Cigar Merchant

1. Smokes as well in rain or high winds as indoors.
2. Absolutely prevents the scatter of ashes or sparks.
3. While holding as much tobacco as the ordinary pipe, it occupies no more room than a cigar, lights at the tip like a cigar and smokes any kind of tobacco.
4. Can be safely pocketed fully lighted, and will not bulge the clothes.
5. Made of the purest, selected real French briar by the most skillful workmen in France. Mechanically, it is a joy to see.
6. Its patented nicotine absorber (removable for cleansing) gives SPORT-BRIAR smokers the purest and coolest smoke in the world.

Distributors Wanted

THE SPORT-BRIAR PIPE CO.
149 Broadway, New York

Canadian Distributors:
BRITISH-CANADIAN AGENCIES, LTD.
58 St. Francois Xavier St., Montreal, Can.

It's
TOBACCO
You need every week

E. B. STRICKLER, Yorkana, Pa.
MANUFACTURER OF HIGH GRADE
CIGARS

"The House of Quality"
POLITANO
OMAR

TOBACCO
ESTABLISHED 1886
PUBLISHED EVERY THURSDAY
by the
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10 East 39th Street, New York
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R. T. Tanner, Business Manager — C. L. Franklin, Editor

TERMS OF SUBSCRIPTION

One Year $3.00
Canada and Foreign Countries $5.00

Remittances may be made by New York draft, postal or express money order, or cash in registered letter.

Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, OCTOBER 18, 1923

TRIUMPH OF AMERICAN TOBACCO INDUSTRIES

American tobacco industries continue to enjoy phenomenal prosperity. The economic disorganization of the world does not appear to have in any manner affected the steady onward march of our tobacco industries to increased wealth and higher perfection. The recently issued statistics of the Bureau of the Census on the stocks of leaf tobacco afford most agreeable data for American tobacco men. They clearly show that every branch of the tobacco trade is sounder, more progressive and more active and profitable than ever before in this history of the country. Progress and success can be noted on every page of the tabulated figures.

The present area under tobacco cultivation in the United States is 1,725,000 acres, as compared with 1,427,000 acres in 1921, and 1,223,500 acres in 1914. The extraordinary demands for tobacco which set in after the beginning of the European war resulted in a pronounced increase in the areas of land devoted to tobacco crops, and this increased acreage gives every indication of being, not only kept up, but of increasing within the next few years. The acreage under tobacco is now more than double what it was in 1890.

All the states, practically, produce some tobacco. Certain of the eastern states are preeminent in tobacco growing. Kentucky, with an acreage of 525,000 is the champion producing state with North Carolina, with an acreage of 515,000 closely pressing for the honors. Virginia, (the banner state before the Civil War) was the principal growing state and now cultivates less than half the land under tobacco crops that Kentucky and North Carolina do. Kentucky surpassed Virginia in acreage in 1869 and has been increasing its acreage ever since. The acreage in Virginia has been almost stationary since 1914, whereas that of Tennessee has almost doubled in that time. Maryland, with an area of 35,000 acres and Georgia, with an area of 12,000 acres are showing active progressive increases in tobacco crops. The acreage under tobacco in the smaller producing states amounts to 30,000 acres. These are the least progressive of all the states, owing to the centralization of the manufacturing centers and the leading markets in the eastern states. The steadiness of the production in the central and western states plainly shows that, whenever market conditions require them to produce large crops, they are ready to meet any such demands as may be made.

The average yield of leaf tobacco per acre is an important matter. The census figures show that it is now equal to 768 pounds, as compared with 750 pounds in 1921, and 775 pounds in 1915. The greatest production per acre was made in 1911, when the average amounted to 894 pounds of leaf to the acre. The yields of the various states differ considerably. Pennsylvania, with a yield of 1,320 pounds per acre produces the largest crops. Georgia, with a yield of 540 pounds per acre, produces the lightest crops. The average production of the smaller states is 1,028 pounds per acre. This is nearly twice the production of Georgia. The production in Connecticut averages 1,250 pounds of leaf per acre. This is more than double the returns given in Georgia. Indiana has an average yield of 900 pounds per acre; Ohio gives the same return, while Wisconsin closely follows Connecticut with an average return of 1,140 pounds per acre. The comparative production figures show that in 1879, the average yield of leaf per acre in all the states was 740 pounds. The returns in the individual states in that year were generally a little below the present annual yields. Here, we see the care that tobacco planters are giving to their crops. It must not be imagined that the production of tobacco farms can be kept up year after year for nearly half a century without the exercise of great agricultural skill and pluck. The tobacco plant rapidly exhausts the soil which has to be constantly refertilized. The plant also degenerates and bears smaller and lighter leaves when inbred too much. The tobacco grower, therefore, in order to maintain his production from a given area must constantly improve the strain of his seedlings and properly fertilize his soil. That this is done in all the tobacco growing states is well shown by the latest governmental statistics. Tobacco farming is keeping well abreast with the demands of manufacturers for increased production of improved leaf. Here again we see a plain indication of the sound state of the American tobacco industries. Any defects in the superstructure would have, in some manner, been reflected in the industries forming the basis. But these are shown to be in a surprisingly sound and vigorous condition.

The tobacco crops in 1922 were raised in 42 states on 450,000 farms. In 1909 there were 326,919 farms, in 45 states, contributing to the tobacco yield. This shows that there are more farms, more agriculturalists, more capital used in tobacco growing, and more interest among farmers in the tobacco industries than was ever before shown. Tobacco has always shown itself to be a profitable crop when well husbanded and no product of the farm has a more stable market. There need be little wonder at tobacco culture attracting the attention of the most enlightened of the farmers.

The leading producing county is Lancaster, Pa., which has long been celebrated for its cigar leaf tobacco. Its last production amounted to 49,335,407 pounds, which is almost tenfold greater than the general average of the leading producing counties. Hartford county, Conn., another great producer of cigar leaf, was the next in order of production, with a yield of 35,479,206 pounds. Only selected land is employed in raising the best grades of tobacco. Therefore, we find that among the 91 counties in the United States foremost in tobacco production, and which have an annual production of more than 5,000,000 pounds of leaf, 39 are in Kentucky, 23 are in North Carolina, 7 each in Tennessee and South Carolina, 5 in Ohio, 4 in Virginia and 3 in Wisconsin. Lancaster county, in Pennsylvania is the principal seat of the tobacco growing industry in that state, and Hartford county holds a position of similar eminence in Connecticut. Hampden county is the chief source of the cigar leaf produced in Massachusetts.

There are two main classifications of American tobacco: cigar type and smoking, chewing and export type. Only one-sixth of the American tobacco production is of the cigar type and this is principally produced in Pennsylvania, Connecticut, Ohio, Wisconsin and Florida. These cigar type crops are very profitable and large capital investments are made in them. Comparative statistics indicate that they are increasingly profitable crops and that both th acreage and production of cigar leaf crops a increasing. The total production of cigar le last year was 1,126,802,000 pounds from a area of 1,551,000 acres.

Bright yellow and burley are the premi smoking, chewing and export tobacco types. Th southern states are the principal producers o these. Last year, the burley crop amounted t 271,710,000 pounds as compared with 277,650 000 pounds in 1919 and 312,000,000 pounds 1918. The yield of bright yellow leaf in 192 was 757,000,000 pounds compared with 807 000,000 pounds in 1918. Production of thes two fine types of cigarette and smoking tobacc has been fairly steady since 1914.

The United States is the greatest produce and manufacturer of tobacco, our imports o leaf and tobacco products are also very larg One half of the imports of unmanufactured to bacco come from Turkey and Greece. Our grea cigarette manufacturing industries are respon sible for these imports. Cuba supplies us wit 24,000,000 pounds of leaf, chiefly employed i the cigar trades, while the Dutch East Indie send yearly over 6,000,000 pounds of choice lea suitable for cigar wrappers. Almost every Eu ropean country figures in the customs lists o exporters of unmanufactured tobacco to th United States. The Philippines, of course, an Porto Rico, are also large exporters to Amer ica. China and Korea are regular exporters Last year, our imports of leaf tobacco fron China amounted to 105,000 pounds, as compare with 5,785,737 pounds in 1910, and 60,10 pounds came from Korea. The large import from China in 1918 were due to unusual mar ket conditions caused by the war. Hawaii is small exporter. Its contribution to our import last year amounted to 751 pounds.

Manila exported to the United States in 1922 cigars and cheroots valued at $3,856,791 as com pared with $5,548,720 in 1918. Our imports o cigars from the Philippines show a decided ten dency to increase and cigar salesmen within th United States report that there are many sign indicating a growing taste among cigar smoker for Manila cigars.

Our imports of cigars and cheroots fron Porto Rico were valued at $6,600,304 in 192 as compared with $10,113,000 in 1918. Th reputation of Porto Rico's tobacco is well estab lished.

Our exports of tobacco and tobacco product constitute an important source of Nationa wealth. The aggregate value of tobacco and to bacco products exported in 1922 was $173,299, 078. In 1918, they were valued at $152,965, 286. The leaf tobacco exported in 1922 wa valued at $145,984,982. Great Britain's impor tant tobacco manufacturing industries are chiefl based on our leaf tobacco and, naturally, ou chief purchasers of crude tobacco are in th United Kingdom. France, Italy, China and Germany, in the order named, are the othe principal consumers of American leaf tobacco.

The cigarette continues to loom up largely i the export statistics. Last year we exported 11,470,179,000 cigarettes valued at $23,837,681. China purchased over 8,000,000,000 cigarettes valued at $16,996,301 last year. The Straits Settlements took over a billion of our cigarettes last year. Here we see that more than ninety per cent of the cigarettes exported from the United States are smoked by the Chinese. This is not a new trade movement. The census returns disclose the fact that China, the Straits Settlements and British India are large and steady consumers of our cigarettes and constitute our principal foreign markets for this type of tobacco product.

The exports of plug tobacco last year amounted to 3,797,038 pounds, valued at $1,932,759, as compared with 5,563,614 pounds, valued at $2,067,969 in 1918. Smoking mixtures aggregating 1,298,958 pounds, valued at $773,851, were exported in 1922, in addition to 689,000 cigars, valued at $21,188. The cus-

returns show that cigar exports do not ex- the vigor possessed by our cigarette and and smoking tobaccos. The failure of our exports to expand is due to the great in- e in the local demand for domestic cigars ng manufacturers to neglect the foreign ets while meeting needs of the home trade. e domestic consumption figures are impos- There were 667,401,932 pounds of leaf co consumed in our cigar, cigarette and co factories in 1922. Of this amount, 160,- 06 pounds were used in the manufacture gars, 196,592,128 pounds in the manufac- of cigarettes and 310,408,098 pounds in nanufacture of smoking and chewing to- and snuff. The consumption of tobacco United States today is double what it was 97. The census returns show that the in- e in the annual consumption in the United s progressed regularly in the last thirty . The increase in the consumption of leaf co in the cigarette industries in this period been phenomenal. In 1898, our factories 40,000 pounds of tobacco in making cigar- . Last year their consumption exceeded 38,000 pounds of leaf. These figures dis- the fact that the cigarette branch of our co manufacturing industries is the most e and progressive of all.

Cigar manufacturers are also showing increased activities and are building up a strong, progressive, and profitable domestic business. The tobacco consumed in the manufacture of cigars in 1897 amounted to 79,000,000 pounds. Last year the consumption was over 160,400,000 pounds. These figures show the stupendous strides made by American cigar manufacturers in developing their branch of the tobacco industry in the last quarter of a century. It was the efficiency of the cigarette making machines that gave the great impetus to the American manufacture of cigarettes. The cigar manufacturer is now furnished with similarly effective machinery for the automatic manufacture of cigars. There is no reason why the application of machinery to cigar manufacturing should not be followed by similar results obtained in the cigarette industries. During the next few years, when our cigar factories are more fully equipped with cigar making machinery, we may expect to see much greater activity in cigar manufacturing and further extensive increases in the production of domestic cigars.

The census statistics covering the tobacco industries of the United States afford pleasant reading for all engaged in this valuable domain of our national activities. They show sound progress and business vigor. No branch of the industries is showing weakness. Progress is everywhere the rule. In this respect the tobacco industries are unique. No other national industry with so many intricate ramifications is comparable with those of tobacco. And the outlook for the future is brighter than ever before.

TUT TUT

An anti-tobacco crusader declares that Lord Carnarvon would have been alive today if he had been a non-smoker. Passing up the obvious retort that the crusader knows no more about that than the rest of us, we rise to remark that if the alternative could have been presented to his lordship maybe he would have pointed out that Tut didn't smoke; and where is Tut-ankh-amen now?—*Greensboro (N. C.) News.*

COST OF COURTESY

Any foreigners who are still obsessed with the foolish idea that Americans lack courtesy might be interested to know that a clerk in a small suburban telegraph office figured that in his office alone $492 were spent in one year to say "Please" and "Thank you." Managers of telegraph offices in the business district say huge sums are spent annually on courteous expressions in cables and wires.—*Wall Street Journal.*

ven Years of Successful Experience With Tobacco in Georgia

The State's 1923 Crop Amounted to About 9,000,000 Pounds—Growers Received More Than $2,250,000 for Product—Most Prosperous Year, Thus Far — Some Good Reasons for High Quality—Various Difficulties Encountered and Overcome.

By E. C. WESTBROOK

EORGIA produced in the southern section this year approximately 9,000,000 pounds of tobacco, which sold for a little more than 25 cents per pound. The farmers were paid more than two and a quarter million rs for their crop. This year's tobacco crop the best that Georgia has produced since she her first commercial crop in 1917.

Many Planning to Get in Game

ere are some mighty good reasons for this quality crop. In view of the fact that so y farmers who have never grown tobacco planning to get into the game another year, elieve it worth while to review the growth ne tobacco industry in Georgia for the last n years. By relating some of the difficulties ountered and how they were overcome should the prospective growers to attain greatest ess.

Have Learned Much

hile Georgia sold her first crop of bright cco of commercial importance in 1917, yet until 1919 was there any very thorough or matic study made of southern Georgia soils lated to their adaptability to tobacco. Very was known about fertilizer requirements of cco on Georgia soil. We knew little about t the effect of planting tobacco after peanuts, et beans and other south Georgia crops ld be. No one could say what was the best to sow the tobacco bed. The best time to the tobacco in the field was another mooted tion. It has been necessary to solve these blems and many others through actual ex- ence. The experience of the Carolina to- o growers has been a good guide. While r conditions are not the same as those in hern Georgia, yet many of them are similar. U. S. Office of Tobacco Investigations gave y helpful suggestions.

Fertilizer Experiments

t first, quite a variety of grades of fertilizers e used. A study of the fertilizers used in the Carolinas showed that an 8-3-3 fertilizer was giving satisfactory results. In the absence of data for Georgia, it was decided to recommend this mixture for the Georgia tobacco grower. This mixture was almost universally used during the 1919, 1920 and 1921 seasons. Good results were obtained with favorable seasons, but when there was excessive rain during the harvest season or just before the tobacco started to ripen, the crop would often go to pieces badly. Tobacco in many fields became seriously diseased, and the leaf rotted and was lacking in body. The leaf often, instead of showing life and body, and having a soft velvety feeling, was dead and lifeless.

Secure More Satisfactory Results

After three years of careful observation of tobacco in southern Georgia, under varied conditions and the study of experiments, it was concluded that more potash was needed in the fertilizer. So an 8-3-5 fertilizer was recommended. For the last two years, this mixture has been used almost universally with very gratifying results. The farmers of south Georgia produced their best tobacco crop this year, despite the fact that they had a very rainy season. There is no doubt that the extra potash was largely responsible for holding the tobacco together and preventing it from going to pieces under unfavorable weather conditions. Southern Georgia nearly always has a rainy season in July. The tobacco farmers in this section have learned that a high percentage of potash in their fertilizer is one of the best means of combating the effect of the excessively rainy season. The tobacco experiments conducted at the Coastal Plains Experiment Station at Tifton, confirm this statement.

Stable Manure Highly Effective

In the first few years it was thought by most of the growers that to use stable manure under bright tobacco meant certain ruin of the crop or the production of very low quality tobacco. In 1920, the Georgia State College of Agriculture made a survey of 174 farms to determine the cost of producing tobacco. In classifying the farms according to yield and returns per acre, it was found that the farmers who used a light application (about two tons per acre), of finely pulverized stable manure, made the largest yields per acre and received the highest price per pound. When manure was used properly the tobacco ripened nicely and cured better than where it was not used. Well rotted manure gave better results than fresh manure.

"Weed" Has Followed Practically Every Crop

Tobacco has been planted after practically every south Georgia crop. Experience has shown that best results are obtained when the tobacco is planted after crops like cotton, oats, sweet potatoes and corn, where little or no velvet beans are turned under.

Land containing a heavy stubble of velvet beans or cow peas has a tendency to prevent the tobacco from ripening properly and to cause it to cure a dark color. With some soils, tobacco after a heavy crop of peanuts is inclined to be rough and lacking in quality.

The Best Transplanting Period

The best time to transplant tobacco into the field is one of the most important lessons that has been learned. It has been demonstrated that tobacco set in the field the last of March and the first week in April makes better and heavier tobacco than that planted later. The earlier tobacco also stands the rainy season much better than the later plantings.

Sowing Seed Beds

The last week in December and the first two weeks in January have proven the best time to sow the tobacco bed in southern Georgia.

These are some of the things that Georgia farmers have found out about growing tobacco, through hard years of experience that have cost sweat and money. Why not take advantage of them?

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Geo. W. Helme
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R. J. Reynolds "A"
Schulte Retail Stores
United Cigar Stores
U. S. Tobacco
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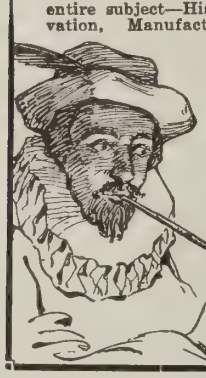
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FRED B. GRIFFIN, *Gen'l. Mgr.*
Headquarters:
225 State Street
Hartford, Conn.

Inactive and Unlisted Stocks
Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.	78	80
American Cigar Co. Pfd.	83	87
American Mach. & Fdy.	135	..
Bayuk Bros. Com.	52	54½
Bayuk Bros. 2nd Pfd.	111	113½
Bayuk Bros. 1st Pfd.	95	98
British-Amer. Tob. Co.	22¼	23½
Eisenlohr & Bros. Com.	65	70
Eisenlohr & Bros., Pfd.	95	99
Geo. W. Helme Com., new.	49½	51
Geo. W. Helme Pfd.	110	112
Imperial Tobacco Co.	16	17
International Cigar Mach.	50	60
J. S. Young Com.	102	105
J. S. Young Pfd.	100	..
Johnson Foil	80	90
MacAndrews & Forbes Com.	133	134½
MacAndrews & Forbes Pfd.	95	100
Mengel Co. Com.	20	23
Metropolitan Tobacco	65	75
Park & Tilford	28	30
Patterson Bros.	7½	..
Philip Morris	13	14⅛
Porto Rican A. T. Co.	70	74
Porto Rican A. T. Script.	75	85
R. J. Reynolds "A"	120	130
Schulte Retail Stores	95	96
Schulte Retail Stores Pfd.	110	113
Tobacco Prod. Export	3⅛	3¼
United Cigar Stores	175	200
Universal Leaf Com.	65	80
Universal Leaf Pfd.	90	93

Listed Tobacco Stocks
Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	132½	139
American Snuff Pfd.	93	100
American Sumatra	18	19½
American Sumatra Pfd.	35⅝	55
American Tobacco	148	149½
American Tobacco "B"	147	148¼
American Tobacco Pfd.	102	103
Consolidated Cigar	13	15
Consolidated Cigar Pfd.	—	65
General Cigar	81	82
General Cigar Deb. Pfd.	101½	106
General Cigar Pfd.	107	108¾
Liggett & Myers	220	225
Liggett & Myers "B"	220	225
Liggett & Myers Pfd.	113	115
Lorillard, P.	164	166
Lorillard, P. Pfd.	111	117
Tobacco Products	54⅞	55¼
Tobacco Products Pfd.	108¾	110
Tobacco Products "A"	85⅜	85¾
United Cigar Pfd.	108	114
*United Retail Stores	5	7

*Ex-Dividend.

Union Tobacco Co. to Be Incorporated

WILMINGTON, Del., Oct. 16—The name Union Tobacco Co. has been reserved for a company to be formed under the laws of Delaware. Capitalization of the proposed company was not made public but it is expected that formal application for a charter will be made within a week or ten days.

Though complete details are not available, there is sufficient information to make it plain that this is the first move in connection with some important corporate developments affecting at least two of the major tobacco manufacturing companies of the United States. It has been known that some of the leading tobacco interests have for the last year had under discussion plans designed to develop earning power through some general changes in corporate structure.

If present plans materialize and the contemplated Union Tobacco Co. is formed, at least two and possibly three of the foremost American cigarette producers will be interested in it either through acquiring part of its capital stock or through their absorption by the new company in a merger.

General Cigar Co. Dividend

A quarterly dividend of one dollar and fifty cents ($1.50) per share will be paid on the Common Stock of the General Cigar Co. on November 1, 1923, to stockholders of record on October 23, 1923, at 3.00 p. m.

United Retail Shares

United Retail Stores sold Tuesday, at 4, ex-dividend, the special distribution in United Cigar Stores common stock, first in connection with contemplated dissolution of United Retail. This distribution amounts to 38.85 shares of United Cigar Stores common for each 100 shares of United Retail. Last previous sale of United Cigar Stores was at 185. On this basis, Retail shares sold "ex" 71⅞. Last recorded sale of Retail was that it was "ex" more than its last tion. Selling at 4, it showed a vance of 4⅜. Subsequent to the 4, there was a transaction at 7½ brought net advance to 7⅞.

Park & Tilford Stro

In a general way Monday's ma sembled its immediate predecessor if there was any difference that c pointed out, it applied to the trend was more uniform, and to slightly range of quotations which ruled a Dealings were active in first thre and fair progress was made by th sentative stocks. When the baseba began to detract attention tradi fered in consequence but not at pense of values. Sporadic flurrie last two hours did not materially the positions of stocks, gains of th ing in many instances being st slightly.

One feature was provided by Tilford's upward march to a new high of 29½. Interests in close with affairs of the company ported to have been active in hea ing of the shares and the larges over in the stock's career on th resulted. From the offices of Schulte & Co., which recently a large holdings of Park & Tilford, stated that the latter concern's e have been unusually good. No figu available for publication at prese was also said that valuable conn have been made by which Park & will obtain the exclusive sales p for certain well known European ucts on the American market. will be recalled, was the purpose Schulte's European visit some wee —*Wall Street Journal.*

Capital Stock Decrease

CHICAGO, Oct. 13.—The Conso Leaf Tobacco Co. has decreased it tal stock from $200,000 to $100,0

COMPANIA GENERAL DE TABACOS DE FILIPINA
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igett & Myers to Split Common Stock

.ggett & Myers Tobacco Co. will split ıe common and the common "B" ;s on the basis of four shares of ₩25 par value stock for each share t present $100 par value stock. A .l meeting of the stockholders has ıcalled for Nov. 12 for the purpose ıthorizing the increase in the num- f shares in order that the split up ıbe made effective.

ckholders will vote at the meeting proposal to authorize 859,856 new ıon shares of $25 par value in place e 214,964 shares of $100 par value ıon stock now outstanding. It is ıroposed to authorize 1,774,552 new ıon "B" shares in place of the 443,- hares now authorized. There are 119,246 shares of the common "B" outstanding at present.—*Daily Fi- al America.*

ggett & Myers Give Notice

le New York Stock Exchange has ved notice from the Liggett & Myers lcco Co. of a proposed change in the alue of its common stock from $100 5 and in the number of shares from 54 to 859,856; also a change in the value of common stock "B" from to $25 and in the number of shares 443,638 to 1,774,552.

tish Tobacco Companies Prosperous

London news item published in day's *Wall Street Journal,* says:

Tarket value of shares of three prin- British tobacco companies is more four times their par value. Ordi- capital and market value on London c Exchange of British-American, rial and United Tobacco companies are as follows:

	Ordinary capital	Market value
-Amer.	£15,984,930	£87,917,100
rial Tob....	29,732,490	101,496,900
ed Tob.....	2,400,000	8,062,500
tal	£48,117,420	£197,476,500

edish Match Company to Incorporate Here

Ivar Kreuger, manager Swedish Match is soon to arrive in New York with to incorporate a holding company in ed States to take over foreign in- ts of his firm. He also wants to n fresh capital in New York to re- pressing Swedish loans. It is ex- d that new shares will be quoted on York Stock Exchange. Present alization of company consists of 90,- 00 kroner in stock and two bond s totaling 33,900,000 kroner.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign.
Demand. 4.53 3/16 Cables..4.53 7/16

FRANCE—Par 19.3 cents per franc.
Demand... 6.04 Cables.... 6.04½

ITALY—Par 19.3 cents per lira.
Demand... 4.58¾ Cables.....4.59¼

BELGIUM—Par 19.3 cents per franc.
Demand... 5.17 Cables.....5.17½

GERMANY—Par 23.8 cents per mark.
Demand. .00000002¾
Cables.. 00000002¾

AUSTRIA—Par 20.3 cents per crown.
Demand.. .0014⅛ Cables... .0014⅛

DENMARK—Par 26.8 cents per krone.
Demand...17.59 Cables....17.62

GREECE—Par 19.3 cents per drachma.
Demand... 1.62 Cables.... 1.65

HOLLAND—Par 40.2 cents per florin.
Demand...39.21 Cables....39.25

HUNGARY—Par 20.3 cents per crown.
Demand.. .0055 Cables... .0055

NORWAY—Par 26.8 cents per krone.
Demand...15.48 Cables....15.50

SPAIN—Par 19.3 cents per peseta.
Demand...13.60 Cables....13.62

SWEDEN—Par 26.8 cents per krona.
Demand...26.27 Cables...26.30

SWITZERLAND—Par 19.3 cents per franc.
Demand...17.96 Cables....17.98

CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.

Hongkong—
Demand...51.88 Cables....52.00

Peking—
Demand...73.75

Shanghai—
Demand...69.75 Cables....70.00

PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.
Demand...49.25 Cables....49.50

JAPAN—Par 49.8 cents per yen.
Demand...48.73 Cables....48.85

ARGENTINA—Par 42.44 cents per Argentine paper dollar.
Demand...32.30 Cables....32.35

BRAZIL—Par 32.45 cents per paper milreis
Demand... 9.55 Cables.... 9.60

General Cigar Co. Dividends

The General Cigar Company has declared regular quarterly dividends of $1.50 on the common, payable November 1 to stock of record October 23; $1.75 on preferred, payable December 1 to stock of record November 24, and $1.75 on debenture preferred, payable January 2 to stock of record December 24.


In Perfect Condition
BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.
MADE BY
RACINE PAPER GOODS CO., Racine, Wis.

Cable "Boasel," Buffalo
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Packers of Leaf Tobacco
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GUM TRAGACANTH
Special Grades for Cigar Manufacturers
PERFECT CIGAR GUM (Powder)
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Importers of Sumatra Tobacco
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AT THIS SEASON OF THE YEAR

You run the greatest risk of losing your entire tobacco crop—the burning of your curing barn

If you install

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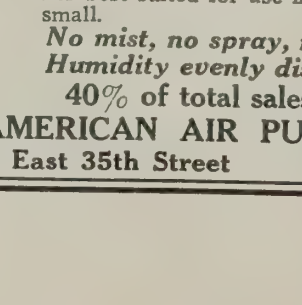
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End Fire Risk
Save Fuel
Save Time
Have Perfect Control of Heat
Have High Grade Cures
Can Burn Wood or Coal

It Isn't Too Late To Install That Furnace For This Year's Care.

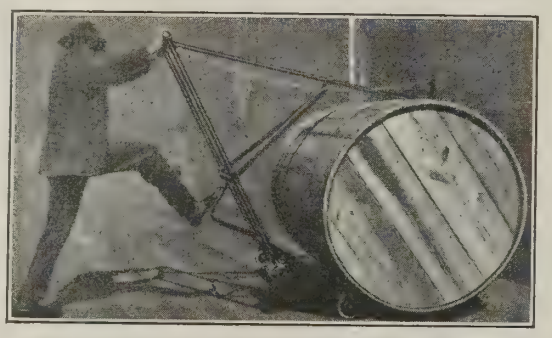
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Southern Iron & Steel Corporation
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"You Pay for a Furnace Whether You Get It or Not."

ONE-MAN TRUCK



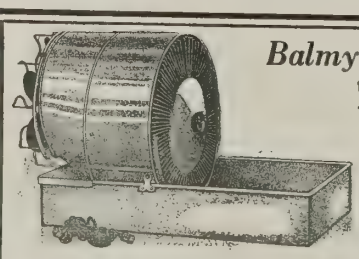
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Labor
Tobacco
Hogsheads
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Sold Only by

WATKINS & HARVEY **DANVILLE, VIRGINIA**



Balmy Moist Atmosphere
to prevent the leaf from drying out to keep cigars fresh—

The American Portable Humidifier

For Eight Years

used by the leading Cigar MANUFACTURERS in all departments where humidity helps production.

CIGAR JOBBERS AND RETAILERS find it THE humidifier best suited for use in humidors and stock rooms, large or small.

No mist, no spray, no noise.
Humidity evenly distributed and regulated.

40% of total sales are repeat orders

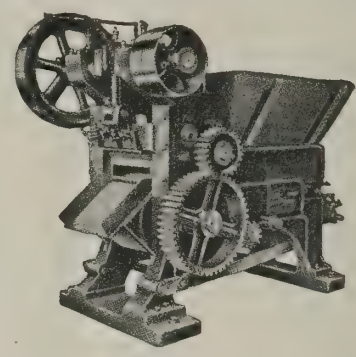
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FOR CUTTING ALL KINDS OF TOBACCO

CAPACITY 4,000 LBS. TO 10,000 LBS.

"THE ONLY MACHINE THAT WILL STAND UP AND DO THE WORK"



THE LEADING TOBACCO CUTTER

Write for Pric

BRIGGS-SHAFFNER COMPANY
FOUNDERS AND MACHINISTS
MACHINE WORK OF ALL KINDS **WINSTON-SALEM, N.**

The Continental Can Co.'s Earnings

The Continental Can Company in its report for the eight months ended August 31, last, submitted to the New York Stock Exchange, shows a balance after depreciation, taxes, etc., and available for common dividends of $2,661,424, equal to $7.39 a share on the 360,000 shares of common stock outstanding.

The statement in detail for the eight months ended August 31, last: Net earnings, $3,613,323; reserve for depreciation, $334,533; reserve for Federal taxes, $410,000; total, $744,533; balance, $2,868,790; preferred dividends, $207,366; balance, $2,661,424; common dividends, $630,000; sprplus, $2,031,424; previous surplus, $1,740,796; total, $3,772,220; balance of surplus applied in redemption of preferred stock, $1,485,000; final surplus, $5,257,220.

Following is the consolidated balance sheet as of August 31, 1923, compared with that as of December 31, 1922:

Assets—	Aug. 31, '23	Dec. 31, '22
Real estate, building, etc., less depreciation	$11,981,715	$11,700,588
Patents and good will	8,035,000	8,035,000
Investments	185,974	141,477
Inventories	7,400,146	4,929,387
Accounts and notes receivable	7,288,774	1,831,833
Cash	1,701,174	2,314,753
Accrued interest and discount	48,530	.....
Prepaid insurance, etc.	170,483	117,040
Total	$36,811,799	$29,070,078
Liabilities—		
Capital stock	$23,834,500	$24,015,000
Accounts and notes payable	6,249,158	681,342
Pfd. divs. payable.	.....	70,262
Com. divs. payable.	.....	270,000
Accrued wages, taxes, etc.	255,867	.....
Reserves for taxes, etc.	1,215,052	807,677
Profit and loss surplus	5,257,220	3,225,797
Total	$36,811,799	$29,070,078

Austrian Tobacco Tax Ample for Loan Guarantee

VIENNA, Oct. 13.—The gross receipts from the customs duties on Austrian tobacco, used as a guarantee for the League of Nations loan, totaled 240,000,000,000 crowns in the month of September, an increase of 51,000,000,000 over the a for the first three months of the ye this volume is maintained, the will cover three times the sum r to pay the interest on the gua loans issued or to be issued.

Austin, Nichols & C Dividend

The regular quarterly dividend and three-quarters per cent. (1¾ the preferred stock of Austin, Nic Co., has been declared, payable No 1, 1923, to stockholders of record, day, October 25, 1923, at 3 o'clock Transfer books will not close.

A. F. Sender & Co., I

CHICAGO, Oct. 13.—A. F. Sender cigars, tobacco, etc., 416 W. 69th has been incorporated. Capital $10,000. Incorporators, A. F. S F. R. Sender and Walter Byrzok.

"Enshrined Fly in Amb

It is a small world after all.

Thirteen years ago, when George was Chancellor of the Exc of Great Britain, in one of his speeches he referred to the old-ag sion scheme in the Unionist progr as "a fly enshrined in amber."

In the city of Polangen, Russian land, now Latvia, on the shores Baltic, Jacob Mark, an amber read the Chancellor's attack in a paper. So that the little Wel might carry his point further, Mar a piece of amber in which a fl "enshrined."

Lloyd George, impressed by th wrote to the amber manufacturer thanks for the gift. He expres desire to meet Mark, and said t was having the "enshrined fly in a made into a watch charm. He pr always to wear it, and he has.

Two years ago Mark left Europ came to New York City and estab himself as a steamship agent at N East Broadway.

When the former British Premie in this city recently, Mark estab communication with him. Lloyd G instantly recalled the incident, an pressed a keen desire to meet Mark he returns to New York City aft Canadian tour.

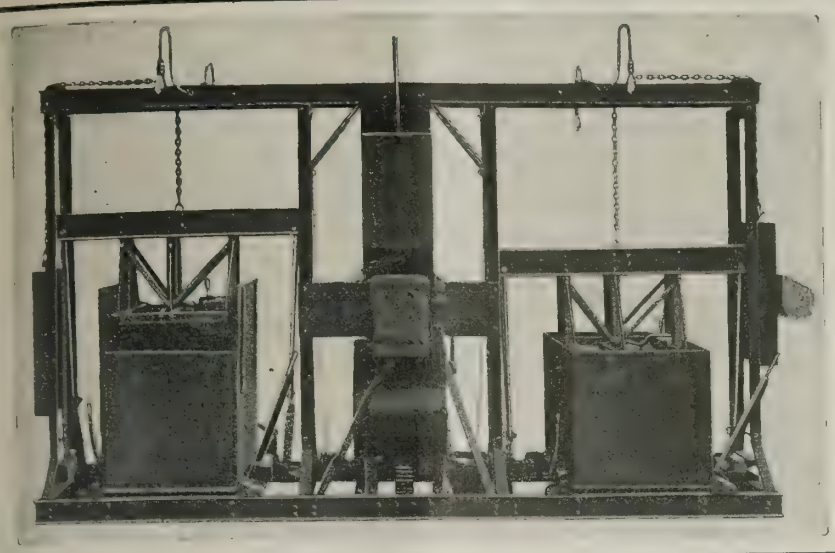
Mr. Mark is now anxiously aw Lloyd George's return to this city *Y. American.*

RED EDGE WOVEN **STANDARD** WOVEN **CABLE CORD** VULCANIZED

CIGARETTE BELTS

Manufactured by

SOUTHERN ENDLESS BELT CO.
PETERSBURG, VA.



Electrically Driven

CASING PRESS

The Greatest Labor Saver in the Market

One man can press and nail more than 100 cases in 10 hours. Two men can do more work than four without any labor in pressing. No press boards needed. Instantly adjustable to any size case. One case can be nailed while the other is under pressure.

Prices on application.

MINNICH MACHINE WORKS
LANDISVILLE, PA.

Home Service Appeal

BOSTON, Oct. 13.—The Tobacco Trades are this year getting behind the Salvation Army Home Service Appeal for Greater Boston, and are satisfied so far as their industrial section is concerned, that they will top the amount set for them.

Colonel W. A. McIntyre, head of the Salvation Army in New England, is asking for $170,000 for the support of his work, during 1923-24, which includes the maintenance of the Evangeline Booth Rescue Home and Maternity Hospital ($60,000), the Day Nursery for Children ($7,500), the Roxbury Dental and Medical Clinic, Dispensary and Hospital ($55,000), and a host of other activities and benevolences.

There are no pipe-dreams about the work of the Salvation Army. Any concern that can take care of 10,616 children in a year as they do in their Day Nursery and at their Fresh Air Camp, must be up to the minute in efficiency.

Seen Through Tobacco Smoke

Through the smoke of a good cigar or behind a comfortable pipe, a man can always see the needs of kiddies and the fellows in the Trade will dig down deep to help this deserving cause.

Gabblers have often much to say about the Army, but it keeps out of all political propaganda, which is more than can be said of many other organizations.

Its attitude toward the tobacco question is well known and its chief concern is in regard to the use of the weed by immature youths, upon whom, it admittedly has a deleterious effect, at least, until they become "hard-boiled." This is an attitude shared by the Tobacco Trade, itself. For the rest, and apart from its own officials, the tobacco question is left, as it should be, to the individual conscience.

Joseph P. Manning, of the Joseph P. Manning Co., Boston, Mass., is chairman of the Tobacco Products group, and Louis A. Henault, general manager of C. B. Perkins Co., Boston, Mass., so well known in the trade, is assistant captain of the team. They are both working very energetically in enlisting their brother tobacconists in the "drive."

Helping the Farmer

The loan of $2,500,000 by the Federal Farm Loan Board to the Dark Tobacco Growers' Co-operative Association shows the farmers can be helped when they organize to help themselves. The dark tobacco in the warehouses can be held so that the selling price will be protected. The banks which have advanced money on the crop will be repaid. The money will be distributed in farming communities. The farmer is helped and so are those with whom he does business.

What the tobacco grower has done, the wheat grower can do. Warehousing and credits will solve the grain producers' problem. These things under good organization will put an end to the dumping which has been ruinous to farmers and enriching to speculators.—*Louisville (Ky.) Times.*

A Selling Organization

It is the opinion of the editor of this paper that a large majority of the members of the Burley Association who read our journal are in favor of selling the present crop in an open competitive market, unless it appears that the manufacturers of tobacco are going to buy the larger part of the whole crop in green order, that is, not redried.

There is a widespread opinion among these growers that the increase of the crop by non-members, as well as in new territory and on account of a heavy yield per acre over the whole territory, there will be enough tobacco on the outside of the association to supply all immediate demands, and that by holding the crop off the market belonging to the association it will only increase the price of the crop grown by the non-member and lay the burden upon the association members with the crop of tobacco of 1923 on his hands.

We are not undertaking to dictate to

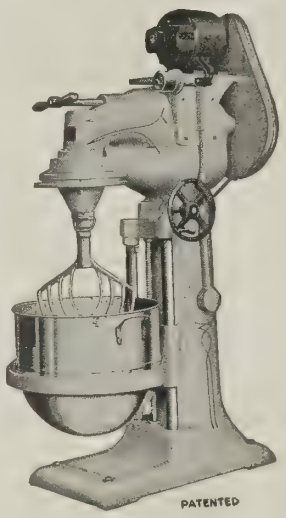
(*Continued on page* 40)

For Thorough Mixing

The

READ THREE SPEED MIXER

IS INCOMPARABLE



Many cigar factories throughout this country are using Read Mixers daily for mixing Gum Trag (cigar makers' paste). This machine gives the paste a thorough mixing, taking from it all lumps and thereby eliminating that costly and tiresome operation of straining.

Used in various plants of Otto Eisenlohr & Bro. Co. and various other large plants.

Write for further data

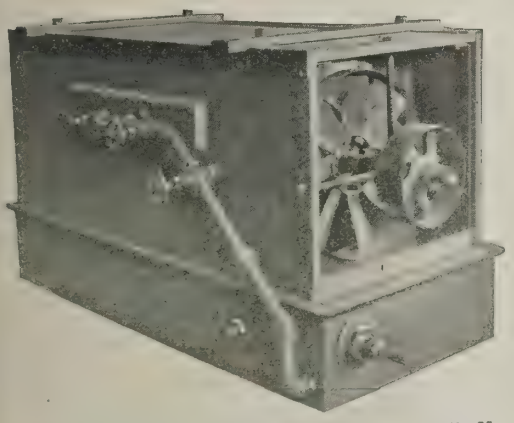
READ MACHINERY COMPANY
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MIXING MACHINERY OF ALL KINDS

THE "EBULATOR SYSTEM" of AIR CONDITIONING HAS NO EQUAL

LET ME PROVE IT ON YOUR PREMISES

Individual Machines for Separate Rooms, or One Large Machine Serving Several Rooms Using Distributing Air Ducts. Have Your Choice.



A Single Machine (This Type) Will Produce 80% Humidity in a Room of 100,000 Cubic Feet. Perfect Diffusion of Moisture Secured.

HERE IS THE VERDICT FROM GOOD JUDGES

CONN. VALLEY TOB. ASSOC. Hartford, Conn. — *Highly pleased. Know of nothing equal.*

A. N. SHEPARD & SON Hartford, Conn. — *Pleasing results. Yours the best yet.*

BREWER BROTHERS Hockanum, Conn. — *Saves coal and is far superior. Machine is of rugged build.*

KARL C. KULLE Suffield, Conn. — *Now using five machines. Four separate orders. Discarded old methods.*

Also many others. WHY NOT YOU?

15 to 25% Earned on your Investment.

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Save Money — By Using the "EBULATOR SYSTEM" Also By Stating Your Requirements and Size of Rooms, etc.

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ROHLIN'S PATENT PIPE CASE

An Imported Novelty — Also Most Practical

"A Clean Pipe in a Clean Pocket"

A case made of the finest rubber and lined at the bowl with an incombustible material—very handy and takes hardly any room in the pocket.

Sold extensively abroad and selling readily in this country.

Popular priced article affording excellent profit for retail trade and also in quantities for large distributers.

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The Aristocrat of
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HAVANA CIGARS

The Leader in All the World's Markets

ROMEO y JULIETA

U. S. REPRESENTATIVE
WM. T. TAYLOR, 50 E. 42nd St.

Havana Tobacco Market Showing Great Activity

Thousands of Bales Recently Sold—Both City and Country Share in Movement—Representatives of American Concerns Much in Evidence—Good Vegas Eagerly Bought.

HAVANA, CUBA, Oct. 11.—The tobacco market has been very active, and many thousands of bales have recently been sold in Havana as well as in the country. Loaded tobacco trucks can be seen at any hour of the day in the streets of Havana. The tobacco is in good condition, either to be shipped or to be stripped, and for this reason many of the old buyers from the North arrived here in order to register the tobacco bought beforehand, or to purchase new lots. Representatives of Stern-Mendelsohn Co. of New York, started right away to examine the tobaccos selected by Sidney Rothschild and a few days later Don José Suarez returned from Spain via New York in company with his old and good customer, Mr. Regensburgh. Both these buyers were very active and Don José Suarez has bought and received during this short time, upper grades of Remedios of at least 6 to 7 large packings, not counting his purchases in the country and purchases of Vuelta Abajo upper grades.

Some Notable Buyers

Of the local export and commission houses the firms of Mark A. Pollack, Leslie Pantin & Son, and Walter Sutter Co., can be mentioned as some of the largest buyers, not leaving out the other corporations which have bought and received tobacco in very large quantities right along. Also Manuel A. Suarez continued buying first class lots for export and stripping purposes.

A few days ago another veteran buyer of the United States arrived here, Mr. Satorius from New York, who, in company with his well known broker, Don Ramon Nava, can be seen from early until late in the tobacco warehouses.

Good Vegas Eagerly Sought and Bought

Before and a little after arrival of these foreign buyers, there was quite some activity in the country and by this time almost every good Vega in the country has been sold. The packers, who had their Escogidas under option or partly sold, subject to registration, made new purchases in the country at very favorable prices.

An Active Buyer

One of the most active buyers of tobaccos of the best section of Vuelta Arriba, was Don Angel Prieto, of Estrella Street No. 35, who observed during the entire campaign a good and marked judgment, in buying only the best tobacco from the best sections, being at the same time very fair as far as prices are concerned.

Other active buyers in the country were Herrera, Calmet & Co., Foyo & Rodriguez of Reina 22; Abeladro Cuervo, owner of some first class lots, and others.

Chance to Recoup

These late and large sales of Remedios and Vuelta Abajo tobaccos, gave our almacenistas a good chance to make up partly their loss caused by the rush in the country at the beginning of the crop by some foreign houses, which did not pack in former years.

The prices for Remedios as well as Vuelta Abajo continue *firm*, and as prophesised already, weeks ago, Vuelta Abajo is rather higher in price today. Several local and foreign houses will not be able to buy the quantity they need.

Also in Partido quite some lots of wrapper-material were sold to Tampa and the north, not mentioning the local factories.

Weather Had Influence

A few days ago the weather changed almost entirely and after several daily rain-showers the cold season started—another reason for making the holders of tobacco more inclined to sell, as the shrinkage this year is quite an item.

In the country the farmers are quite satisfied with regard to raising seedbeds and especially in Vuelta Abajo there will be an abundance of seedlings. In both sections Vuelta Abajo as well as Remedios there will be quite some enthusiasm as far as planting is concerned and if the weather conditions

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Packers and Dealers of Havana Tobacco
ALSO PORTO RICAN TOBACCO
New York Office
M. A. André 169 Front St.
Havana Office
Corrales 6, 8 and 10

HINSDALE SMITH & CO.
Established 1840
Importers of Sumatra and Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane SPRINGFIELD, MASS.
Cable Address "Nargil" New York
Telephone 961 John

Webster Cigars

STANDARD FOR OVER FIFTY YEARS

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

nue favorable, a large crop will be esult.

other date for the public sale of the Upmann factory resulted, as the one e—no bid was made.—GALLO.

ey West Key Notes

Buy Factory Building

Y WEST, FLA., Oct. 13.—Thomp- Co. have bought the building at orner of Simonton & United Streets, rly occupied by Mi Favorita cigar ry. It is understood that Thompson 's factory which is now located uval and Catherine Streets, will into the new and more commodious rs, for this company is at present led for space in the present loca-

May Open Key West Branch

ar makers arriving from Tampa hat there is a probability of a n of the Corral, Wodiska y Ca. factory being opened here. When ort was made to ascertain if the might be verified, it was learned ne management of this factory had inquiries about certain locations for rch here. As no representative of mpany could be located here, it was ible for the representative of To- to learn the date of the con- ted opening.

main office of the E. H. Gato Co., which until recently was lo- in New York City, has been moved s city. None of the personnel of ew York office came to Key West he removal of the office, except Beulah McClinch, who has been he office for several years as sten- er. In future the Key West office andle the business which heretō- as been transacted through the York office. Frank Gato arrived eek from New York, and will re- ere several weeks.

e Skilled Cigarmakers Needed

factories continue to work on large But the managers all complain acute shortage of cigar makers. anager remarked that he could use re if they were to be had, but un- itely there appears to be none e, as all who are here are at and with the daily increase in the it is a serious problem that has to be met in the scarcity of skilled labor in this field of industry.

Broadcasted Glad Tidings

W. J. Dougherty has returned from the convention of National Exchange clubs held. September 24-26, at Springfield, Mass. At the luncheon of the Exchange club this week, Mr. Dougherty told of the work done at the convention, and that the cigars sent by the local club arrived the last night of the convention during the time of the banquet, and these cigars were passed to the members present who numbered more than 500. The Exchangites were so pleased to get the genuine Key West cigars that the fact was broadcasted that night by radio.

Visiting Washington

Chas. H. Ketchum of the cigar firm of Ketchum & Bervaldi left Thursday night for Washington, where he will attend the ceremonies of the laying of the corner stone of the George Washington National Memorial. While in Washington, Mr. Ketchum will meet with the budget committee of the post office department toward securing a new federal building for Key West. At the luncheon of the Exchange club Tuesday, Mr. Ketchum, who was a guest of the club told of letters he had received from the chairman of the budget committee in which it was set forth that there is a strong probability that no appropriation will be made by the budget committee for the erection of federal buildings in cities where no site has been purchased for that purpose. As Key West has a site which was bought ten yetars ago by the government at a cost of $50,000, it appears likely that Key West will get a new building. The present one being totally inadequate to the needs of the various departments housed in it.

Cigar Production Increases

There were 320,000 more cigars made here during September than in August, according to the report of Stamp deputy collector of internal revenue, J. F. Uhrback. In his report Mr. Uhrback shows that 4,344,610 cigars were made here during the month. Of these, class A numbered, 700,475; class B, 410,700; class C, 2,966,184; class D, 254,130 and class E, 13,121. The amount of revenue collected for stamps sold amounted to $25,944.35.

Factories All Busy

Reports from all the factories are to the effect that they are all working

H. UPMANN & CO.

ESTABLISHED 1844

Bankers and Cigar Manufacturers

HAVANA, CUBA

H. UPMANN HABANA

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HAVANA LEAF DEALERS

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LEAF TOBACCO

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PARTIDO, SEMI VUELTA AND REMEDIOS

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Cable: Abella

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Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

Glass Cigar Box Covers

Highest Quality - - Lowest Prices

Our Style D Suits the Purpose

100 ..... 15 cents each
250 ..... 14 " "
500 or more ..... 12 " "

Includes Printing on Glass or Metal.

Choice of Five Colors. Send for Sample.

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and

Ignacio Haya

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Compañia de Abraham Haas

ESCOGIDAS SANCTI SPIRITUS LA VUELTA

Escogedor de Tabaco En Rama

SAN MIGUEL 85, HAVANA, CUBA
Cable: Haas, Havana

CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Cable "Quinto" P. O. Box 502

WALTER SUTTER COMPANY

COMMISSION MERCHANTS—EXPORTERS

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capacity houses. With the receipt of heavy orders daily, the shortage of cigar makers is all that mars the prospect of the largest output of local factories in many months.

September Tobacco Imports

The report of the customs department shows that 432 bales of tobacco were imported for local use during September and that these bales totaled in value $40,553.

Campaign for $700,000 for Jewish Federation

The largest amount of money ever subscribed in advance of a campaign for charity was recorded at the dinner of the Business Men's Council of the Federation for the Support of Jewish Philanthropic Societies at the Hotel Pennsylvania Monday night when Arthur Lehman, president, announced to the 250 men assembled that $325,000 of the $700,000 deficit in this year's budget had been collected although the campaign for funds was launched officially only that night.

"If the representative bankers, professional and business men here tonight continue their remarkable work," said Mr. Lehman, "Federation need not fear to carry out its obligations to the 91 institutions it maintains for the orphaned, the sick, the poor, the aged and handicapped Jews of New York. But we must not, on the other hand, be too optimistic. There is still a deficit of $375,000 to be raised before we can fill our budgetory needs of $3,500,000.

Other speakers included Judge Irving Lehman, Samuel Untermyer, Stephen Wise, Adolph Ochs, Felix M. Warburg and Percy S. Straus.

More than two hundred and fifty of the most important Jewish men of affairs in this city pledged themselves at the dinner to raise this fund. The guests were all members of the Business Men's Council which has formed money raising groups in more than 125 trades in the metropolitan district. Allied trades are grouped together under a division head, who is in most instances the outstanding figure of that industry in New York. Each part of the trade has its own chairman whose duty it is to round up every Jewish manufacturer and merchant in his line.

Quotas to be raised by each trade were allotted after a careful study of each industry and its strength by Mr. Lehman in collaboration with Percy S. Straus and Felix M. Warburg, co-chairman of the Business Men's Council. Reports read at Monday night's dinner showed that the business men of the city, in their zeal for the welfare of their fellow Jews did not wait for a formal opening of a drive for funds but upon being informed of their quotas proceeded to conduct their own intra-trade cam

The largest amount reported wa 000 by the bankers and brokers di real estate raised $26,500; ciga cigarettes, $16,100; leaf tobacco, furs, $11,500; retired merchants, $ judges and lawyers, $11,000; $10,300; cloaks, suits and skirts, $ clothing, $6,900; department stor 700; metals, mining, iron and ste 800; dry goods, $4,700; silk goo allied trades, $3,900; theatricals, dry goods and trimmings, $5,750; and novelties, $2,150; insurance, men's woolens, $2,150; newspap and publishers, $1,250; educators, underwear, $2,100; paints and o 130; chemicals, $1,600; knit goo 300; jewelry manufacturers, $1,30 goods, $1,200; beverages, $1,100 stores, $1,800; hosiery and und $1,000.

The Women's Division of Fe of which Mrs. Sidney C. Borg i man raised $16,000.

After the reports of these con which have been conducting co-o drives were heard, Mr. Straus ur men to put all their efforts in Federation over the top, so that needy Jews in the community m properly taken care of by Fe as in former years. He explai organization of the trade grou urged them to form their workin immediately if they had not alrea so.

A complete motion picture "We've Got To Have Money" by Percy S. Straus and Felix M zurg, was shot early in the ever shown on the screen soon after ports were heard. The actors in were the guests present. The explained Federation's need fo and the methods it employs in money.

Music and vaudeville gave note to the serious trend of th ing. An exhibition of cartoons activities of the various trade was on view in the ante-room of quet hall.

Among the guests at the din Arthur Lehman, Felix M. W Percy S. Straus, Samuel Un Judge Irving Lehman, Judge Sa Levy, Judge Otto A. Rosalsky, Ochs, Henry F. Samstag, Willia man, Henry A. Dix, Samuel J. ingdale, Dudley D. Sicher, Dani Manny Strauss, Stephen Wise, Goldstein, Bernard K. Marcus, Lowenstein, I. Edwin Goldwass M. Stein, Herman W. Block, Z. stein, Col. H. A. Guinzburg, F Guinzburg, Leo Sulzberger.

Going to Baltimo

Herbert Holzman, of Strouse man, plans to visit his Baltin Philadelphia clients this week.

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Tampa Tidings

TAMPA, FLA., Oct. 13.—Few outside of those directly interested, realize the volume and value of the cigar industry of Tampa. It ranks third in value among the industries of the State of Florida. Citrus fruits and lumber alone exceed it. The cigar industry is so great that lesser industries are almost lost sight of.

There are in Tampa numerous cigarette factories, notably that of José E. A. Reyes, where three brands of Cuban cigarettes are manufactured. La Floridana, Gloria Selectas and Flor de José E. Reyes. The most modern machinery is in use at the factory, which has a capacity of 615 cigarettes a minute, and the choicest Havana tobacco is put into the products.

Back from Extended European Trip

A. L. Cuesta, Sr., president and general manager of Cuesta, Rey & Co., has returned to Tampa after a stay of several months in Spain, where he renewed old acquaintances and opened his newly purchased home in the Pyrenees mountains, near the place of his birth. Mr. Cuesta renewed his acquaintance with King Alfonso at a private interview held during the summer. He also formed a Rotary Club in Santander, which makes the third Rotary Club now existing in Spain. Mr. Cuesta had a hand in organizing the other two which are located in Madrid and Barcelona. Mr. Cuesta left Tampa on May 12, for Washington to attend the annual convention of the Tobacco Merchants' Association. He then went to New York, where he joined Isaac Maas, of Tampa, and both sailed for France, spending a few days in Paris together. The rest of the time, until his departure for Havana on September 19, he spent in Santander and at his Pyrenees mountain home. He arrived in Havana on October 3, and sailed for Tampa three days later.

Havana Fairly Normal

Manuel Garcia, of Perfecto Garcia & Bros., has returned from Cuba, after spending 10 days on the island purchasing tobacco. Mr. Garcia says that he found conditions in Cuba fairly normal.

Praise Connecticut Tobacco

H. M. Lott, local tobacco dealer, has returned from a trip to Connecticut and Wisconsin, where he inspected the new tobacco crops. Mr. Lott was accompanied by D. H. Woodbury, secretary and treasurer of the Eli Witt Cigar Co., and both report that the sun and shade grown crops in Connecticut are probably the best that have even been grown in that state. The Connecticut shade grown tobacco is especially good, being very light this year. As for the Wisconsin crop, Mr. Lott states that the 1922 crop is now being sampled and appears to be very good. The new crop, as is well known, has been damaged by frost, but much of that which escaped injury, is of very high grade.

J. C. Riley, representative of the American Tobacco Co., is in the city calling on the wholesale tobacco jobbers. Mr. Riley, whose headquarters are in New York City, specializes in Bull Durham cigarette tobacco.

R. T. Byrd, Florida representative of the Tobacco Products Corp., manufacturers of Strollers cigarettes, is in the city calling on the wholesale tobacco dealers.

A. T. Watkins, Southern representative

(*Continued on page* 40)

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NATURAL BLOOM
QUALITY CIGARS

New Natural Bloom Size
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Superior Quality in a New Shape
—Put a Box in Your Case.

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CIGAR FACTORY, A-4-331
Our Slogan: "Not to undersell, but to excel."

11 Water Street
New York, N. Y.

Connecticut Notes

HARTFORD, Oct. 15.—With the cooler and frosty mornings of last week, the mold that appeared on the tips of the hanging tobacco has disappeared, and now the growers are anxiously awaiting a good damp so as to get started taking down their crop, and getting it in the bundle preparatory to assorting and packing the banner crop of 1923. A year ago at this date much of the crop was down and in the bundles and this year only a very little is in the bundle, as during the damp weather a couple of weeks ago, only a few ventured to take down believing that the leaf needed a through dampening and a dry out to run the colors. With the sharp frosts, growers think that the leaf is now in the pink of condition to take down, and as soon as a damp comes much will be taken down. From present indications, while on the poles, it is expected that the percentage of "brokes" and fillers will be very much lower than it has been for the past several years.

The percentage of pole sweep will be very small and cannot be worth considering, unless in some of the very late cut crops it may be possible that some will be found, which was in the right stage of curing to sweat in bad weather, and to eliminate sweat several growers started "firing" their sheds.

The present indications are that there will be several thousand more cases of fine, high grades of Broadleaf and Havana seed than there has been for the past several years, as the 1923 crop grew under favorable conditions from start to finish; rain coming at needed times, and the plants when started kept coming every day without any dry weather checks, and through the whole Connecticut Valley as well as the Housatonic Valley, there was not any storm or hail damage to the crop while in the fields.

During the cutting season favorable weather prevailed, as well as the curing period, and the Connecticut growers have finally succeeded in getting a crop that they can "holler" about after several successions of inferior crops.

One of the well known handlers of Connecticut tobacco said recently that the 1923 crop was "beautiful" and that sums it up in a word.

The Connecticut Valley Tobacco Association realizes that it has got a bigger proposition in this crop to handle than last year's, and is already making plans to be in a position to handle it as soon as it is ready to pack, by joining with the growers in securing additional warehouse room. Several new warehouses are being built in the Valley. The new one in South Windsor is already well started along; the one in Glastonbury will be started at once, and the East Hartford growers have secured the Rosenwald & Bro. warehouse. Other sections are making similar preparations.

The East Hartford growers planning to secure a large supply of farm implements with which to supply their members at the lowest practical price.

The work of handling 1923 shade is now well started and the leaf is showing up to be fine and very satisfactory.

Help seems to be available, but all are looking for high wages.

Keystone Business Brisk

Ray C. Clark, of D. Dreux, Inc., of 136 Water Street, importers of Sumatra and Java leaf, is covering the Pennsylvania territory with marked success. He predicts a bright future for the cigar industry in that section.

Watson's British Quotations and Market Review

LIVERPOOL, Eng., Oct. 5.—The subjoined tobacco price quotations and brief market review are culled from the regular monthly report made by Frank Watson & Co., Limited:

Quotations Western Leaf

Dry Filler	8d. to 14d.
Medium to Good	15d. to 20d.
Good to Fine	21d. to 24d.
Burley	to ...

Virginia Leaf

Dark—	
Dry Filler	to ...
Wrapper	to ...
Bright—	
Semi	8d. to 20d.
Medium	21d. to 33d.
Good	34d. to 39d.
Fine	40d. to 42d.
Fancy	43d. to 48d.

Western Strips

Common to Good Filler	9d. to 15d.
Short Medium	16d. to 21d.
Medium	22d. to 26d.
Good to Fine	27d. to 28d.
Burley	to ....

Virginia Strips

Dark—	
Common to Good Filler	to ....
Medium to Good and Fine	to ....
Bright—	
Semi to Good Semi	15d. to 30d.
Medium	31d. to 42d.
Good to Fine	43d. to 52d.

Market Review

A fairly active Market was maintained in September, the business being mainly distributed between the medium grades of Brights and Western Tobaccos.

The new crop of Nyasaland, especially the dark fired Tobaccos, is meeting with ready acceptance.

To Observe 125th Birthday of the Cigar

The 125th birthday of the cigar, which first saw light in the Connecticut Valley, will be celebrated at the convention and exposition to be held in the Seventy-first Regiment Armory for the week starting January 28. At the same time the national board of the Tobacco Salesmen's Association will hold its annual meeting at the Hotel McAlpin, with Jonas J. Ollendorff, chairman of the board of governors, presiding.

While the Indians knew the pipe for centuries and Columbus found them smoking, while Sir Walter Raleigh actually started the commercial exportation of raw tobacco, it was not until the close of the eighteenth century that the cigar came in vogue. It became popular immediately and today is the mainstay of the tobacco industry. Estimates show 7,000,000,000 large cigars and more than 850,000,000 small cigars are produced each year in the United States alone, without reckoning the "first cousin," the cigarette, consumed in billions.

Besides Mr. Ollendorff the committee on arrangements includes Emanuel M. Freeman and Jack A. Martin, of Newark; Joseph Ogush, of Jersey City; Edward J. Mulligan, Harry I. Whipple and John Frischberg, of Boston, and Max Berliner, Sidney J. Freeman and Albert Freeman, of New York. A banquet on February 2 will close the convention.

Steane, Hartman & Co., Inc.
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
36 COMMERCE STREET HARTFORD, CONN.
"After all, nothing satisfies like a good cigar."

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GROWERS OF CONN. SHADE
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PINNEY'S CONNECTICUT SHADE
QUALITY TO BURN
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EVERYBODY LIKES
RED TOP SNUFF
A Universal Favorite for 35 Years.
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Scrap and Nail Cleaner
furnished with or without picking table



Cardwell
RICHMOND, VIRGINIA

TOBACCO MACHINERY

This machine will clean more floor sweepings and scrap tobacco in 10 hours than 20 hands will do in a week by old methods. Separates the Stems, Nails, Sticks, Dust, Granulated Tobacco, and blows the fluffy tobacco over on the picking table where the strings and paper can be picked out by hand.

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ALL GRADES OF OLD BELT
LEAF, STRIPS, SCRAPS AND STEMS
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Bright and Dark Virginia
Burley—Western—Seed Leaf
Strips—Scraps—Stems—Cuttings
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Manager Sands Addresses the Co-op Members

DANVILLE, VA., Oct. 13.—Oliver J. Sands, executive manager of the Tobacco Growers Co-operative Association, made an address at the opening of the "co-op" season here in which he dealt freely with the delayed third payment. He spoke for an hour and was given a good reception although it was noted that three farmers broke into his address and betrayed dissatisfaction as to the monetary settlement for the last crop. Mr. Sands said that the Association today holds 14,000,000 pounds of tobacco left over from the last crop which the officials are holding for a price. He asked the farmers if they wanted the Association to dump this tobacco "at the other fellow's price" and when cries of "hold it" came from the audience, Mr. Sands told them if that was the case they might as well stop talking about that third payment. Mr. Sands said that the Association, which aims at orderly marketing, is an unqualified success and that its future has been assured.

Complains of Opposition

He stated also that hostile interests had tried to destroy the association last year by raising prices on the open market floors in the hope that they would discourage farmers from joining the "pool" and bring about withdrawals. This, he stated had not succeeded and he asserted that this year the same hostile interests are forcing down the price of leaf on the open market in the hope of "killing" the organization's credit. He further asserted that 99 per cent of the members are quite satisfied with the workings of the organization. He made an appeal for signers to come forward and sign the five year contract. Nobody answered his invitation, but before the day was out Tucker Watkins reported that seven new members had been signed up.

Mr. Sands called the attention of his thousand hearers in the warehouse that they should see that the contract is enforced, suggesting that whenever they find a broken contract to report it to the commonwealth's attorney. He also defined the meaning of the new law which compels anyone selling tobacco to enter it in the proper name and not a fictitious name.—TETLEY.

To Remove Bagley Plant to Richmond

RICHMOND, Va., Oct. 13.—Removal of the plant and equipment of the J. J. Bagley Tobacco Co. from Detroit, Mich., to Richmond, between now and January, was rumored yesterday. It was stated that the Bagley plant would be added to the plant of the Falk Tobacco Co., increasing its output by at least 40 per cent. Officials of the Falk Tobacco Co. would neither affirm nor deny the reported removal plans.

It is estimated that 65 freight cars will be needed for the transportation of the Bagley equipment. Several officials of the Bagley company are to come to Richmond and make this their home.

Danville Average, $18.96

DANVILLE, VA., Oct. 15.—An improvement in the quality of leaf tobacco sold here during the past week is responsible for a substantial increase in the average over that of the opening week. The report of the Danville Tobacco Association issued by John Bustard, secretary for the past week, shows that 615,221 pounds was marketed for $116,672.22 at an average price of $18.96. This brings the sales of the season to slightly over a million pounds, or 1,073,589 pounds sold for $197,035.03, the season's average being $18.35.

Increased Receipts Expected

Warehousemen are looking for heavily increased receipts as soon as mois weather set in. There has not been a natural "season" since the market opened and for this reason the local warehouses have not been taxed. Better tobacco is looked for as the season wears on.—TETLEY.

Open Dark Tobacco Sales October 30

LYNCHBURG, Va., Oct. 13.—The dark tobacco auction sales will open here October 30, according to announcement of the warehouses. The co-operatives' association has not fixed the time for the opening of its warehouse here. Dark tobacco is almost exclusively marketed here there being little bright stocks, excepting railroad tobacco.

Petersburg Prices Please the Farmers

PETERSBURG, Va., Oct. 12.—Petersburg tobacco warehouses opened again this morning, after observing yesterday as a general holiday on account of the fact that it was "Petersburg Day" at the fair.

The sales this morning were unusually good and the farmers were apparently satisfied with the prices received.

The merchants and banks of the city are reporting a good business, one reason given being that of the tobacco sales helping to bring money into the city.

The sales averaged $10 to the hundred pounds with the common tobacco making a good showing. Some of the good grades went above 35 cents.

Co-op House Also Reopens

The Tobacco Growers' Association house has also reopened, after observing yesterday as a holiday, and reports that the number of pounds have greatly increased during the past few days.

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DANVILLE, VIRGINIA, U. S A.
Virginia and Carolina Cigarette and Smoking Tobacco a specialty
Export and Domestic Types
Established reputation for careful grading and packing
Our own buyers in best markets
Correspondence invited. Cable address: "Lea," Danville, Va.

nderson Auction Market Averages $19.39

NDERSON, N. C., Oct. 13.—The Hen- n auction tobacco market, in which warehouses are operating this year, during the past week a total of 4 pounds of tobacco for $43,777.96, average of $19.39, a fraction under 0-cent level.

the season to this date the market old a total of 631,076 pounds for 36.99, at an average price per hun- pounds of $18.49.

se figures are far below the sea- average of approximately 24 cents e 1922 crop, but this is explained e poor quality of deliveries, which for the most part been of the lower s.

s by days for the past week on cal market, follow:

	Pounds	Money	Aver.
ay	49,528	$10,065.61	$20.32
ay	62 986	12,148.49	19.28
esday	37,976	6,939.49	18.27
day	33,714	6,460.75	19.16
r	41,460	8,163.62	19.69

week's average of a fraction under 0-cent level has brought encourage- to the warehousemen and the farm- nd many see in it an indication of t dily rising market. The fact that erage price has ranged around that for nearly every day has been the s of comment here, where there are who say the local market is among aders in the old belt, or in this sec- f the state.

market has not yet caught its in sales. On no day have sales d the 100,000 figure, except the g, when the figure was around 0 pounds. In fact there has been ne day since the opening when de- s have gone over the 50,000 mark. ger auction markets in nearby cities xpected to work against the total e of business here in 1923-24, since burg is operating on the auction this year with two warehouses, as they had no market at all last for the independents. An extra ouse is running in Warrenton this also, as is true of Oxford, these towns being county seats of the surrounding counties. Henderson large sales last year from Franklin , and is drawing a good deal this but will not get as much as she the 1922 crop.

acco men are expecting the better to be offered in larger quantities next few weeks than has been the ince the market opened.

er Prices at Greenville

ENVILLE, N. C., Oct. 15.—There decided upward trend in prices of last week. All receipts were better, both in prices and quality. grades advanced from $3 to $5 per d. The advance on lower grades ot quite so great. General satis- with conditions and prices seemed t among both buyers and farmers. On the lower grades the advance ranged from $2 to $4 per hundred. Taken all together, the past week was the most satisfactory thus far this season in sofar as prices are concerned.

The sales for the week were light but enough to bring sales to date up to 13,100,000 pounds. The average for the week was about $22.50 per hundred.

It is estimated that 40 per cent of the crop has been marketed.

The writer was much amused some days ago when talking to a farmer. I asked the farmer if he was selling that day. He replied, "No. I bought a little for another fellow." On Saturday before he was talking about co-op conditions, saying that his last year's crop had not been settled for, and that he needed the money. Great promises had been made to get him to sign up and none had been fulfilled, putting him in bad shape. His case illustrates the usual plight of Co-ops.—KING.

Co-ops Make Some Glowing Reports

HENDERSON, N. C., Oct. 13.—According to word that comes from headquarters of the Tobacco Growers' Co-operative Association in Raleigh, the association has made a fast start in marketing the new 1923 tobacco crop in western North Carolina and Virginia, in what is known as the old belt. The information is from the reports of J. E. Bowling and Edward Walton, district members for western North Carolina and Virginia, respectively, who report receipts of 3750,000 pounds of tobacco as the first week's deliveries by the organized farmers. The markets in this belt opened only last Tuesday, October 9.

In spite of the late Virginia crop, Danville leads the co-operative receiving points with 300,000 pounds. Durham, Roxboro, Henderson and Fuquay Springs are among the co-operative markets of North Carolina to register from 150,000 to over 200,000 pounds in the initial week, the reports indicate.

It is asserted that exceptionally good tobacco has reached the floors of the co-operative warehouses, along with lugs and primings, and the growers at nearly every market are reported to have expressed their enthusiasm for the grading system and this year's scale of advance, which is said to have brought average first payments of over $20 a hundred for many thousands of pounds of tobacco. Some growers are said to have averaged over $20 per hundred for their entire loads as first advance, while the great bulk of deliveries have been made up of the lower grades.

It was reported on the local market that quite a number of new members were received during the first week. Warehouse managers here say they have yet to find any formidable complaints or marks of dissatisfaction with the marketing system, or with the advances made to them, in spite of the fact that the final payment for a large part of last year's crop has not yet been made by the co-operative association.

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Old Belt Co-ops Make Big Deliveries

RALEIGH, N. C., Oct. 15.—Organized tobacco farmers of the old belt made a flying start in marketing their crop last week when approximately 3,750,000 pounds reached the 55 co-operative floors which opened last Tuesday.

The very high quality of tobacco brought to the association floor shows the satisfaction of the old belt co-ops in the cash advances which ran over $20 a hundred on many thousands of pounds.

Western North Carolina ran far ahead of her last year's deliveries to the association in the opening week and Virginia farmers in spite of the late crop surprised the association warehousemen with heavy deliveries which reached 300,000 pounds last week in Danville.

Hundreds of farmers who are dissatisfied with the low averages of the auction markets in western North Carolina and Virginia where opening prices were around 14 cents at Winston-Salem and 17 cents at Danville, have recently signed the co-operative marketing contract. They are bringing their tobacco to the association floors where the advances on all grades are higher than those of last year. The slump of the open markets in eastern North Carolina is evidenced by the report of the North Carolina Department of Agriculture, which compares the average price of $18.95 received by tobacco farmers last month with their average of $25.15 for September, 1922.

The tobacco association has already received more than 45,000,000 pounds of tobacco in its warehouses in three states this season with the large bulk of the Virginia-North Carolina crop still to reach the markets.

In eastern North Carolina three Superior Court judges upheld the contract of the association last week and continued injunctions restraining members from delivering tobacco outside of the association. Judge Frank Daniels at Goldsboro continued an injunction until future hearing in court, against a landlord who though not a member of the association had seized the tobacco of a member tenant under claim of landlord's lien and claim and delivery.—S. D. FRISSELL.

Eastern Carolina Tobacco

The Kinston correspondent of the *Daily News* grows eloquent in description of eastern North Carolina tobacco commerce. Lenoir county's crop alone may be five and a half million pounds; the season's marketing in Lenoir may run to something like 30 million pounds. And Kinston is but one of the eastern markets.

East Carolina tobacco goes mainly, he reports, to Europe, Asia, Australia; some to Canada and South America. "Helmeted Britishers in Hong-Kong and Calcutta, Australian sheep ranchers, Chinese merchants, German officials army officers, men around town in L don, discriminating smokers everywh are demanding the eastern Carc product," and many million pounds crop that will bring the buyers at Kin six to nine million dollars are begin to reach the ports for shipment abroa

And how much of it, we wonder, be shipped from North Carolina port

The state's tobacco and its cotton increasing volume of raw materials manufactured product, all its comm destined for foreign markets ought t into cargoes sailing direct from shore of North Carolina, if that is p ble. And the *Daily News* is glad to lieve most firmly that it is possible, that North Carolinians have the wil establish a port of their own. To a s with a will to accomplish, all things possible.—*Greensboro (N. C.) News.*

Better Grades "Pick U at Wilson

WILSON, N. C., Oct. 13.—"Day by in every way, we are getting better better," said the disciples of the fan Dr. Coue. So say the farmers who ronize Wilson's giant auction mart, each day for the past week has sh a slight advance in prices, so that for week just ended the general averag $22.01 against the average of the prev week of $19.82. Common tobacco tinues to show up, coming from e section—almost without end. On t grades the market remains the same, the advance has taken place in medium grades, and especially in the ter grades. Every day something 50,000 to 100,000 pounds of real good bacco shows up, and when it does, prices remind us of the year 1919.

Owing to cotton picking not yet b over, the sales have only averaged 6 640 pounds per day for the past w Sales for the season to last night ag gate 22,416,570 pounds, which sold $4,594,387.25, an average of $20.50, reads the report issued by the Superv of Sales.

It is estimated that around forty cent of the crop has been sold.

Alex M. Spiers of England, prior ently connected with the British-A erican, who has been a pleasant vis for several weeks, left for Java via Francisco this week. Mr. Spiers m not only many friends among tobe people, but with the farmers, for h a "regular fellow" and a good mixe McFARLAND.

New Bern Average, $18.3

NEW BERN, N. C., Oct. 13.—T sales for the week, 27,482 pounds; a age price per 100 pounds, $18.32. Sol date of 1923 crop, 370,176 pounds; a age price per 100 pounds, $16.05.—M TYSON.

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Louisville Tobacco Market Reports

ISVILLE, Ky., Oct. 13.—The Louis- Tobacco Board of Trade reports the ead leaf tobacco transactions as vs:

cco Sales for the Week and Year to October 12

ehouses	Auction Sales	Private Sales	Total for Week	Year. Jan. 1, to Date
	...	...	...	792
ky	103	46	149	7,800
Street	...	1	1	2,715
s-Farmers	61	208	269	9,523
enth Street	51	28	79	3,608
ille	...	...	...	4,102
	215	283	498	28,540
922			560	56,537
921			1,651	56,693
920			1,371	45,571

sifications of this Week's Sales

	Old Crops	1922 Crop	Total
	245	98	343
	101	54	155
	346	152	498

fications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
	10,174	14,941	25,117
	2,711	712	3,423
	12,885	15,653	28,540

fication of Sales to Same Date in

	1922	1921	1920
	52,491	52,582	42,586
	4,046	4,111	2,985
	56,537	56,693	45,571

nparisons with Previous Years

	1923	1922	1921
ES—			
les of new crop te	20,175	14,880	47,534
f new crop to Original inspec-	16,375	12,366	38,774
CTIONS—			
ns this week:			
y	45	...	...
	8	...	...
al	53	119	422
ge of rejections tion sales:			
y	28	...	...
	15	...	...
al	25	25	26
ns, Jan. 1 to date:			
y	5,601	...	...
	578	...	...
d	6,179	11,809	12,576
IPTS— this week	119	504	1,066
Jan. 1 to date	20,415	34,013	46,075

* * *

Monthly Report

Sales for the Month and Year to September 30, 1923

s	Auction Sales	Private Sales	Total for Month	Year, Jan. 1st to Date
	...	...	...	792
y	420	210	630	7,565
reet.	24	4	28	2,714

	Old Crops	1922 Crop	Total
Planters- Farmers	285	139	424
New Tenth Street Louisville	99	13	112
	...	...	...
	828	366	1,194
Year 1922			3,482
Year 1921			5,263
Year 1920			6,426

	Total for Year	Total to Date
Planters- Farmers	9,176	9,176
New Tenth Street Louisville	3,529	3,529
	4,102	4,102
	27,878	
Year 1922	55,271	
Year 1921	53,917	
Year 1920	42,959	

Classifications of this Month's Sales

	Old Crops	1922 Crop	Total
Burley	835	73	908
Dark	239	47	286
	1,074	120	1,194

Classifications of Sales Jan. 1 to Date

	Old Crops	1922 Crop	Total
Burley	9,893	14,778	24,671
Dark	2,587	620	3,207
	12,480	15,398	27,878

Classification of Sales to same Date in

	1922	1921	1920
Burley	51,346	49,946	40,283
Dark	3,925	3,971	2,721
	55,271	53,917	42,959

Comparisons with Previous Years

Sales—	1923	1922	1921
Total sales of new crop to date	19,920	14,878	44,956
Sales of new crop to date. Original inspection	16,162	12,364	36,774
Rejections—			
Rejections this month:			
Burley	231	.....	.....
Dark	37	.....	.....
Total	268	827	1,205
Percentage of rejections to auction sales:			
Burley	33	.....	.....
Dark	26	.....	.....
Total	32	27	25
Rejections, Jan. 1 to date:			
Burley	5,502	.....	.....
Dark	557	.....	.....
Total	6,059	11,531	11,990
Receipts—			
Receipts this month	518	1,887	4,171
Receipts Jan. 1 to date	20,206	33,045	44,395

Stock Report

Receipts, Deliveries and Stocks for the Month and Year to September 30, 1923

Warehouses	Receipts During Month	Deliveries During Month	Receipts Jan. 1 to Date	Deliveries Jan. 1 to Date	Stocks This Date
Turner	....	5	630	875	143
Kentucky & Louisville	256	366	5,409	6,072	2,657
Main Street.	16	38	1,727	2,218	70
Planters- Farmers	222	260	7,101	7,001	3,129
New Tenth Street	24	88	2,579	2,442	1,148
Louisville	....	....	2,760	2,809	....
	518	757	20,206	21,417	7,147
Year 1922	1,887	2,580	33,045	39,751	10,579
Year 1921	4,171	3,100	44,395	35,662	22,682
Year 1920	4,975	3,522	35,219	33,704	17,260

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Kentucky Tobacco Sales During September

Figures Compiled by the State Commissioner of Agriculture

FRANKFORT, Ky., Oct. 15.—W. C. Hanna, State Commissioner of Agriculture, makes report of sales of tobacco in all warehouses in Kentucky during the month of September, 1923, as follows:

	1921 or Previous Year's Crop			1922 Crop		
	Pounds	Value	Average	Pounds	Value	Average
Burley Tobacco sold for growers	1,370	$69.87	5.10	74,750	$13,780.77	18.43
Burley Tobacco sold for dealers	28,045	2,486.80	8.86	287,850	42,526.35	14.77
Burley Tobacco resale	3,980	364.66	9.16	194,820	22,527.86	11.56
Total Burley and average	33,395	2,921.33	8.74	557,420	78,834.98	14.14
One-Sucker Tobacco sold for growers	1,780	121.71	6.83	5,975	527.89	8.83
One-Sucker sold for dealers	5,970	277.33	4.64	39,750	3,073.67	7.73
One-Sucker Tobacco resale	12,240	1,151.15	9.40	13,700	833.99	6.08
Total One-Sucker and average	19,990	1,550.19	7.75	59,425	4,435.55	7.48
Fired Dark Tobacco sold for growers	.....	.....	....	1,890	140.17	7.41
Fired Dark Tobacco sold for dealers	.....	.....	....	33,380	2,777.64	8.35
Total Fired Dark and average	.....	.....	....	35,270	2,917.81	8.27
Grand total and average	53,385	4,471.52	8.37	652,115	86,188.34	13.21

Official Quotations at Louisville, October 12, 1923:

	Burley			Dark
	Dark Red	Bright Red	Colory	Manufacturing
Trash (green or mix.)	7 to 8	8 to 9	9 to 11	to 4½
Trash (sound)	10 to 12	12 to 14	15 to 17	4½ to 5½
Common Lugs	12 to 14	14 to 16	18 to 20	5½ to 6½
Medium Lugs	15 to 16	16 to 18	20 to 22	6 to 7
Good Lugs	18 to 20	20 to 22	22 to 25	7 to 8
Common Leaf (short)	12 to 14	14 to 16	18 to 20	8 to 10
Common Leaf	15 to 17	18 to 20	22 to 25	10 to 12
Medium Leaf	22 to 24	24 to 26	27 to 30	14 to 16
Good Leaf	26 to 30	30 to 32	32 to 35	18 to 20
Fine and Selections	35 to 40	40 to 42	42 to 49½	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 5 cents lower.—F. E. BROCAR, Secretary.

Paducah Prospects

PADUCAH, Ky., Oct. 13.—The hogshead market has been quiet during the past week, and if any sales have been made they have not been made public.

The weather has been fair and pleasant and the curing of tobacco in the barn has progressed nicely. We think the crop has been cured better this year than usual. However, there is lots of sap in the plant, and where the firing has not been kept up no doubt there will be some house-burn and damaged stems. Tobacco is dry in the barns and a warm rainy spell is badly needed, which will help the coloring of the crop materially. We have seen a good deal of tobacco in the barns and colors seem fairly good, running from light brown to brown. Owing to the dry condition it is impossible to make a good inspection, but we are sure that the colors will take care of themselves with favorable weather.

The Dark Tobacco Growers' Co-operative Association directors have been in session at their headquarters in Hopkinsville, and have elected their general manager and other important officials. R. E. Cooper, of Hopkinsville, was elected general manager, succeeding John J. Hanratty, who was not a candidate for re-election. C. K. Smith, of Clarksville, Tenn., was re-elected chief grader, with James West, of Hopkinsville, as assistant. Most of the other officers were re-elected, and they are now formulating plans for disposing of this year's crop. It is understood that they have greatly curtailed managing expenses, and no doubt will be able to handle this year's business at a big reduction from last year's cost. The Association is making extensive preparation for storage over the district, building very large houses at Clarksville and Hopkinsville.

No new tobacco has appeared in the market yet. We don't look for the market to open until towards the end of November, but no doubt some loads will be drifting in when we have a good handling season. What prices will be we can not say, neither can we tell what the demands will be, but the market will open as usual when buyers are ready to buy and sellers ready to sell.—W. B. KENNEDY.

Burley President Addresses Two Meetings

INDEPENDENCE, Ky., Oct. 12.—James C. Stone, president and genneral manager of the Burley Tobacco Growers' Co-operative Association, who came to Independence yesterday to address the Kenton County Farm Bureau on the co-operative marketing of Burley tobacco, had to deliver two speeches, instead of one, as the crowd was so large it not only filled the circuit court room on the second floor of the courthouse, but the County Court room on the ground floor. While Mr. Stone was speaking in the Circuit Court room upstairs, McHenry Rhoads, professor of secondary education in the University of Kentucky, and J. Sherman Porter, editor of the *Burley Tobacco Grower,* addressed the crowd downstairs, Mr. Rhoads speaking on education and Mr. Porter on the progress of the Burley co-operative and the outlook for the future.

Following Mr. Stone's addresses the Farm Bureau of Kenton County, which was in charge of the meeting, adopted unanimously resolutions commending the co-operative marketing of tobacco, as well as all other farm products, and thanking the leaders of the Burley co-operative and of the Milk Producers' Association, which has a strong organization in northern Kentucky, for their efficient service and leadership.

Dawson Chambers, of Kenton County, director of the Burley co-operative, introduced Mr. Stone at both meetings and the Rev. J. F. Hawkins, pastor of the Hickory Grove Baptist Church, presided over the overflow meeting down stairs.

Other speakers were C. U. Jett, extension specialist in farm management, and Miss Lulie Logan, specialist in home economics, both from the university, and C. W. Threlkeld, of Visalia, president of the Farm Bureau of Kenton County, who

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presided. The resolutions were reported by a committee composed of Howard Stephens, H. S. Moffett, C. O. Morgan and Mr. Threlkeld and were as follows:

"Whereas, Ralph G. Myers, Harley Ditmor, Harve Newcomer and F. S. Shuff, of Arcanum, Ohio, representing the Miami Valley tobacco growers, have asked the farm bureau of Kenton County whether, in the opinion of its officers and members, the co-operative marketing of Burley tobacco has been of any benefit to the farmers of Kenton County; and

"Whereas, the farmers in Kenton County, as well as in every other county in the Burley district, have profited tremendously in dollars and cents, as well as in the stabilizing of prices of tobacco and farm lands, from such co-operative marketing,

"Be it Resolved, that the Kenton County Farm Bureau, in annual convention assembled, hereby goes on record as declaring that the co-operative marketing of Burley tobacco has been an unqualified success in the Burley district and that it has been the means of putting into the pockets of the growers of Burley tobacco, in the past two years, between $45,000,000 and $50,000,000 more than they would have received under the old system of selling;

"Resolved further, that we most heartily endorse the co-operative marketing of Burley tobacco and of all other products of the farm, and that we express our gratitude to the leaders of the Burley Tobacco Growers' Co-operative Association for faithful and unselfish service rendered in the marketing of our tobacco crops the past two years;

"Resolved, that we extend to Harry Hartke, and to his associate leaders of the Pure Milk Association and heartily thank them for efficient service in the organization and operation of the Pure Milk Association, which has increased the price paid the producer for milk from an average of $2.40 to $3.25 a hundred pounds for 3.5 milk since its organization last January;

"Resolved that we declare ourselves unalterably opposed to the old ruinous dumping system of marketing farm products and that we commend the Kentucky Farm Bureau Federation and the American Farm Bureau Federation for their leadership in the movement for a sane and sensible business method of merchandising farm products;

"Resolved, that we express our appreciation to J. C. Stone and other speakers, the leaders and the workers who have helped to make this meeting a success."

Growers Are Unnecessarily Alarmed

There is no doubt that a good many Burley tobacco growers are more or less uneasy about the proper functioning of the Burley Society this year. This feeling is the outgrowth of the fact that there are about 36,000,000 pounds of unsold tobacco of the 1922 crop, and that the 1923 crop is much larger than has been grown for a number of years. These conditions should give reasons for more alarm without the Burley Society than within it. It is absolutely certain that without the Burley Society tobacco would not average ten cents on the open market.

It is to meet just such conditions as this that the Burley Society was organized. With a short crop reasonably good prices could be secured on an open market, but with a large crop and the open market glutted prices would certainly tumble below the price of production.

The Burley Society will not be able to secure as good prices for the 1923 crop as it secured for the 1922 crop, and it will not undertake to do this. It can, however, protect the grower at this time by the pool, where he would be absolutely powerless to protect himself.

It is fortunate that this overproduction has come the third year in the operation of the Burley Society and not in the first year, as it is now better fortified to meet these conditions. It has also increased its membership to 90,000 growers, which represents fully 90 per cent of the crop. —*Elizabethtown (Ky.) News.*

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Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Orizaba —*Oct. 9*

	Cases
Park & Tilford	56
Grosvenor Nicholas & Co	34
Faber, Coe & Gregg	44
B. Wasserman Co	22
United Cigar Stores Co	7
S. S. Pierce Co. (Boston)	11
Alpers & Mott	2
Schwarz & Son (Newark..)	2
Estabrook & Eaton	4
T. H. Hart & Co	2
M. J. Dalton & Co. (Philadelphia)	4
A. J. Billin & Co	2
A. Dunhill, Inc	2
D. L. Frank & Co	1
McDonnell & Co	2
G. S. Nicholas & Son	1
Rothenberg & Schloss Co	1

Cigars and Cigarettes from Cuba

S. S. Ulna —*Oct. 15*

Park & Tilford ..... 16 cases

Tobacco from Cuba

S. S. Orizaba —*Oct. 9*

	Bales
American Cigar Co	150
Stern-Mendelsohn Co.	333
J. Bernheim & Son	15
Kerman & Fox	30
E. Rosenwald & Bro	40
B. G. Davis & Co	61
J. Sutter & Son	9
Ernest Ellinger & Co	34
S. Ruppin, Inc	82
	Barrels
Lichtenstein Bros.	100
J. Klorfein	87
B. Rosenbluth	32
S. Ruppin, Inc	15
Strouse & Holzman	40
J. Sutter & Son	24
M. Greenhall	23
J. Negreira	12
W. K. Gresh & Sons (Norristown, Pa.)	10
Kerman & Fox	17
	Packs
Yocum Bros. (Reading, Pa.)	15
J. Bernheim & Son	185
Kerman & Fox	1
J. Sutter & Son	4
Consolidated Cigar Corp	558
G. M. Beyea	25
To Order	11

Cigars from Porto Rico

S. S. Zulia —*Oct. 9*

Infanzon & Rodriguez ..... 37 cases

S. S. San Lorenzo —*Oct. 10*

	Cases
Porto Rican American Tob. Co	401
United Cigar Stores Co	184
Royal Bank of Canada	4
Austin Nichols & Co	2
M. A. Andre	3
W. A. Hewitt	2
A. Riera & Co	1

Tobacco from Porto Rico

S. S. Zulia —*Oct. 9*

To Order ..... 20 bales

S. S. San Lorenzo —*Oct. 10*

	Bales
American Sumatra Tob. Co	120
Max Gans' Sons, Inc	117
Leo Hirsch	23
E. Rosenwald & Bro	10
M. Winter & Co	5
	Barrels
American Sumatra Tob. Co	495
Stern-Mendelsohn Co.	200
La Plata Tobacco Co	100
Theyskens & Shaw	201
M. Lopez & Co	10
Max Gans Sons, Inc	18
M. Winter & Co	83
Pedro Costa	29
E. Rosenwald & Bro	75
Leo Hirsch	64
Max Gans' Sons, Inc	1 case

Tobacco from Rotterdam

S. S. Nieuw Amsterdam —*Oct. 13*

	Bales
American Cigar Co	188
Manus, Muller & Co	138
E. Rosenwald & Bro	42
A. Bornholdt & Co	40
Cullman Bros.	33
W. O. Smith & Co	18
H. Duys & Co	311 packs
Max Maier	14 cases

Tobacco from London

S. S. Minnewaska —*Oct. 9*

Metropolitan Tobacco Co ..... 2 cases
To Order ..... 85 bales

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S. S. Maine —*Oct. 8*

	Cases
United Cigar Stores	2
D. A. Schulte, Inc.	1

S. S. Saxonia —*Oct. 8*

	Cases
United Cigar Stores Co.	5
To Order	2

Tobacco from Patras

S. S. Ossa —*Oct. 10*
To Order....290 bales

Tobacco from Hamburg

S. S. Reliance —*Oct. 13*
Equitable Trust Co....2,282 bales

Snuff Tobacco from Palermo

S. S. Dante Alighieri —*Oct. 8*
Italia Tobacco Regie....45 cases

Cigarettes from London

S. S. Minnewaska —*Oct. 9*
Carreras, Ltd. ....1 case

Cigarettes from Alexandria

S. S. Ossa —*Oct. 10*
R. Hartman....4 cases

Cigarette Paper from Le Havre

S. S. La Savoie —*Oct. 15*
Rose & Frank Co....24 cases

Cigarette Paper from St. Nazaire

S. S. Zarembo —*Oct. 8*

	Cases
R. J. Reynolds Tobacco Co.	720
de Mauduit Paper Corp.	394

Cigarette Paper from Antwerp

S. S. Lapland —*Oct. 13*
P. J. Schweitzer, Inc....73 cases

Cigarette Paper from Bordeaux

S. S. Zarembo —*Oct. 8*
American Tobacco Co....1,200 cases

Briar Pipes from Le Havre

S. S. Rochambeau —*Oct. 12*

	Cases
D. A. Schulte, Inc.	25
F. Murray Hill & Co.	24
Bank of U. S.	2
A. Oppenheimer & Co.	9
J. E. Gould & Co.	7

S. S. La Savoie —*Oct. 15*

	Cases
Thomas & Pierson	4
A. Oppenheimer & Co.	2
L. Neiman Co.	1
To Order	20

Briar Pipes from Southampton

S. S. Majestic —*Oct. 10*

	Cases
A. Oppenheimer & Co.	8
Guaranty Trust Co.	2

S. S. Berengaria —*Oct. 13*
A. Dunhill, Inc....4 cases

Briar Pipes from Liverpool

S. S. Caronia —*Oct. 15*
To Order ....3 cases

Briar Pipes from London

S. S. Maine —*Oct. 8*
D. A. Schulte, Inc....7 cases

Briar Wood from Marseilles

S. S. Hektor —*Oct. 9*
Vassas-Aine Co....289 bales

Gum Tragacanth from London

S. S. Saxonia —*Oct. 8*
Thurston & Braidich....88 cases
Thurston & Braidich....9 bags
S. S. Maine —*Oct. 8*
To Order....40 bags

THE JOBBER AND THE RETAILER
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JOBBERS
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Henry Ottenberg
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A Tobacco Experiment

Toledo smokers, who have been told by well-meaning friends that burning tobacco throws off deadly carbon monoxide, may sleep soundly tonight. For there's nothing to it.

Uncle Sam himself, at the Pittsburgh Experiment Station of the Bureau of Mines, recently conducted tests to find out all about it.

Three men were confined in a closed chamber containing only 1,000 cubic feet of space. For 90 minutes they smoked all kinds of cigarettes, one after the other, as fast as they could make them burn. Next they tackled cigars and stogies from the worst to the best. Finally they pulled on every known kind of pipe from clay to meerschaum.

At the end of the smoke-fest the air of the chamber was so smoky that it was impossible to see across it. The smoke was so irritating to the eyes of the men that they had to wear goggles. But it wasn't dangerous.

Samples of the air and of the smokers' blood were analyzed. It was found that the carbon monoxide content of the air was less than one one-hundredth of one per cent. The maximum blood saturation was 5 per cent. Some of the men inhaled the smoke, but the inhalation did not pass beyond the bronchial tubes. It did not penetrate the lungs.

So, although the men probably did not get much pleasure from their marathon with Lady Nicotine, it is certain, says Uncle Sam, that it did them no harm. Say, have you got a stogie? We have a match.—*Toledo (O.) News-Bee.*

Busy in Connecticut

Louis Leopold, of the American Sumatra Tobacco Co., of 131 Water street, is in Hartford this week, supervising the large Connecticut interests of his corporation.

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Pennsylvania Buying Season Slow About Opening

"Let George Do It," Seems to Be Sentiment Among Packers —Early Transactions Not Regarded As Indications of What May Follow—Much Caution Being Exercised.

LANCASTER, Pa., Oct. 15.—"Let George do it!" seems to be the universal sentiment among Lancaster packers in regard to the formal opening of the 1923 buying season. The pyrotechnic transactions in the early part of the season cannot really be said to have opened the business on the new crop, since they are so far from what subsequent sales must be that they give no indication of the condition of the market nor forecast what trend prices will follow.

Not Making Price Predictions

The packing fraternity is very reticent about declarations as to the level at which the market will finally establish itself when buying begins in earnest. They emphatically decry, however, all predictions that prices will stay anywhere near the mark of 26 cents which was set by Cressman's Sons on the sales that have thus far been reported. Rumors, indefinitely set afloat, but not certainly substantiated, have it that several of the country packers have been buying during the past week at prices in the neighborhood of 18 cents for the wrapper grades. However that may be, all indications point to current prices throughout the 1923-24 season being at about that figure, and certainly conditions do not warrant the independents welcoming a much higher one.

Hesitate to Rush In

Packers are reluctant to rush into the market and indulge in a buying spree, before the crop has been definitely appraised and its value fixed in some other figures than those set early in the season. None of the independents and few, if any, of the country packers have as yet entertained any really serious thought of buying; the prices asked, they declare, being prohibitive.

The 1922 Crop Not Broadly Profitable

One very powerful reason that is influencing many tobacco men to go easy on their operations this year is the fact that but a small minority can show a profit on their 1922 goods. By far the large majority actually lost money and not a few barely broke even. Even where packers bought their tobacco at prices which should have insured them a safe margin of profit, damage and losses through black rot and mush rot cut the margin of safety to shreds and left many an operator "in the soup."

Exercising Caution

Extreme caution and a reluctance to open the buying season is, therefore, a prerogative of the packer this year and he is exercising it to the limit. Whether the season will finally begin at the volition of the packing fraternity or whether the large manufacturers will send their buyers out, and thus, to some extent at least, set the season's price, is yet to be determined. The General Cigar Co. and Bayuk Cigars, Inc., are the two largest users of Pennsylvania and have, up to this point, shown a lethargy which matches the packer's own.

Old Stocks Are Inactive

Movement of old goods is still on the wane. But one sale was transacted last week, as far as could be ascertained. This was to K. Straus & Co., of Philadelphia, who purchased three small packings in different sections of the county. One lot was bought from Jacob Brenneman, of Millersville; a second from E. Z. Shaeffer, of Ephrata, and the third from a farmer who had packed about 150 cases. No scarcity exists in old leaf, although the demand for high class fillers has not as yet been completely met.

Stripping Havana Type

Havana growers are hard at work in the stripping cellars, getting the crop in readiness for shipment. All of this leaf has been sold and at prices which were generally very favorable. The growers received in the vicinity of 30 cents per pound for the bulk of the crop, which was of good quality this season and heavy in yield. Although the only hail damage in the county this season occurred in the Havana section, nothing but Pennsylvania was harmed as the Havana crop was already harvested. Escaping this one menace and with growing conditions in their favor, Havana growers are well satisfied with the year's results.

Excess Moisture Causes Anxiety

Damage to the hanging crop of seedleaf as a result of the present spell of damp weather is threatening, although growers are inclined to be optimistic in view of the fact that cool, windy nights are dissipating much of the accumulated moisture. A large portion of the leaf went into the sheds while it contained much of the succulency resulting from its late development and will require, therefore, plenty of ventilation to effect a good cure. Pole burn, bugbear of the grower and packer alike, follows poor ventilation and too much moisture, and growers are putting forth every effort to prevent excessive damage from this source.

Bulk Sweating

Improperly cured leaf is generally reflected as one of the packer's worst troubles. One packer in Lancaster this year informed the writer that he suffered a 20 per cent loss on his entire 1922 holdings through damage which came as a direct result of improper handling by the grower. The bulk sweat is in most cases a panacea for these troubles, but this method involves considerable expense. It has been estimated that to bulk sweat the leaf adds an expense of about $4 per case to the handling of the crop in the warehouse. When it is remembered that more than 75,000 cases of tobacco are annually packed in Lancaster county some idea of this great loss may be gotten. Even when bulk sweated, the aged tobacco may yield a small percentage of rotted leaf. This condition is all the more to be lamented since it could be prevented, in large measure, by a little care in the preliminary handling of the leaf.—KEYSTONE.

"40 a Day Keeps—"

There has been a great amount of talking about smokes and smoking since James B. Duke's casual assertion not a great while ago that he regarded it a normal day when he smoked 40 cigars. Probably the saddest inspiration of the tobacco man's statement seized an office boy in a certain office, who accepted a wager that it couldn't be done. He was resolute that it could, and by him.

He began at nine o'clock one morning and weakly displayed 14 cigar stubs at noon. He had until four o'clock. At 3.30, those who made the bet sought him out in a vacant room, where he was struggling to smoke and breathe in a cloud of heavy smoke. There he sat, head in hands, elbows on knees, cigars 28 and 29 smouldering beside him. Realizing the futility of burning one cigar at a time up to the fortieth, he had lighted two, and the fumes had all but put him to sleep.—*Wall Street Journal.*

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Wisconsin Market Shows Signs of Renewed Life

armarks Indicate More Animation—Operators Browsing Around Interesting Places—Mail Inquiries Increase—Acute Binder Situation Now Generally Recognized.

EDGERTON, Wis., Oct. 14.—Things have own earmarks of becoming more lively this state the last week. Several out town operators have been browsing ound places of interest. Inquiries, ainly preliminary in character, have arted to form a part of the mails. Buy- g has not grown much in volume, but is taken a startling upward trend in ices.

General Trade Awakening

General indications are that the gen- al trade is rapidly awakening up to the ute situation in the Wisconsin binder arket. It has been a platitude during e past few weeks around this territory, at the manufacturers have not yet ally awakened to the actualities con- rning the 1923 production yield of this ate.

Active Autumn Apparent

Now everything points to an active utumn in this state. At least three well own eastern houses have had trusted presentatives in the field hereabouts, d about thirty crops in the south have ne into second hands at thirty cents a und. This is all the more striking in ne, in that several vents in the sheds using crops sold the past week have nelled very noticeably of damage. bout a dozen crops around Cottage rove, housed before the frost, were ld last week at those record breaking ices for peace times. If any appreci- le volume of southern is going to bring cents this year, the early northern yers at prices ranging from 22 cents, thirty-three cents will be envied ones nong the rest of the trade, at least for e time being.

Some Thirty-Cent Northern Sales

Some buying in the thirties has gone in the north also, and there would ve been a far greater number of crops oved had they been there to be found. ekkedal, Jefferson, Mabbett, Harper, and others have picked several lots in Trempealeau, Buffalo, and Grant counties.

Not Much Frozen Leaf Harvested

Also it would be appropriate to state at this time, that not more than ten per cent of the northern, which was frozen in the field, is being harvested. This is not a wild guess, but the mature and general estimate prevalently held by the operators of the state who are in a position to know.

Southern Frozen Crops Receiving Attention

The market for the frozen tobacco in the south showed its first signs of life through reports from Cottage Grove to the effect that about a dozen of the least damaged crops, then in the field, were bought by one of the big stemming concerns at ten cents straight. A guess made on the spur of the moment about the probable significance of this report would be that perhaps thirty-five to fifty per cent of the southern frozen tobacco will eventually find its way to some kind of a market before the next crop is planted.

The general estimate among the trade has it that the southern supply of '23 binders will be cut about twenty-five per cent through shed damage.

As yet no decision has been given out concerning the Supreme Court's rehearing of the Pool-Bekkedal trial.

Shipment of cases out of this market has been quite heavy the past two weeks. —BADGER.

Wisconsin Pool

According to the dailies, October 31 has been set by the Pool as the last day on which expenses for the 1922 crop may be computed. After that date expenses will be charged to the 1923 crop. Final payments on grades of tobacco will be made as soon after Oct. 31 as possible. —*Edgerton (Wis.) Reporter.*

Professor Shepherd Agrees with Mr. de Pilis

Replying to letter written by F. A. Pilis to Prof William R. Shepherd, pert in American History of Columbia niversity, regarding the Matoaka- ocahontas controversy, Professor Shep- rd recently wrote:

"The delay in answering your com- unication of June 7th is due to my pro- nged absence in Europe, from which I ve just returned.

"The subject that you bring up in ur letter is one obviously of interest every student of American History, d of especial interest to a Southerner e myself. The halo that once en- rcled the brow of of the late Captain hn Smith has been replaced by a nim- s inscribed with the names of Mande- lle and Munchausen, to say nothing of ok of North Pole fame! What is not nerally known, I fancy, is the probable urce of the redoubtable Captain's yarn. "You will remember that Smith first blished his account of the deliverance m death in his History of Virginia, me eighteen years after the event. In o previous works brought out, if I all aright, in 1608 and 1612, he says ught about one of the fairy tales of our ildhood. In 1613 not many years be- re Matoaka appeared in England, chard Hakluyt translated into English der the title of 'Virginia richly valued, .,' an account written by a Portu- ese Knight, commonly known as the ntleman of Elvas', descriptive of the pedition of Hernando de Soto. There- in he relates the story of one Juan Ortiz, a member of the equally ill-fated venture of Panfilo de Narvaez, who spins a yarn identical in substance with that which Smith seems to have appropriated and certainly incorporated in his History of Virginia. Since in those swashbuckling days there was no common prejudice against plagiarism, and the use of the deadly parallel did not exist, it is not surprising that the Captain may have seized the opportunity to cover himself with glory by association with the name of an Indian princess.

"If I can be of any service in furthering the project that you have suggested, I have no objection to having my name placed upon the list of members of the Committee formed for the purpose."

Confers with Chiefs

Ellis A. Russell, Philadelphia representative of the Industrial Leaf Tobacco Co., of 151 Water street, visited headquarters last week for a conference.

Touring the West

Leo Hirsch, leaf tobacco dealer and packer, of 173 Water street, is hitting the trail in the West, and during a four weeks' tour, plans to visit the principal cigar manufacturers in that territory.

Thompson Sells Out

WATERLOO, Iowa, Oct. 13.—Charles Thompson has sold his cigar store, etc., to Frank and Rex Bryant.

ANDREW JENSON & SON
Packers of Wisconsin Leaf Tobacco
EDGERTON, WISCONSIN
Latest Equipment for Resweating All Types of Tobacco

The Jefferson Leaf Tobacco Co., Inc.
Sparta, Wisconsin
Packers of Northern Wisconsin Binders
Bulk Sweated Bs
Warehouses: Sparta & Black River Falls, Wisconsin. New York Office: 151 Water St.

HARPER LEAF TOBACCO CO.
Packers of
Northern Wisconsin Tobacco
Tomah, Wisconsin
TANGLE STRIPS OR STRIPPED AND BOOKED Bs

T. O. RIME & SON
Packers of Fancy Wisconsin Leaf
Orfordville Wisconsin

Registered Storage Warehouse Capacity 15,000 Cases
Green's Tobacco Company
207-209 North Academy St. Janesville, Wisconsin
Packers of Wisconsin Leaf Tobacco

For Gentlemen of Good Taste
SAN FELICE
2 for 15c
Two Good CIGARS
EL VERSO
10c — 2 for 25c — 15c
The Deisel-Wemmer Co., Mfrs. :: :: Lima, O.

GET THE NEWS OF THE TRADE
FROM YOUR TRADE PAPER
READ TOBACCO



MARIE ANTOINETTE
A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes
"Bought When Quality is Sought"
Descriptive Booklet and Samples Sent Upon Application
E. KLEINER & CO., Inc., Makers
320-322 E. 63d Street, New York City



IN answering a new customer's question—what's a good cigar? Offer him a Bayuk Product and make him a steady patron.

After all nothing satisfies like a good cigar

BAYUK CIGARS, Inc.

Originators of the
BAYUK INIMITABLE BLEND AND
BAYUK INCOMPARABLE BRANDS
PHILADELPHIA

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MARSHALL FIELD CIGARS

Distinctive Quality

After all nothing satisfies like a good cigar

THE CORAZA CIGAR CO.
HOWARD F. PENT, President
7th & Cherry Streets *Philadelphia, Pa.*

Philadelphia Pleased With Present Conditions

Future Outlook Also Presents Gratifying Prospects—Satisfactory Reports Brought from Big Jobbing Centers—Retail Trade Shows Steady Progress—News Notes.

PHILADELPHIA, Oct. 16.—Direct personal confirmation of the optimistic descriptions of present day conditions and of tomorrow's prospects in the tobacco industry, made in these columns recently, was given during the week by two men well qualified to express authoritative opinion, and from widely different points of view.

Activity Among Big Distributors

Returning from a four weeks' trip extending from Boston to Omaha and covering the chief centers of distribution between, Sales Manager Willis A. Andruss, of the Congress Cigar Co., said that without a single exception he found evidences of splendid prosperity in every center he visited, and with trade confidence in the fall, particularly for the holiday season, running higher than it ever had been so early in the year in quite a long experience. All the big distributors he described as being eager to secure adequate supplies for exceptionally large demand and he also noted the fact that retailers already were placing their commitments for the holiday season in order to be in a position to have the goods when the time to dispose of them arrived.

A Retailer's View

From the point of a centrally located retail dealer, Frank K. Sterner, of the Sterner Store, on 12th street, characterized business at the present time as being all that could be expected and as bearing indications that the holiday season will be one of unusual satisfaction. Probably for the whole line of tobacco, cigarettes, and of smokers' requirements, but particularly for the broad line of medium priced goods. Meanwhile, with typical fair October weather, centrally located retailers are enjoying steadily an increase of business.

Start Work on Noble Eisenlohr Monuments

The corner stone of the first of two institutions with broad philanthropic purposes, made possible by the benefaction of the late Commodore Louis H. Eisenlohr, head of the nationally known company, Otto Eisenlohr & Bros., was laid during the week with impressive ceremony. It was that of the Louis H. Eisenlohr Home for Girls, one of two additions being erected at the Masonic Home at Elizabethtown, Pa. The corner stones were laid with the ceremonies of the Masonic ritual. Presiding Judge Norris S. Barratt spoke in eulogy of Mr. Eisenlohr, his intimate friend for many years. Erection of the home was made possible by a bequest of $300,000 for charitable purposes made in the Eisenlohr will and to be divided between the Masonic Home and the erection of a Nurses' Home at the Methodist Episcopal Hospital in this city. Attending the ceremonies at Elizabethtown were the executors of the Eisenlohr estate, his brother, Charles J. Eisenlohr, and Daniel Housman, accompanied by many personal friends of the late benefactor and of University Lodge No. 610, F. and A. M., of which he was a member. In the cornerstone was placed Mr. Eisenlohr's Masonic jewel, or insignia, which, according to custom among Masons, ordinarily descends to the son of the deceased. Since Mr. Eisenlohr was unmarried the cornerstone was deemed the best place for the preservation of the jewel.

Has Sympathy of Trade

A voluntary petition in bankruptcy was filed during the week by Albert Seigle, retail cigar dealer at 8 South Fourth street, who placed his liabilities at $1,026 and his assets at $305. Walter C. Douglas, Jr., was appointed referee. Creditors of Seigle regard the step as having been an unfortunate one. Some time ago when his financial embarrassment was discovered and the cause of it was traced to influences beyond his control, there was an agreement among them to aid him in getting on his feet again, investigation having shown that he was worthy. He had a good war record. It appeared that upon the exertion of pressure by one of the smaller creditors for payment Seigle made the application for bankruptcy. It is still hoped that his affairs can be untangled without litigation.

La Palina Variety Package

So large has been the demand for the recently introduced variety package of the Congress Cigar Co. and its La Palina leader, five sizes being packed in subdivisions of five each, and retailing for $5, that the firm has been compelled to make an apportionment, demand exceeding the readily available supply. Samuel Paley, head of the firm, has recovered from recent illness and is back at his desk.

To Increase Distribution

G. B. Saunders of the Sperling Tobacco Co., Wilkes-Barre, Pa., has been added to the distributing force of Allen R. Cressman's Sons.

Clarence Levans has been added to the sales organization of Bayuk Cigars, Inc., and is doing missionary work with the Smith-Keffer Co. T. H. Asbury, similarly is doing missionary work on Bayuk products with the Scranton Tobacco Co.

Seriously Injured by Bandits

After throwing Nathan Osafsky, proprietor of a cigar store, at 482 North Sixth street, through a plate glass window and robbing the cash registers of $60, three masked bandits engaged in a pistol battle with police shortly after midnight. As the robbers escaped in their motor car one of the policemen's shots passed through the rear window of the machine and is believed to have wounded one of the fugitives. The police believe the bandits are the same who have held up and robbed a number of cigar stores within the past few weeks. Osafsky, cut and bleeding, was stuck fast in the smashed window as the robbers went about their job. He is in the hospital recovering from wounds.

Visitors to the leaf trade included D. Dreux and Ray S. Clark on personal visits to patrons of the house of D. Dreux, Inc., of New York; Representative Kleeblatt of Isadore Cohen, New York, and Henry Rindskops of Lancaster, Pa.

Samuel Yudelson of S. Yudelson & Co., 255 North Third street, Philadelphia, made the rounds of up-State factories and found that business was picking up for the smaller manufacturers, although buying of leaf was cautious and from "hand-to-mouth" variety.

Edward M. Laing, who covers New York State and Pennsylvania for P. C. Fulweiler & Bro. Co., of 927 Sansom street, started out this week to visit the distributors of Lew Wallace, Ivanhoe and La Madrid.

Announcement of a hearing on the application of Howard W. Little, formerly a cigar dealer at Juniper and Sansom streets, for a discharge from bankruptcy as of November 15, 1923, was made during the week. It will be held in the United States District Court here in Philadelphia with I. Smith Raspin, 133 S. 12th street, as attorney for the petition.

Referee in Bankruptcy Gaskill in Cam-

AMERICA'S FINEST LABELS
GOLD LEAF AND BRONZE WORK OUR SPECIALTY
Samples Submitted on Request
H. J. FLEISCHHAUER
68 No. Fourth St., Phila. Pa.
Sole Sales Representative
EUGENE POPPER
2490 Davidson Ave., N. Y.

ɔn, N. J., last week appointed Lawyer Valter Carroll trustee for the Vulcan obacco Corp., of that city, fixing his ɔnd at $5,000.

Dissolve Partnership

Announcement of the dissolution of the ɪrtnership existing between William Vaschler and Max Sacks, trading as Vaschler Cigar Store, at 827 Chestnut reet, was made during the week when Iax Sacks withdrew as a partner from ıe business. It will be continued by Vaschler under his own name.

The Philadelphia trade was notified ɪring the week of the intention of the lark & Scott Co., of Scranton, Pa., anufacturers of smoking and chewing ·bacco, to increase manufacturing facili- ɛs and to take over an additional 7,500 ɛt of floor space to provide for the ex- ınsion.

In Bankruptcy Proceedings

The Progressive Cigar Corp. became volved in an involuntary bankruptcy ·oceeding when creditors last Friday ed a petition in the United States Dis- ict Court in Philadelphia against the ·m, which occupies the second floor in ıe building at the northwest corner of welfth and Race streets. The creditors ho petitioned the court in the involun- ry proceedings were Scheck Advertising gency, $6,985; Wolf Brothers & Co., ,030, and the Strait Advertising Serv- e, $750. The Progressive Co. was or- ınized about five years ago by Maurice ravise and Max Lipshutz, formerly as- ɔciated with his father in the cigar anufacturing business. It has been en- ɪged in the production of Madam But- rfly, which for a time had a large hiladelphia patronage. Of recent onths it was learned that the firm, hich was also the manufacturer of a ve cent proposition known as Lipshutz pecial, with a fairly good patronage in tlantic City, had turned over the manu- .cture of this brand to the Wolf rothers Cigar Manufacturing Co., of ork County, but maintained the dis- ibution from the local headquarters.

China and Cigarettes

A generation ago it was a saying in ew England that if any Chinaman ıould add an inch to the length of his ıirt all their cotton mills would work ɛrtime. The cigarette manufacturers ɛclare that if every Chinaman who ıokes would consume one more cigarette day, the tobacco market in this country ould boom. Twelve billion American garettes, an average of 1,000,000,000 a onth, passed out of the ports of the ıited States in the fiscal year just ıded. Curiously, too, says the *Trade ecord* of the National City Bank of New ork, nearly all of them went to the rient which produces half of the tobacco the world and has ample supplies of bor with which to turn it into form for ıe. While the whole world made the ɛquaintance of the American cigarette ıring the war period, it was in the rient that its use ripened into a "habit" hile the European habit of the war ɛars proved only temporary. Of the 2,000,000,000 cigarettes passing out of ır ports in the fiscal year 1923 nearly 9,000,000,000 went to China alone, approximately 1,000,000,000 to the Straits Settlements and Dutch Indies, and another 1,000,000,000 to Siam, Hong Kong, Japan and the Philippine Islands, while Europe, which took 8,000,000,000 in the year following the war, took less than 250,000,000 in 1923.

Curiously, adds the *Trade Record*, this American cigarette habit has developed in a section of the world which is itself a very large producer of tobacco, since out of a world production of 4,000,000,000 pounds a year India produces 1,000,000,000, China 500,000,000 and the other Oriental countries another 500,000,000, indicating that half of the world's tobacco crop is grown in the Orient, which has despite that fact so enormously increased its takings of our cigarettes, until nine-tenths of our cigarette exports now go to the Orient.

This big increase in our exports of cigarettes to the Orient as a whole occurs chiefly in the shipments to China which totaled in number 641,000,000 in 1913, 6,792,000,000 in 1918, 8,507,000,000 in 1920, and 8,789,000,000 in the fiscal year 1923.—*Watertown (N. Y.) Standard.*

Baltimore Market

BALTIMORE, Md., Oct. 11.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND: While receipts the past week were only 812 hogsheads, sales totaled 1,905 hogsheads. The previous active demand continued for all grades.

OHIO: No receipts; sales, 19 hogsheads.

Association Data

The Leaf Tobacco Association of Baltimore City issues these statistics for the week ending October 10:

Receipts, Including Reinspections

	This Week	Previously	Net Total	to Date	Same 1922
Maryland ...	864	25,924	26,788	25,144	22,714
Ohio		1,084	1,084	1,006	529
Total	864	27,008	27,872	26,150	23,243

Reinspections this week: Maryland, 52; to date, Maryland, 1,644; Ohio, 78.

Deliveries

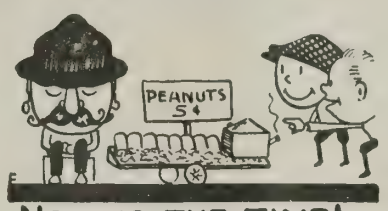
	Maryland: Coastwise and Domestic	Foreign	Total	Ohio	Total
This week..	170	668	838	...	838
Previously .	4,847	14,515	19,362	1,572	20,934
	5,017	15,183	20,200	1,572	21,772

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1.....	9,590	3,025	12,615
Receipts since	25,144	1,006	26,150
	34,734	4,031	38,765
Delivered since....	20,200	1,572	21,772
Stocks today.....	14,534	2,459	16,993

Sales

	Maryland	Ohio	Total
This week.....	1,905	19	1,924
Previously	21,028	1,166	22,194
	22,933	1,185	24,118



NOW IS THE TIME!

to send US your order for Cigar Boxes. Through improvements to our plant we are now better able to serve you.

MONROE JARRETT SONS
MANUFACTURERS OF
CIGAR BOXES
S.W. COR. RANDOLPH & JEFFERSON STREETS
PHILADELPHIA, PA.

The Popular Seller from Coast to Coast



Best Value for the Money

Victor Size - - 10c
Packed 1-20 wood and 1-20 tins

American Size - - 2 for 25c
Packed 1-20 wood. Foiled and plain

Size
Corona — Packed 1-20 tins
Senator — Packed 1-20 wood
Delmonico — Packed 1-20 wood
} 15c

BOBROW BROTHERS, Inc.
Manufacturers
Philadelphia Penna.
Makers of Famous "Bold" Cigar.

STICK TO Cinco - IT'S SAFE

2 for 15c
everywhere



OTTO EISENLOHR & BROS. INCORPORATED
PHILADELPHIA ESTABLISHED 1850

LA PALINA
IT'S JAVA WRAPPED
CIGAR

The cigar with the universal taste appeal. Sales in every section of the United States prove that La Palina will permanently satisfy any man who enjoys a fine cigar.

La Palina advertising is making more La Palina Smokers every day. New factories are being opened to provide for the increasing demand.

Are you getting your share of this La Palina business?

More than one hundred and fifty million sold yearly.

CONGRESS CIGAR COMPANY
Philadelphia

TOBACCO MERCHANTS' ASSOCIATION OF THE UNITED STATES

OFFICERS AND EXECUTIVE COMMITTEE

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
William Best, New York, chairman executive committee.
Major G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

Liverpool Tobacco Report and Market Comment

LIVERPOOL, Eng., Oct. 8.—The following figures and comment are taken from the regular tobacco report issued by Edwards, Goodwin & Co., showing the hogsheads of tobacco on hand, imported and delivered:

Virginia

	Leaf	Strips
Stock, August 31.....	85,046	43,009
Imported in September..	985	363
	86,031	43,372
Delivered in September..	3,899	1,752
Stock, September 29.....	82,132	41,620

Western

Stock, August 31.....	14,226	9,209
Imported in September..	569	466
	14,795	9,675
Delivered in September..	636	523
Stock, September 29....	14,159	9,152

On Hand September 29

	1922	1921	1920
Virginia leaf.....	86,317	92,867	57,900
Virginia strips....	48,709	55.179	35,062
Western leaf.....	13,650	13,249	13,588
Western strips....	12,020	15,237	15,272

Quotations

Prices in Pence per Pound

Leaf

Western	1923	1922
Filler	—@ 6½@12	—@ 8@12
Medium	14 "21	14 "18
Good to fine	22 "25	19 "25
Burley	—@20 "32	—@18 "—
Virginia Dark—		
Filler	— @12	—@—
Medium	—@18 @—	—@18 "—
Good to fine	24 "—	— "—
Virginia and Carolina Bright—		
Semi-dark to Semi-bright	—@ 8 @14	—@10@14
Med. bright..	15 "24	15 "24
Good to fine	25 "42	25 "42
Nyasaland and Rhodesia Bright—		
Semi-dark to Semi-bright	—@11 @16	—@11@17
Med. bright..	18 "21	16 "18
Good to fine	22@28 "—	19@26 "—

Strips

Western—		
Filler	—@ 8½@15	@ 9½@14
Medium	16 "24	15 "22
Good to fine	25 "30	23 "27
Burley	—@22 @—	—@20@—
Virginia Dark—		
Filler	—@13 @18	—@14@20
Medium	20 "28	21 "28
Good to fine	30 "36	30 "36
Virginia and Carolina Bright—		
Semi-dark to Semi-bright	—@11 @20	—@11@18
Med. bright..	21 "27	19 "27
Good to fine	28 "—	28 "—
Nyasaland and Rhodesia Bright—		
Semi-dark to Semi-bright	—@16 @24	—@13@24
Med. bright..	22 "25	20 "27
Good to fine	26 "30	— "—

Market Comment

During the early part of September there was not much demand for tobacco, but more animation has lately been displayed, with the consequence that the sales for September will be about an average, among which a fair line of medium to good bright leaf was the chief contribution.

There has been little of the last crop of bright leaf imported so far, the offerings in the Carolinas not showing much of the class of cigarette tobacco suitable for our manufacturers.

The weather has been against the Western crop, too much rain and cold weather causing it to be attacked by "wild fire" in some sections, and a deal has been cut prematurely, though the yield, owing to the large size of the leaves, will be fully up to the average.

The Nyassas arriving are almost all of the dark type somewhat lacking in body. Those in good condition have sold freely.

A Selling Organization

(*Continued from page* 21)

the directors, and those in the association employed to look after its affairs who have facts before them. But, the officials of the association ought not to be deceived about these facts, nor delay too long in coming to a conclusion. It will be too late to sell the 1923 pool crop after the manufacturers have supplied their wants from the non-pooler.

We find some who do not understand the purpose of this corporation. It was designed and organized to sell the producers' tobacco in a co-operative manner. It is not a holding organization, nor one formed for the purpose of pooling crops to boost prices. The idea upon which it is founded is that better prices could be obtained by the growers in selling their products in a co-operative way rather than singly.

It is true that by this co-operation new markets may be found and a correct survey of the quantity and quality of the crop produced may be had, together with former crops still in the hands of speculators or manufacturers. We can also understand that some of the manufacturers of tobacco may prefer to deal with co-operative marketers rather than buying from individuals.

But, after all, the salvation of the tobacco grower in our judgment is co-operative marketing, and in order to save it at this time it may be best for the association to adopt a plan to sell in the open market, in its warehouses at public auction and in competition with the regular loose leaf houses, at least a sufficient quantity of this tobacco of 1923 to test the market.

If tobacco sells high, or at a satisfactory price, sell the whole crop and pay the grower. If it sells low the association can quit selling at its pleasure and if the price is low it will convince the non-pooler that his place is by the side of his fellow grower, trying to protect the tobacco business.

There may be other and better plans and there may be, and we see no harm in discussing this phase of the business for "a best plan" may be the outcome of the discussion. However, and beyond it all, to ultimately bring each and every grower into the association is what we want.

We see little chance to increase our membership and have the outsider come in unless something is done. But few more outsiders will be convinced that they ought to sign the contract so long as they get a satisfactory price for their tobacco and get the money upon delivery, while the pooler holds his crop, boosts the price for the outsider and gets a smaller price himself.

We regret to announce that, to us, it is more of a contest between the non-members and members of the association as to the future prices of tobacco than it is between the growers as a whole and the manufacturers, whom tobacco growers know as the "Big Four." In other words, it is "a survival of the fittest."

The non-pooler must be brought into the association within the next two years, or when the present contract expires there will be little resigning. We would have the growers in the association, as well as the directors and officials, to have a fixed purpose to so conduct the business as to bring the outsider in.—*Lancaster (Ky.) Record.*

The Need of Tobacco Men

Unrest on the farm is not a new experience in America. It is, indeed, one of the oldest of which we have any knowledge. Always there has been a reason, but not always has that reason been recognized for what it is.

Right now it is customary to blame the war, and the desperation of the farmer is currently included in the aftermath. But, at the bottom, not the war, nor yet the sudden coming of peace, nor deflation is responsible. They are contributory factors, that is all. They helped the climax forward, no more. Some of us can remember when the Populist movement swept through the middle west and the conviction grew and dominated out on the farm that everything would be about all right if it were not for the wicked money power of the East. Bryan fed them his nostrum and they swallowed it; the free and unlimited coinage of silver was to cure their ills and dismay the gold barons. That was a beautiful dream while it lasted, which was not very long, and it was succeeded by political, rather than economic, prescriptions warranted to break up the corporations, none of which was effective and not many honestly intended to be. Disillusion regularly followed upon hope and the farmer never got very far in spite of the best advice and the most admired of doctors.

Today the remedy is organization and the question is asked why, in a world which worshiped efficiency, and deferred to such shibboleths as overhead and costs plus, the farmer alone was without organization and alone knew little or nothing about the first question of all, and that is what a given crop costs. If we are reminded that there had been the Grange, and Societies of Equity, and we know not what all besides, our answer must be that these were in the main associations for a political or a social end, that mostly they had at heart some particular enactment and thereafter were not interested, but that marketing and all that is related to marketing, were remote from their purpose. True, they wanted more money, but their idea seems to have been that many asking for it in a threatening voice, a threatening political voice most of all, might be listened to.

As a rule the complaint came from two sources; the producer wanted more. The consumer wanted to pay less. And both were agreed that, out of the spread between them, there was enough to satisfy their needs. But how was this happy condition to be brought about? There were complications. The farmer must have cash. And cash was commonly least available around harvest time. To get cash, then, he was called upon to make concessions, to shade his price and be not only content, but grateful. There was no use being disgusted with the price, no use perceiving that in a brief month or so values were likely to go up substantially; if cash was what he must have he must consent to the exactions of those with the ready. And he did. Everybody being constrained to sell at the same time, the result was as per program—the buyer, in other words, set the price. It was true of wheat. Was it not also true of tobacco, and did not the farmer still further suffer on account of "condition"? Was not a more or less fanciful "dock" exacted from him?

In the meantime he had to buy in dearer markets and borrow on security that looked none too good. As a further complication the tobacco raiser was practically without information as to stocks; they talked with him about supply and demand and he listened, but very rarely could he verify the talk. And so, in a dark hour, he thought he would take measures to control supply at all events, and thus we had the Night Riders, a sad chapter, but not a chapter untelligible.

At length, and very slowly, organization, pooling, was resorted to. Experts were brought in who had to post themselves on local conditions overnight, but who nevertheless achieved the impossible. Having done so much, they proceeded to take up the next article. From raisins to tobacco was but a step; from tobacco to wheat is just another.

That by the way. The immediate problem is to preserve the work that has been accomplished. The immediate need is to secure the direction of honest men uncontaminated by outside alliances, however remote, reasonably free from personal bias and acknowledged by all, in the organization or on the outside, as the best men available. Greed must be banished, if greed there be, and a strict accountability installed. There has got to be faced the possibility of a market less strong and consequent grumbling in the ranks. Directors who direct, a dollar doing a dollar's worth, no compulsion and the frankest publicity, these are inescapable requirements.

Will they be met?—*Louisville (Ky.) Herald.*

Dissolve Partnership

FORT ATKINSON, Wis., Oct. 13.—Paulos & Ricci, owners of a cigar store, pool business, etc., have dissolved partnership. Mr. Ricci continues the business.

Dark Co-op Salary List

(*Continued from page* 11)

ments and throughout the entire district, with a view to recommending changes that would tend to reduce expenses if possible and also to increase efficiency.

Another important action of the directors was the order that no more new warehouse buildings, or additions to present buildings, should be started until the new members of the board, of which there are twelve, have time to familiarize themselves with the conditions and can act more knowingly. It was pointed out that in some few cases such a blanket order would produce trouble, so the order was modified to the extent that work which the general manager considered absolutely essential might be undertaken or continued.

It was also ordered that the membership campaign now under way in the western division of the dark fired district end officially on October 27.—M. E. BACON.

Tampa Tidings

(*Continued from page* 25)

of the Havana-American Cigar Co., is in the city for a few days calling on the wholesale cigar jobbers. Mr. Watkins' headquarters are in Nashville, Tenn.

Mariano Alvarez, general manager of Santaella & Co., returned Wednesday on the Steamship *Cuba* from Key West where he spent some time attending to business and inspecting the Key West factory of the company.

CLASSIFIED ADVERTISING

WANTED—Jobbers for distribution of our quality cigar, small size, long filler, hand made, retailing at 3 for 10c. Samples and prices submitted by the Mella Cigar Factory, 304 S. 12th St., Louisville, Ky.

SALESMAN wanted for Pennsylvania by Philadelphia manufacturer of quality cigars. Address Box 38, care Tobacco, 10 E. 39th St., New York.

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TOBACCO

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WISCONSIN OHIO

Tobacco Culture in Wisconsin and Its Economic Value to Growers

Locality and Time When First Introduced as Regular Crop Are Unknown — The "Weed" Is a Monument Unto Itself—Its Wealth Producing Power Proclaims Own Importance—Deserves Greater Consideration — Facts Revealed by U. S. Census

By DAVID D. LONG

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WISCONSIN has no monument erected to commemorate the exact locality at which tobacco was first introduced as a cultivated crop in that state. Nor is there an exact date when this crop was first introduced. But sometime back in the early 40's as the tide of civilization was pushing westward, it was reasonable to believe that tobacco would be first cultivated, for wherever the sturdy frontiersman went, there tobacco could be expected to be found. The germ of the economic value of tobacco was deeply embedded in the American. Prior to the settlement of the state, the native Indian first grew the crop.

Needs No Monument

Tobacco as a crop in Wisconsin needs no monument. It is a monument unto itself. Its wealth producing and earning power proclaims its value, but unfortunately there are too few citizens of Wisconsin who pause long enough to hear its claims. The accomplishments of tobacco in Wisconsin deserve at least a brief attention of the citizenry of the state. Without detracting or decrying other vital and essential crops of the state, which are so necessary, tobacco can on the authority of the Census of 1920, say that:

Corn had 27.8 times the acreage and produced only 5.6 times the value of tobacco;

Oats had 54.3 times the acreage and produced only 5.2 times the value of tobacco;

Wheat had 12.8 times the acreage and returned to the state just 1.4 times the value of the tobacco crop;

Barley had 12 time the acreage and produced 1.4 times the value of tobacco;

Rye had 12.8 times the acreage and yet failed to produce a value equal to that of tobacco;

Timothy and clover had 48.5 times the acreage and brought in only 6.3 times the value of tobacco;

Potatoes had 7.1 times the acreage and returned 5.3 times the value of the tobacco crop.

Authentic Claims

These claims, authentic as they are, are in themselves monuments for the tobacco production. They are also claims for the commemoration of the man, or men, who established the industry in the state.

While the exact year and place where the introduction of tobacco was made is a disputed point, it is known that the early beginnings of the tobacco industry did not travel along easy paths. Impetus to tobacco growing was first inspired in 1853 when two men carried to Wisconsin from Ohio that touch of experience which was necessary to produce the quality which creates the demand for tobacco. These men no doubt inherited, from the early primeval days of settlement on the American continent, the knowledge that in the production of a crop of quality, tobacco was of a great wealth producing power. They at least carried the idea from Ohio and from Ohio it is not a great distance to Kentucky and from Kentucky back to Virginia, where tobacco was money. While tobacco is a monument unto itself, it is also a monument to these men who made it successful to Wisconsin. These men were Ralph and Orin Pomeroy.



Getting an early start in the tobacco industry in Wisconsin

Wisconsin Tobacco Acreage

Wisconsin had, according to the Census of 1920, 9,581,980 acres of land in cultivated crops, exclusive of other crops which are reported without acreage by the census, also fruits and nuts. From this acreage there was produced for that census year crops having a total value of $409,969,215. The part tobacco played in the production of this value is interesting and will be presented in as graphic a form as possible.

Average Yield Per Acre

Tobacco as reported by the Census of 1920 was planted on 41,465 acres and produced 52,454,246 pounds, having a value of $11,539,932. The average acre of tobacco produced 1,265 pounds and a value of $279. There were 9,787 farms, or 5.2 per cent of the farms in the state reporting the production of this crop.

Productive Power of Tobacco

While tobacco occupied only 0.4 of 1 per cent of the crop acreage, yet this 0.4 of 1 per cent of acreage produced 2.8 per cent of the gross crop value, exclusive of other crops reported without acreage, fruits and nuts. This means that for every per cent of acreage which tobacco occupies in the agricultural system, the crop returns 7 per cent of value. No other of the general farm crops of the state has a power to produce such a large percentage of value for the acreage employed. The potato crop, in fact, comes next to tobacco but this crop returns but 4.77 per cent for each per cent of acreage. Table No. 1

presents the cropping system of Wisconsin, showing the division of acreage and the division of value from this acreage. Plate I presents this data in a graphic form.

Table No. 1—Tobacco Per Cent of Acreage and Per Cent of Crop Value Compared With Other Crips in Wisconsin*

Crop	*Per Cent of Acreage*	*Per Cent of Value*	*Per Cent of Value for 1% of Acreage*
Tobacco	.4	2.8	7.00
Corn	12.0	15.7	1.31
Oats	23.5	14.2	.60
Wheat	5.5	4.1	.74
Barley	5.2	4.0	.77
Rye	5.5	2.6	.47
Hay and Forage	41.5	38.2	.92
Potatoes	3.1	14.8	4.77
Other crops	3.3	3.6	....
	100.0	100.0	....

* From U. S. Census, 1920.

High Acreage Value

The high value per acre of tobacco in the state of Wisconsin is responsible for its great economic value as a crop. It can, therefore, on a small acreage return a relatively high value. As mentioned above, tobacco had, according to the Census of 1920, a value of $279 an acre. According to the same source of information corn for the same year had a value of but $56.10. It therefore requires 4.97 acres of corn to produce the value of one acre of tobacco. For corn to produce the value which tobacco produced on 41,465 acres there would be required of corn 203,700 acres, or 17.6 per cent of the corn acreage of the state. This is no small accomplishment for any one crop and tobacco through its high acreage earning power is the one crop which is able to accomplish the same. A similar comparison to other crops would be of interest and value in appreciating the merits of the tobacco crop.

Compared With Oats and Wheat

Oats, for instance, had an average value of only $25.80 an acre, and it would require 10.7 acres of oats to equal $279 value of one acre of tobacco. For oats to produce a value equal to that which tobacco produced on 41,465 acres there would be required 446,500 acres or 19.9 per cent of the oat acreage of the state.

The wheat crop, according to the 1920 Census, had an acreage value of $31.10. Practically 9 acres of this crop would be required to equal the value of one acre of tobacco. There would also be required 371,000 acres, or 70 per cent of the wheat acreage of Wisconsin to produce the value which tobacco produced on 41,466 acres.

The acreage value of barley was $33. To equal the value of one acre of tobacco 8.45 acres of barley are required. For barley to produce

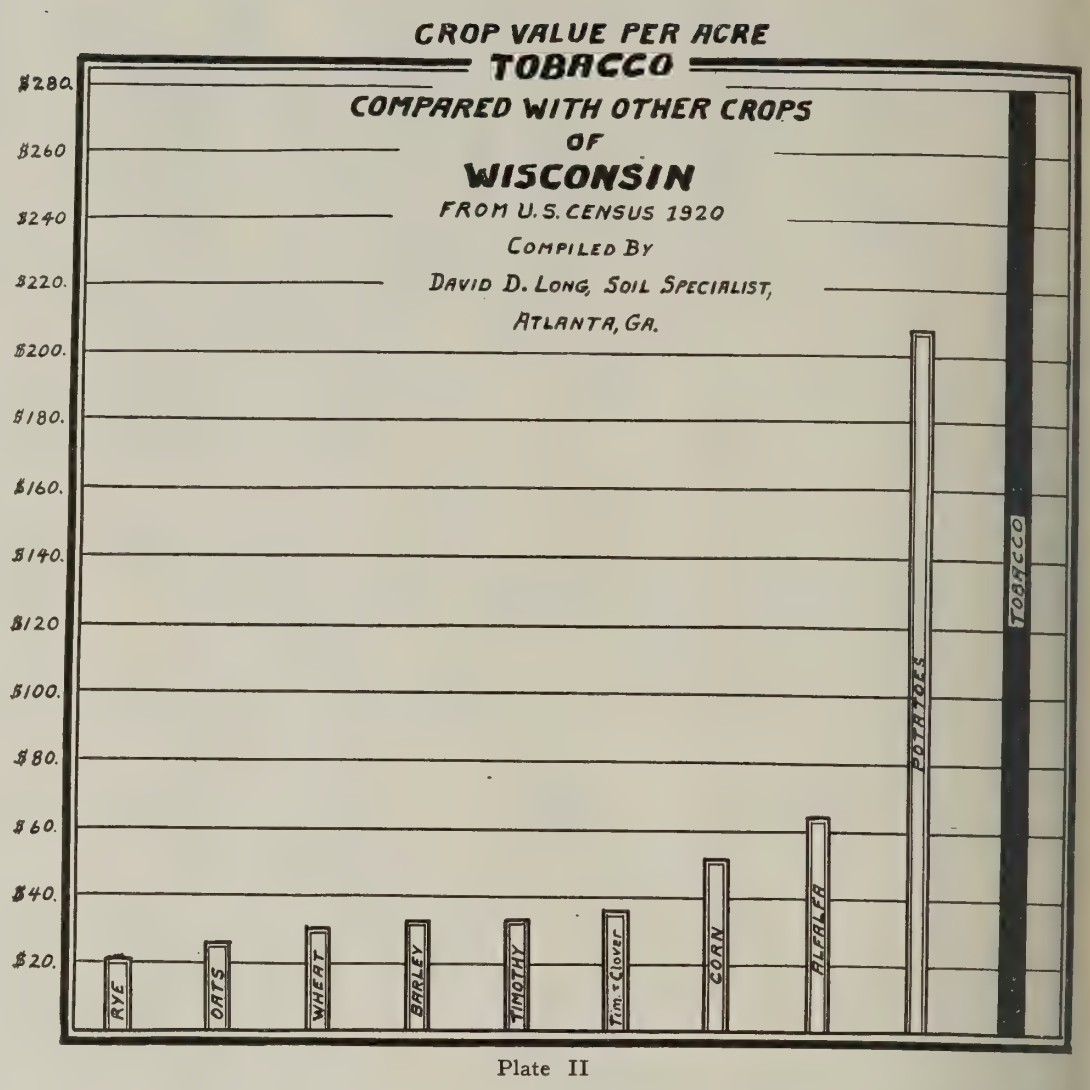


Plate II

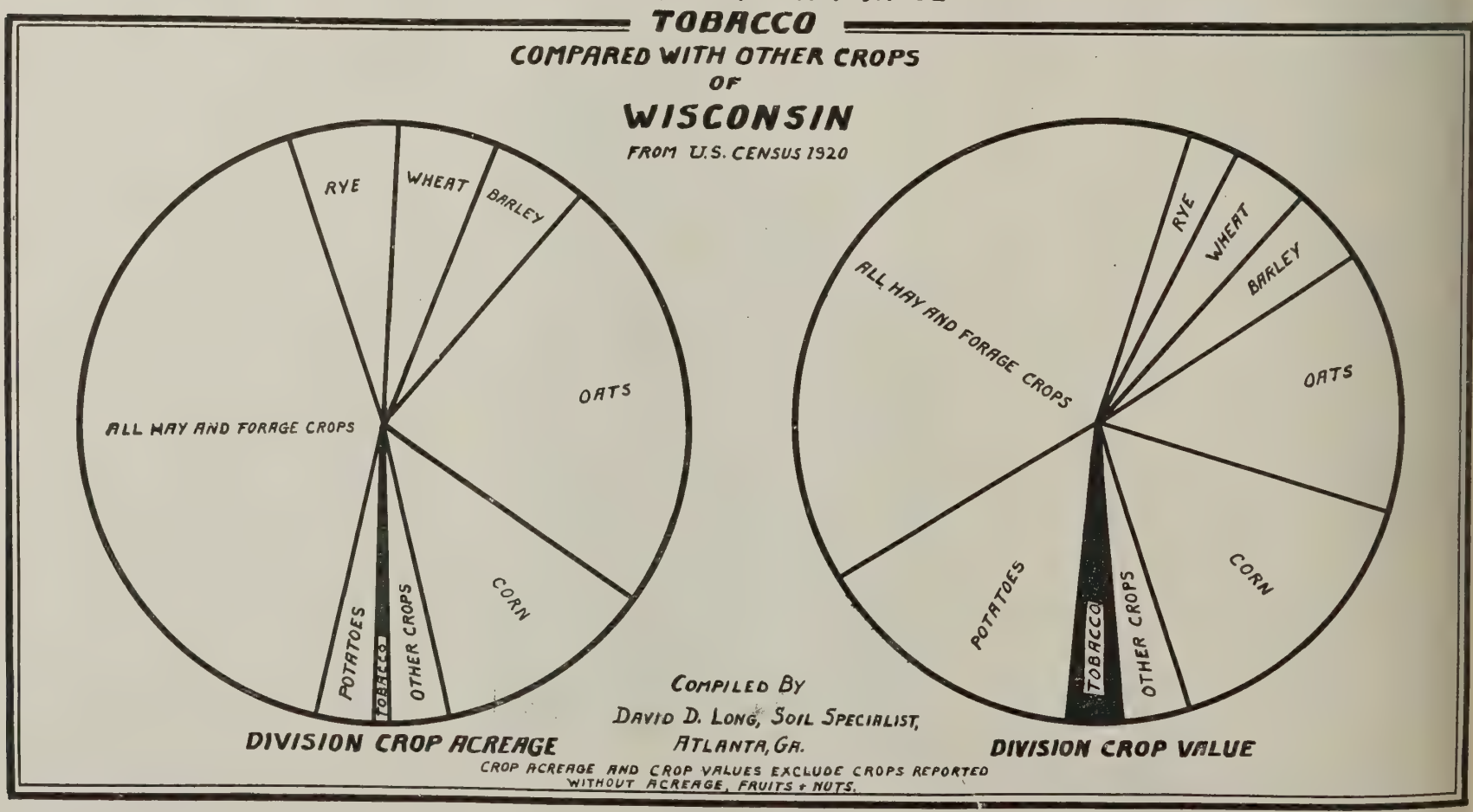


Plate 1

ıe value equal to that of tobacco, 350,000 or 70 er cent of the barley acreage would be neces- ıry.

High Value of Tobacco Crop

Rye has a very low acreage value, having but 20.15 per acre. It would require 13.85 acres f rye to equal the value of one acre of tobacco. 'or the rye crop to produce a value equivalent) that which tobacco produced there would be equired 573,500 acres or 44,437 acres more than ıe acreage of rye given by the 1920 Census.

Various Crops Tabulated

Similarly it would require 320,200 acres of mothy and clover and 56,000 acres of potatoes) produce the value which tobacco produced on 1,465 acres. Table No. 2 presents the value of

Table No. 2—Tobacco Value Per Acre Compared With Other Crops in Wisconsin*

Crop	*Value Per Acre*	*Acres to Equal Value of 1% of Tobacco*
Tobacco	$279.00	....
Corn	56.10	4.97
Oats	25.80	10.70
Wheat	31.10	9.00
Barley	33.00	8.45
Rye	20.15	13.85
Timothy	33.10	8.40
Timothy and Clover	36.00	7.75
Alfalfa	63.40	4.40
Potatoes	206.00	1.35

* From U. S. Census, 1920.

Dane County leads in area, with a total of 14,327 acres, which is 34.6 per cent of the entire tobacoc acreage of the state. Dane County naturally leads also in production with a total, according to the Census of 1920, of 19,899,112 pounds. This production is 38 per cent of the state as a whole.

Second in Point of Tillage

Vernon County is second in point of tillage and production, having an area of 8,858 acres and a production of 10,707,138 pounds.

Plate III shows how the acreage of the state is divided for counties having 200 or more acres.

Only five of the 15 counties having 200 or more acres of tobacco have an average yield exceeding the average yield of the state, which is 1,265 pounds per acre. Of these five counties,

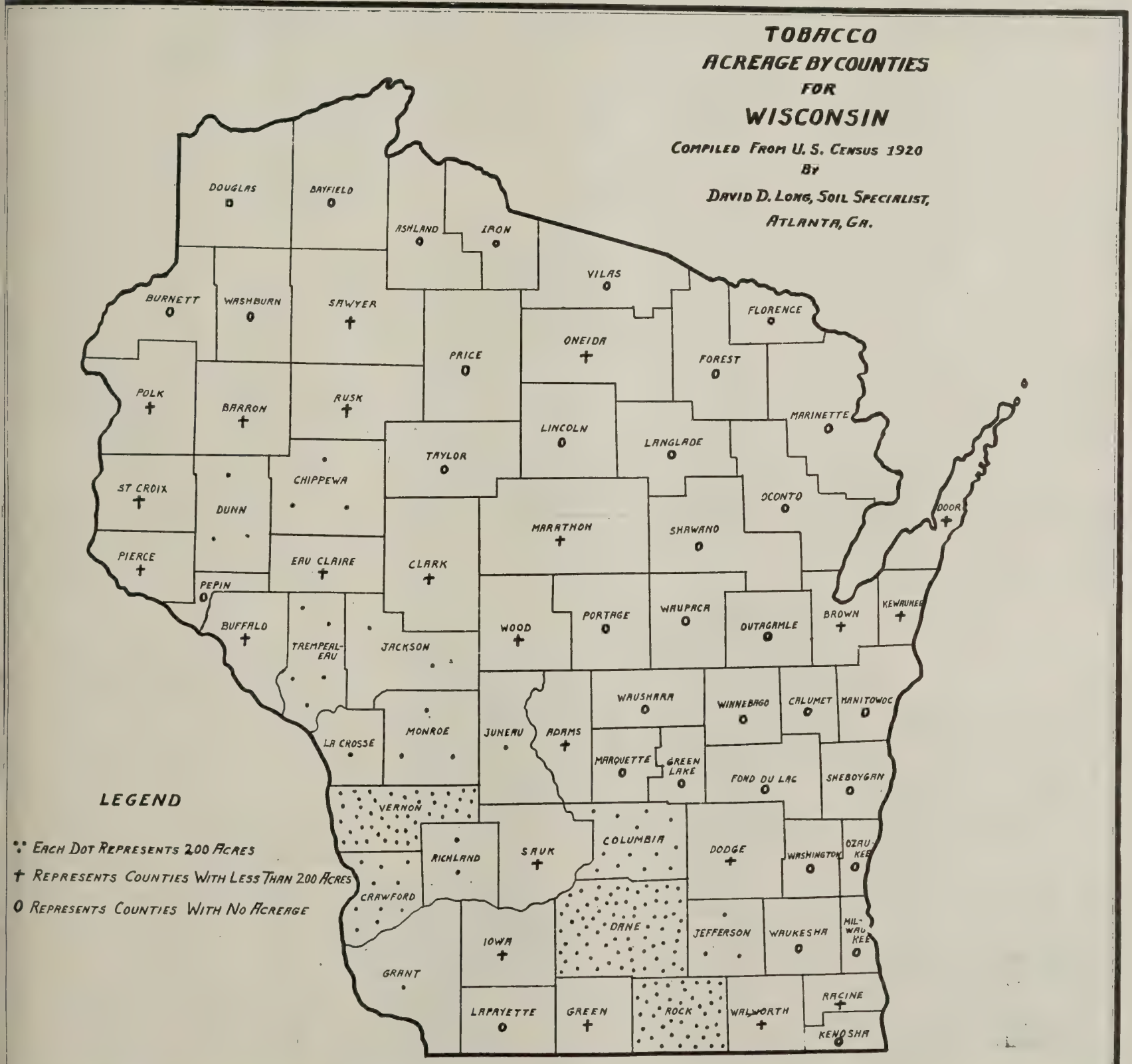


Plate III

ıe chief crops of Wisconsin per acre and also ıe number of acres required to equal the value f one acre of tobacco. Plate II graphically il- ıstrates the wealth producing power of the ıief crops of the state.

Not to Be Considered as General Crop

Tobacco in Wisconsin cannot be considered as a general crop for the entire state. Fifteen counties are reported by the census to have 200 or more acres in this crop.

Jackson County is first with a yield of 1,395 pounds per acre. Jefferson County follows closely with a yield of 1,392 pounds, while Dane County is third with an average yield per acre of 1,388 pounds.

Plate IV shows the comparative yield per acre of those counties having 200 or more acres of tobacco.

It will be seen that the biggest crops have been produced by Jefferson, Jackson and Dane counties, which show an average yield of from 1,300 to 1,400 pounds per acre. Not far behind in importance comes Dunn, Trempealeau, Monroe, Vernon and Rock counties, with an average yield of from 1,200 to 1,300 pounds; La Cross, Juneau, Richland, Crawford and Columbia counties, with from 1,100 to 1,200 pounds, and Chippewa and Grant counties with 1,000 to 1,100 pounds.

Possibility of Higher Net Profit

The wealth producing power of the crop is by no means the whole story, but at the same time it is reasonable to expect that a crop which brings in, as tobacco does, a large return per acre also carries the possibility of a higher net profit than does a crop which brings in a small return per acre. Tobacco would not be an economic crop of importance if it did not produce a handsome net profit. This is the general rule evidenced wherever statistics are available to show the relative profit of tobacco in comparison to other crops. The profit per acre is the real essence in the value of tobacco as a crop. It is the crop which has the power to produce high net profits.

Source of Information

The figure as to the relative profit from tobacco in comparison to other crops for Wisconsin were made available from the U. S. Department of Agriculture through the courtesy of O. A. Juve, who has made a considerable study of this subject in Wisconsin.

Crop Averages

The average figures for crops of Wisconsin farms for the period of 1911 to 1918 show that the average profit of tobacco per acre for this period was $60.50 in comparison to $6.80 for corn; $8.30 for silage corn; $11.50 for potatoes; $5.78 for sugar beets; $4.05 for oats; $2.55 for barley; $3.64 for rye; $5.95 for wheat; $3.28 for peas; $8.58 for clover hay; $7.15 for timothy hay; $16.44 for alfalfa, and $8.65 for mixed hay.

It is found that from the above figures that a net profit of one acre of tobacco exceeds the combined profits of 1 acre each of the following crops:

Corn, sugar beets, oats, barley, rye, wheat, peas, clover hay, timothy hay, and mixed hay.

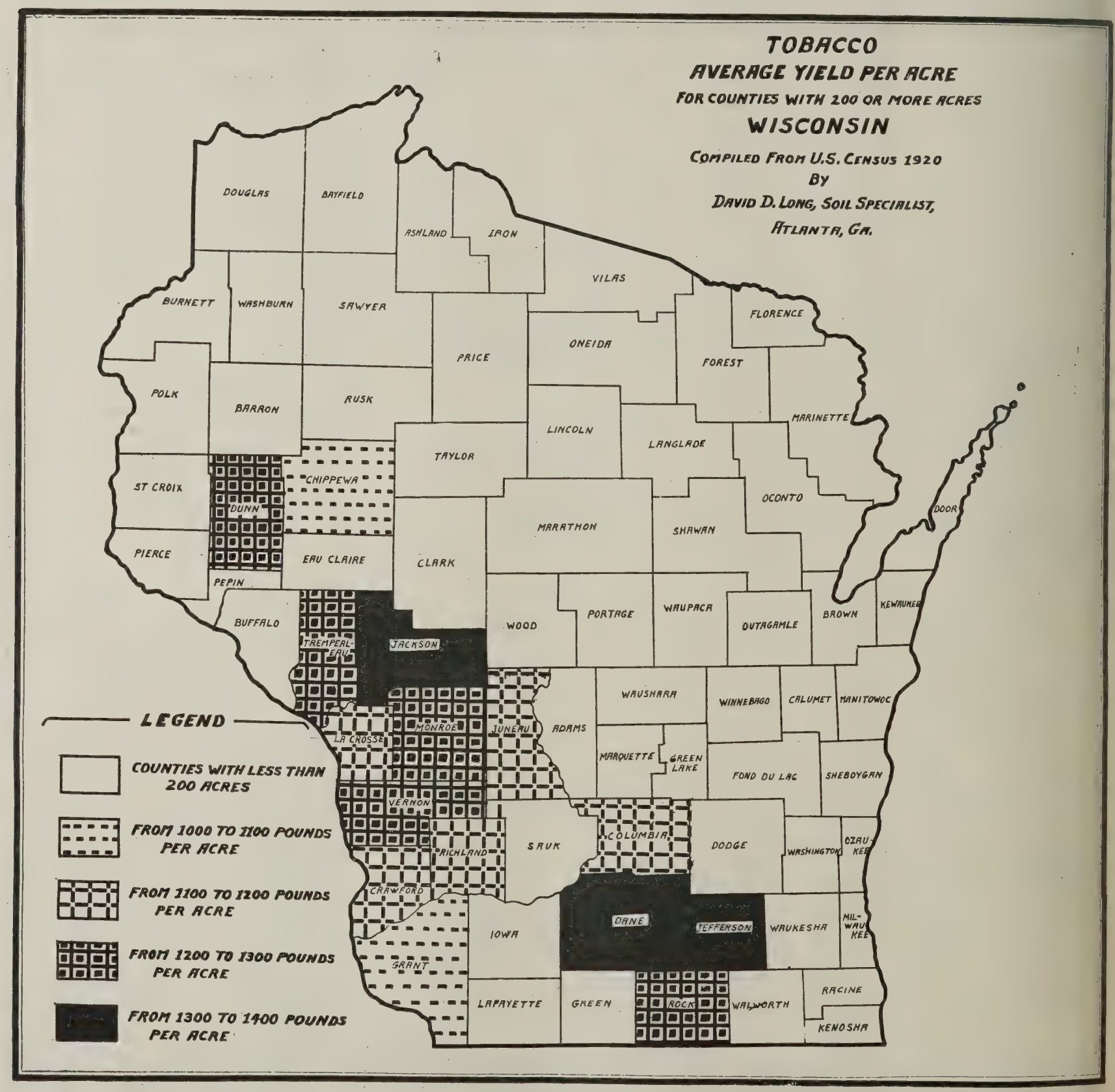


Plate IV

No Middleman Wanted

A farmer rode into a Middle Western town and inquired of the first man he met where he could find an undertaker.

"An undertaker?" the man asked. "Is there some one dead at your house?"

"No, there is no one dead," replied the farmer, "but my wife is pretty sick."

"Well, then," the man advised, "you want a doctor, not an undertaker."

"No," said the farmer. "What I want is an undertaker. You know, I have joined the Co-ops, and we have cut out the middlemen."—*Judge.*

Tobacco's Interesting Struggle to Secure Foothold in Wisconsin

From Pioneer Days of Its Raising in the State Its Progress Has Been Fraught with Many Difficulties—How Ralph Pomeroy Raised Two Acres of Broadleaf in 1852, Hauled It Forty Miles and Sold It on Credit for Four and One-Half Cents a Pound.

By ROBERT B. McINTOSH

IT IS A FAR CRY from adventuring with William the Conqueror, to raising binders in Wisconsin, the state that produces the world's best. But it is a fact that adventuring with Wild Bill and Wisconsin's reputation as a binder state are very closely connected.

One day Bad Bill sat thinking hard. As he meditated with pensive eyes wandering o'er the peaceful landscape of Normandy, he picked errant cooties from the bushes that adorned his chin. Between huge quaffs from his shining horn, he came to a conclusion that was to have a profound result on our earth. His deductions ran something like this: That living in those peaceful valleys, doing nothing but punishing lots of good French wine, was not a life for his band of he-men. It was very softening for men accustomed to galloping over icebergs, or plundering wild shores all their lives. He longed to point his nose into icy, salt spray once more, and to burn a few towns.

Of his lieutenants, none was bolder, nor hairier, than one Sir Ralph Pomeroy, whose social climbing wife had, one day before the morning after, written a "de" on the family crest of arms before her husband's surname. When William, his chief, made up his mind to raid the chalk cliff country, the brave Sir Ralph de Pomeroy made preparations for traveling. He filled up his scow with his formidable armament, and *beaucoup vin rouge,* and steered his wild crew to the tight little island of Blighty.

There he helped his dashing leader whip the bally English to a frazzle at the historical battle of Hastings. There he had local fights and wild sallies aplenty until the isle was completely in the hands of his general. Having accustomed his palate by that time to the porter and stout of his new habitat, and losing some of the fire of his youth, he settled down to a mellow old age of fox-hunting, and of eating meat-pie, a delicacy than which there was none other more top-hole, in those days.

The Pioneer Spirit of Eldad Pomeroy

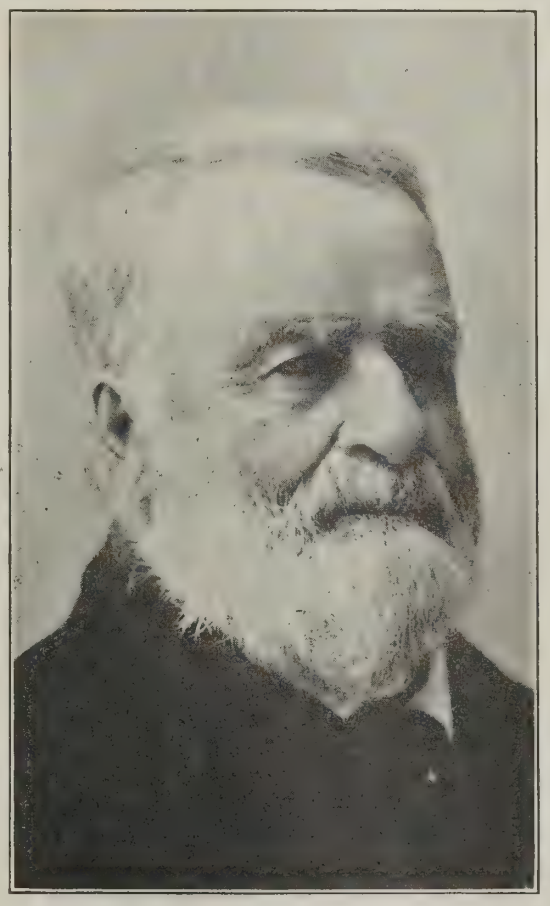
Of his illustrious line of descendants there was one Eldad Pomeroy. The pioneer spirit was still strong in Eldad. In 1630, this scion of the noble Pomeroy strain braved the heaving Atlantic, and founded—and was one of the proprietors of—Dorchester, Mass. Although Sir Ralph's gift of washing down huge draughts of Stout, or Burgundy, with as much precision and eclat as he spitted a Brittish warrior with his trusty sword, had given way to more industrious traits in his descendant, the Pomeroy stock had lost none of its fighting qualities. The exploits of Captain Nathaniel Pomeroy, and of General Seth Pomeroy, in the War of the Revolution are ample proof of that.

Ralph Pomeroy, the pioneer tobacco raiser of Wisconsin, and perhaps Ohio, was the eighth in descent from Eldad. He was born on his father's farm in 1814 in Suffield, Conn. He was accustomed to raising tobacco there since he was twelve years old. The pioneer urge in him, so traditional in his family strain, was too much for him, however. So at the age of twenty-four he joined the westward tide of emigration, and settled in Montgomery county, Ohio, in the now famous Miami valley. In 1838, his fields of tobacco were the first seen in that region.

In 1852, he went back to Massachusetts to marry Mary Wood, of Long Meadow, Mass. In the spring of 1853 he settled in Syene Prairie, about six miles south of Madison, Wis. That year he raised two acres of broadleaf. He had to haul the lumber for his shed over forty miles, and it was tough, disheartening work. In other words, it was work that a Pomeroy delighted to fight out, and overcome. Shortly after he filled his shed with his crop, it was blown down. He courageously went over the debris, however, and soon had it in shape again.

Wisconsin's First Commercial Crop

Mr. Pomeroy sold the crop to a small cigarmaker in Janesville, Wis. The price was 4½c per pound, tied in hands, but delivered in bales. He had another forty mile haul to deliver it. The buyer did not have the money to pay for it, and as there was not another customer in sight, he took the crop on credit. Shortly after, the cigarmaker went broke, and Mr. Pomeroy had to settle for 50c on the dollar. Thus Wisconsin's first commercial crop went its way to market. It was not the last unsatisfactory delivery to be made by a grower of the state.



Ralph Pomeroy, a pioneer tobacco grower in Wisconsin

In 1854 Mr. Pomeroy bought his famous farm a mile south of Edgerton. Today it consists of two adjoining farms, that still raise fine tobacco. Last year the two proprietors got 23 and 25 cents for their 1922 crop, for instance. Here he raised four acres of Broadleaf which was sold to that firm so famous later, Strohn and Richzenstein, for 17c. Strohn and Richzenstein were at that time cigar manufacturers of Milwaukee. A year or so later they set up in New York as dealers in leaf tobacco. W. T. Pomeroy, brother of Ralph, later had a joint account with them. W. T. was the first tobacco dealer in the state proper.

In 1855, Ralph Pomeroy gave seeds to his neighbors, and coached them in the art of raising it. The seed beds were sown in the open. The field proper was prepared, and about the time the plants were big enough, the field was hilled and they waited for rain to set the plants. Watering the plants at setting time was not then known and, of course, it was set by hand.

From this modest beginning, the industry steadily grew. In 1859, there were 87,340 pounds raised in the state, one hundred per cent of which was raised within a radius of a few miles of Ralph Pomeroy's farm. By 1870 approximately a million pounds were produced in the state.

Used Depot Passenger Room for Warehouse

Up until 1870 W. T. Pomeroy, the sole local dealer, used the passenger waiting room for his warehouse. He built his warehouse in 1869 in Edgerton, the first warehouse to be built in the state.

W. T. Pomeroy was responsible for a revolutionary step in the production of Wisconsin tobacco almost as important as the work of his brother Ralph. The story of his introduction of the Comstock Spanish seed is taken from the *Wisconsin Tobacco Reporter.* Its introduction wiped out the raising of Broadleaf in the state, and the seed is the parent of Wisconsin's famous binder stock.

A Massachusetts dealer, C. C. Mengel, wrote Mr. Pomeroy after a Wisconsin trip, that he had bought a small crop of 1871 tobacco in Massachusetts, that appeared to him so much better than the average crop, he paid 50 cents a pound for it. At W. T. Pomeroy's suggestion, Mengel secured some of the seed, and sent it out to Wisconsin. In 1872, Mr. Pomeroy planted a small patch of this Havana seed, but the plants grew very tall, the leaves were very far apart, with the result that he had little confidence in the "new-fangled" tobacco. It was so different from the broadleaf type, but Mr. Pomeroy was pleasantly surprised by being offered 75 cents a pound for it. It became known as Comstock-Spanish type.

Probably three quarters of the tobacco grown in the state is descended from that brand of seed. Many yields of it, however, have become polluted by cross-pollenization with other varieties. One or two dealers in seed, however, kept the strain by painstaking efforts so that any grower could purchase the pure seed. One of these dealers, the present W. T. Pomeroy, son of Ralph, and nephew of the first W. T. Pomeroy, has done as much or more than any man in the state to fight the introduction of impure seed.

Making a Reputation as a Binder State

From 1870 until 1880 covered the period wherein Wisconsin established her reputation as a binder state par excellence. Many eastern buyers were regular visitors to the local markets, and greedily snapped up everything in sight. By 1879 the state production had jumped to over ten million pounds per annum. That same year started a remarkable boom in tobacco from the Comstock seed. Heretofore, it was amusing to observe the furtiveness of the eastern buyers, and their vehement requests for absolute secrecy about their being in the state. A shower of samples had to vow he would not even tell his wife the name of the buyer, or where he was from. Of course, their reasons were that manufacturers had not heard of Wisconsin tobacco. Thus the precedent was established that is not yet entirely wiped out,

i. e., the selling of Wisconsin tobacco as tobacco from a different state, or even country.

By 1890, the production of binder and wrapper tobacco jumped to twenty million pounds per annum. About 1892 hybrid seed was introduced extensively into the state. This was especially true in the southern growing districts. By that time the northern regions were established. This led to many griefs for Wisconsin tobacco. Big and leafy, the hybrid type appealed to the farmers on account of its weight per acre. The packers found out to their sorrow that it was prone to damage far more extensively in the ferment, and also had a burdock taste to it. It did not come out of the sweat as fancily, and thickened up a good deal.

The southern growing areas suffered a loss through damage to its prestige that was peculiarly difficult to overcome. In fact it will take two or three years more to entirely rid the south of using hybrid types while trying to raise binders. The farmers clung to it tenaciously because of its great poundage yield, and the attempt to get the farmers to abandon the use of it was rendered almost impossible for a time because of a profound change in the commercial mechanism of the trade at that time.

New Era in Packing Circles

This was due largely to the rise of a new era in the packing circles. In the early nineties, cigar manufacturers, and eastern houses began to establish field branches within the state, instead of filling their needs through the purchase of a number of small packings. This caused corporation organization of a rather large scale. Large staffs of commission buyers with pounds instead of quality as a chief aim took the place of packers who had to discriminate in their buying, or sit on it disconsolately.

Personal equation is a big factor in any organization. A man feels he is a number, and his advancement chances are small. The big house buyers were urged to get the pounds. It was different to be one of many buyers on a commission for a large house, with a mere receiving clerk for a receiver, than to be buying perhaps alone with a small packer who received himself, and examined each crop purchased. As a natural result, it can easily be seen that soon these buyers would buy up entire sections and would give each farmer top prices with their commission checks the big idea, instead of quality.

This had a vicious result, in that the grower of big seed tobacco was the man who got the big check, on account of its weight per acre. Many of the factory branches had lots of damage in their packings, naturally. In the large scale operations the handling of the growers did not improve any either. Soon there were very few fields of the old seed to be seen. The natural result was dissatisfaction all around. The big seed was so profitable to the grower, that he put more land into tobacco than he could fertilize properly, with resultant more severe damage, and deterioration of quality. This was kept up a few years more by the urge for size among those who cut their binders with machines. But it had its inevitable result in that southern tobacco was soon a drug on the market. Then the gradual shift back to the pure Havana seed began to take place.

The Passing of Ralph Pomeroy in 1894

During the stress of these times, Ralph Pomeroy died in 1894. A man with the true pioneering spirit, his keen mind realized the empire promises of the western wildernesses. He once said, "Of course ultimate profit was of primary importance to me in beginning a potential huge industry. I was doubtful of producing tobacco of such merit in Wisconsin. Failure I feared. But I feared an unwarranted failure more—one that would needlessly condemn an important crop."

Such was the spirit and the lofty ideal of the founder of the industry. It is refreshing to think of such high minded examples as Pomeroy's in these materialistic times. The whole tobacco industry mourned his loss.

In 1900 or thereabouts, the stemmers started to become a big factor in the state's industry. The rise of the stemmers in this state furnished an unfailing market for goods the cigar market would not assimilate. As the packers sought northern more and more as the hybrid seed persisted in existing, the stemmers took more and more of the southern. It buoyed up the whole industry with more life and vigor. The southern growers who were not content to take their prices went back to good seed. In this they were enabled and aided as much by Ralph's son, W. T. Pomeroy, as any one man in the state. After years of effort, the best growing areas of the south may again be said to be using a pure Havana strain suitable to fine binders.

The big scrap concerns have become very important factors the past fifteen years in the state, and have continually used half or more of the state's crop ever since. In years of depression, they have repeatedly saved the cigar part of the trade acute over-supplies of tobacco that threatened to disrupt the business. This was particularly so in the 1920 depression when the unsold 1919, 1920 and 1921 crops were taken off a glutted market.

What the Co-operative Bug Has Done

The co-operative bug has bitten the Wisconsin grower very severely, of late years. The farmers, like many factories, lost many dollars from the methods of field branches of eastern houses, and the interwoven seed problem. Southern had not as yet re-established its reputation as soon as it went back to the pure seed. The marketing of it suffered from the district's recent black eye at times, and the resultant meagre offers for it formed the necessary bed of discontent necessary for the co-operative bug to propagate in. The Society of Equity, and many local pools had their fling, with invariable failure.

Now the biggest venture of them all to date is occupying the center of the stage. It is in the throes of inadequate capital, wild rumors, and the man size task of disciplining its members. It has a rather boomerang sort of a job. If it gets satisfactory prices one year for its members, and the large number of independents, the farmer does his darndest to swamp the demand for his product the next year. If it had not been for the late spring, the June drought, and the terrible frosts of this year, the 1923 crop would have pushed the pool, and many packers, into oblivion.

They had the luck to start in an auspicious year when all farm products were down. In 1922, tobacco, together with livestock, corn and other grains, raised a good deal in price. The northern was fought after, and the southern found a ready sale at good prices. The first year was quite a success. Opinion differs whether it was the method, or economic changes, that caused it.

State's Contribution to World Market

Since 1900, Wisconsin has annually furnished approximataely 30,000,000 pounds of binders to the world market. Many of the most famous brands made are bound with binders from this state. This is especially so in class B, C and D cigars. Companies such as the General Cigar, Lorillard, Cullman, Rosenwald, Weil, Fendrich, Consolidated, American, Spitzner, and others too numerous to mention, use it as standard binders on their best cigars, or the cigars of their customers.

When the buying methods, and ignorant seed distributors began to cause grief to the reputation of the southern districts, the northern regions came in with a vengeance. The valleys of Vernon and Crawford counties produced the fancy end of the state's crop. Since then Grant, Monroe, Jackson, and Trempealeau, came into favor. With virgin soil, narrow rich valleys overlaid with an inch, or two, of new silt each spring, these counties continued to produce the wonder binder that made the state so famous.

Edgerton rose on her famous ascendant as a world's tobacco center with the reputation of Pomeroy's disciples, and their product. It became a hive of industry with the rise of tobacco, and has retained its position as the leader ever since. W. T. Pomeroy was soon joined by men of high ideals like Andrew Jenson, Charles Mabbett, and Hal Childs. The packing fraternity of the state has kept its remarkable standing as men of the highest ideals.

Of late years, the northern growing regions have built up famous packing centers like Viroqua, Westby, and Sparta. For years the northern tobacco has drawn bigger prices. As a result, the southern sections had to content themselves with low prices. When the stemmers came in, they bought more than half of the tobacco grown. As a result of these unsatisfactory conditions, the bull-headed growers of the south were gradually weaned away from vicious practices of under fertilization, quantity, rather than quality production, and carelessness in seed selection.



Dairying in Wisconsin goes hand in hand with tobacco and one can generally find the tobacco acreage directly proportional to the number of head of livestock on the farm; and, tobacco of quality is generally found where that proportion is right.

Prosperity Ahead for Wisconsin Growers

The years of propaganda on seed selection, fertilization, proper growing practices, and smaller yields, is now seeing its fruition in the south. It is rapidly coming back into favor as a quality binder. Last year the difference in northern and southern was five or more cents a pound. Today southern is selling for thirty cents as a top, with thirty-two the present top for northern.

Wisconsin growers should be entering upon a long period of prosperity. Growers are rapidly becoming educated to seed values, and other important phases. This has come through the best of all teachers, old man experience. They should not soon forget it. With these hard knocks behind them, the intelligent growers of this state assure the world of a quality crop each year for the future.

Causes Contributing to Wisconsin's Lean Tobacco Crop for 1923

Growers Have This Year Had Indelibly Impressed Upon Them the Fact That Tobacco Growing Is a Real Gamble—The Crowning Calamity Was the Big Frost of September 14, Which Either Ruined or Damaged All Tobacco Remaining in Fields

By PROFESSOR JAMES JOHNSON
Horticulturist at the University of Wisconsin College of Agriculture at Madison, Wis.

THE STATEMENT is often made that farming is a game of chance. Tobacco growers especially are inclined to the idea that the culture of the leaf is the greatest gamble of them all. This belief is especially prevalent after seasons of crop or market failures. It certainly does seem at times as though more forms of failure and damage may befall the tobacco crop than that of any other farm product. This is partly due to the large number of field operations or processes through which the leaf must pass from the seed to the finished product.

Costs Are Considerable

The cost of labor, materials and equipment involved, is therefore considerable, and the risk carried is consequently large as compared to most other products of field, orchard or garden. When good fortune does fall to the lot of the tobacco grower, therefore, he expects, and rightfully so, to reap the full benefit, and make up for the lean years of the past, and those to come. It is the successful years that keep the grower in the game, together with the realization that there are no other certainties in money making either on the farm or in the city.

1923 Season a Lean One in Wisconsin

The 1923 Wisconsin season will prove to be one of the lean ones for most Wisconsin growers, due largely to the "big frost" of September 14, which either ruined or more or less damaged all of the tobacco left in the fields. The loss according to most estimates totaled over one-half the acreage grown. It has been estimated as high as $4,000,000 to the growers and, although the actual loss may be considerably less than this, certainly the potential loss approaches this figure, since a large part of the leaf damaged showed possibilities of high grade leaf.

The frost damage came, however, as a climax to a series of uncertainties, throughout the season to many growers. Everything that Nature had to offer in the way of drought, continued rains, extremes of heat and cold and hail visited one or more of the Wisconsin sections during the season but, in spite of these setbacks, remarkably good crops were produced and harvested before the frost particularly in the southern section.

Weather Delayed Seed-Sowing

The season started out with the plant-beds somewhat behind owing to a cold and wet spring, which delayed both the preparation and sowing of the beds as well as the growth of the plants. With the onslaught of warm weather in June, however, the plants grew with such great rapidity that in most cases the time of planting was normal. The crop for the most part obtained a good start in the fields, except for a small part of the acreage transplanted during some extremely hot weather and which had to be reset because of burning out.

Dry Weather Did Considerable Damage

Cut worm damage was small and root-rot was held in check by the warm weather so that prospects were again promising. The hot and subsequently dry weather, however, began to show its effects in the latter part of July with many of the early crops, especially in the northern section, and a short crop was in prospect for many growers. Most diseases with the exception of mosaic, which became very prevalent, were held in check by the weather. Considerable damage from the tobacco worms occurred in some fields, but these were not uncommonly numerous for the most part. Windstorms were especially rare, although a hail storm did considerable damage in one small area.

Laboring Under Difficulties

The drought was finally broken, earlier in the southern district than in the northern, and the crop began to take on a new vigor of growth and good prospects were again in sight. The latter part of August and the early part of September, however, favored the growers with too much rainfall. Not only was the harvesting of the earliest crops carried out under difficulties, but the later crops were retarded in ripening, thereby adding to the acreage normally in the fields at that season of the year and hence increasing substantially the heavy toll collected by Jack Frost.



A fine field of Wisconsin tobacco on the farm of Harley W. Jefferson

Curing Weather Has Not Been Ideal

The curing weather on the whole has not been ideal, the temperatures being relatively low and the humidity relatively high and some shed damage is expected. On the whole, however, the cured leaf of the pre-frost harvest seems to have good color, and those who were fortunate enough to harvest a leafy crop before the frost have prospects of attractive prices.

Tobacco Growing a Gamble

Certainly tobacco growing is a gamble, but there are no quitters among the regular growers in Wisconsin. Next year they expect the best ever.

Wisconsin scenes. No. 1, Producing seed for farmers—No. 2, Growers busy harvesting—No. 3, Field getting good start—No. 4, Fine specimen of Connecticut Havana No. 38, a popular type, which formed the principal part of the 1923 crop in Wisconsin—No. 5, Typical rack used in hauling tobacco to the sheds—No. 6, Desirable type of curing shed—No. 7, Packing the leaf—No. 8, Stripping from the lath—No. 9, Ready for harvest—No. 10, Plant beds.

Commercial Importance of Tobacco Produced in the State of Ohio

The Thread of Economic Value Attaching to Tobacco, Dating Back to Early Colonial Days—Pioneers Learned Monetary Value of Tobacco, Which Was Used As Money—European Demand for New World Product Gave First Settlers Sustenance

By DAVID D. LONG

Soil Specialist, Soil Improvement Committee, Southern Fertilizer Association, Atlanta, Ga.

OHIO has become notable as a tobacco state, but it is impossible to study the economic value of tobacco in any one state where it is a crop of importance without perceiving the profound and deep economic or commercial impression which the production of tobacco made on the early settler on the eastern shores of the American continent, shortly after European civilization established itself in the great unknown New World. That thread of economic value to tobacco, dating back to the early period of settlement and colonial days when tobacco was money, follows through to every state in which tobacco is produced commercially.

Tobacco Brought Necessities of Life

The plastic mind of man, made so open and impressionable by the newness of things in a new region, was indelibly stamped with the fact that tobacco was the crop which brought in the necessities of life. Wherever the new American traveled, his mind carried the impression and he carried the tobacco seed.

The question often arises as to what form agriculture of the new continent of America would have taken had it not been for the rapid growth of the use of tobacco throughout the countries of Europe with its consequent demand for the new world product. Would other crops adapted to the conditions of the early settlers have been produced in sufficient quantities to afford sustenance to the settlers and produced enough in addition to create a surplus of capital for pushing back the frontier?

Possibly they would have, but yet one dare not lose sight of the fact that the first stages of growth are the most necessary and exacting for full nourishment, whether it be a child, a young plant or a young colony.

In the territory now embraced as the state of Ohio history records the production of tobacco by the Indians.

This is nothing unusual, for in the eastern part of the United States in those early days, wherever you found Indians it was practically certain that you would find tobacco.

The tobacco industry of Ohio, however, did not develop from the nucleus afforded by the small areas of tobacco grown by the Indians in this territory, as was the case in the great tobacco development in Virginia and North Carolina. Tobacco was really carried to Ohio in its early days of settlement by those settlers who, from early times, were inoculated with the fact that tobacco was a money crop. Virginians and North Carolinians carried the idea across the Alleghenies to Kentucky and from there is was but a short distance across the Ohio River to what is now the great Burley district of southern Ohio.

Cigar Filler Types

Tobacco in the Miami Valley region, a large producer of the cigar filler tobacco, was introduced from the eastern coast of the United States, but from Connecticut instead of Virginia, as was the Burley region.

The wealth producing power of tobacco has apparently held true to its form in Ohio, as it has in all times and in all states. Plate 1 graphically shows the acre value of tobacco compared with the other crops of Ohio as revealed by the 14th census, taken in 1920. Here at a glance is shown how much more an acre of tobacco returns to the state than an acre of any of general farm crops and even exceeds that of special crops, as sugar beets and potatoes.

The data from which Plate 1 was graphed pertains to the state of Ohio as a whole. A more detailed analysis of the wealth producing power of tobacco per acre as compared with other crops on the same basis, is given in Table No. 1, as follows:

***Table No. 1—Crop Acreage, Crop Value, and Crop Value per Acre, Tobacco Compared to Other Crops in Ohio**

Crop	Acreage	Value	Value Per Acre
Tobacco ...	75,789	$ 13,528,302	$178.50
Corn	3,563,352	217,274,709	60.80
Wheat	2,922,592	127,873,574	43.60
Oats	1,452,052	39,795,590	27.40
Rye	116,464	2,582,991	22.20
All Hay and Forage Crop	3,258,082	109,948,109	33.75
Potatoes ...	124,917	17,657,811	141,40
Sugar Beets	33,561	3,836,861	114.40
Alfalfa** ..	94,418	5,637,120	59.60
Timothy and Clover** ..	1,190,646	36,678,875	30.80

*From U. S. Census, 1920.
**Included with total of all Hay and Forage Crops.

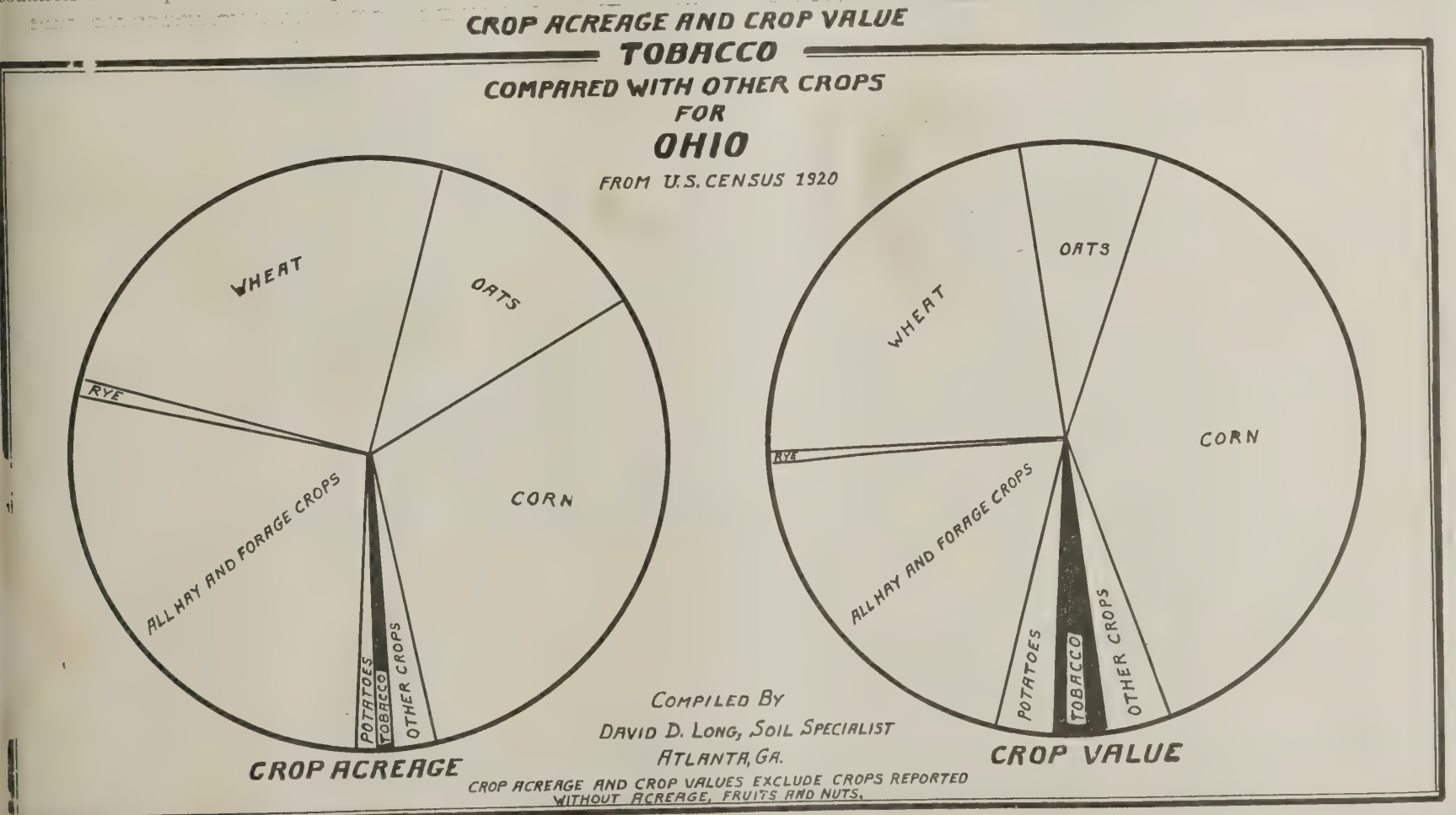
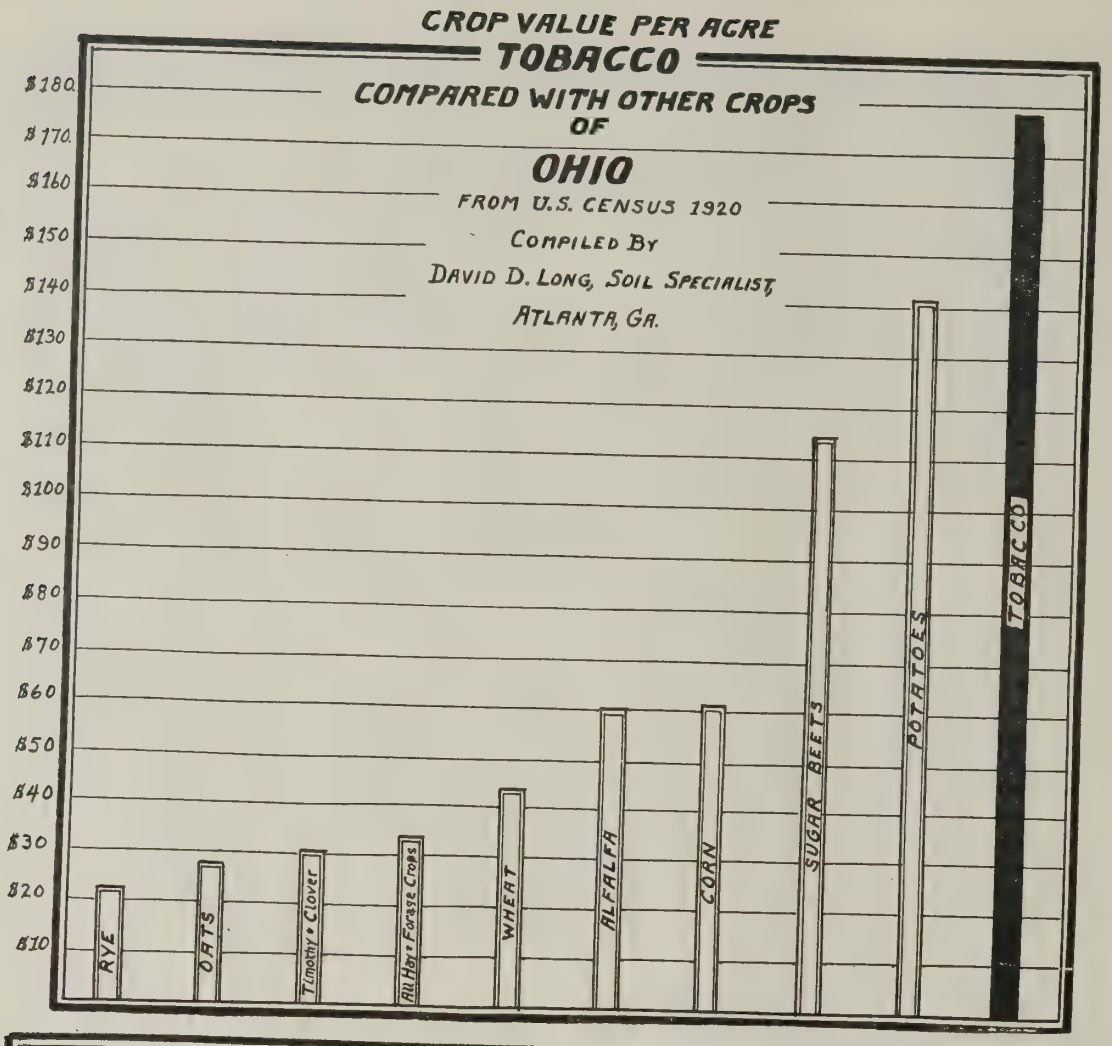


Plate I

The table shows the acreage, total value and value per acre for tobacco and the other chief crops of the state.

The statistics in this table established the fact that it requires of corn, the chief crop in acreage and value in the state, 2.94 acres to equal the value of one acre of tobacco.

For wheat, the second crop in acreage and value in the state and one of the most essential for human sustenance, there is required 4.1 acres to produce a value equal to the average acre of



tobacco, which forms a comfort and solace for the mind as wheat supplies nourishment and food for the body.

Tobacco Stands Out Boldly

Oats is the third crop in point of acreage and value but it has a low wealth producing power per acre. It, therefore, requires 6.5 acres of oats to bring to the state a value equal to one acre of tobacco.

Of rye there are required 8 acres to equal the value of one acre of tobacco.

Alfalfa is a valuable crop not only for its feeding value but for the improvement of the soil and as generally considered has a high producing power per acre, yet there is required three acres of alfalfa to produce the money value equal to one acre of tobacco.

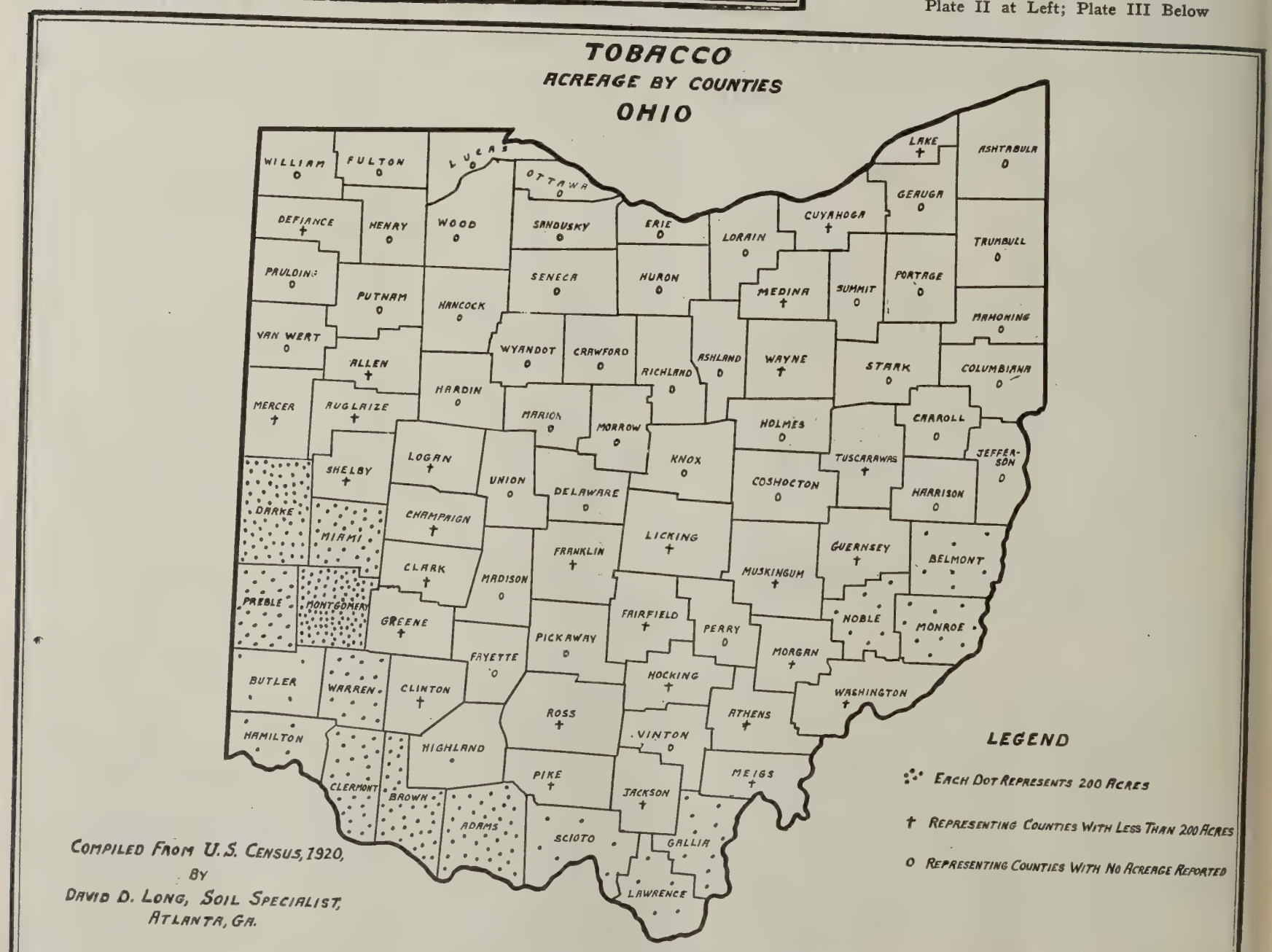
The Best of Three Special Crops

Potatoes and sugar beets are special crops and of all special crops there is naturally expected a high acreage value. Tobacco, however, is a more specialized crop, particularly in value as it requires 1.56 acres of sugar beets and 1.26 acres of potatoes to equal the value of one acre of tobacco.

The value of tobacco in the state of Ohio may be illustrated in another manner. In Plate II, for instance, there is graphically shown how the total acreages of all the crops of the State, exclusive of those few crops reported without acreage, fruits and nuts, are divided.

It is noted here that tobacco occupies a very small percentage of this crop acreage.

Plate II at Left; Plate III Below



Makes Conspicuous Showing

There is also graphed in this Plate a division of the crop value produced on this acreage. The percentage of this value as produced by tobacco becomes conspicuously greater than in the acreage. The percentage of value for tobacco is far greater than the percentage of acreage which it occupies. In fact, the 75,789 acres of tobacco in the state is but .6 of 1 per cent of the total crop acreage of the state, that is exclusive of fruits and nuts. The value produced on this acreage is 2.5 per cent of the gross value of the total acreage. in other words, for every 1 per cent of crop acreage tobacco produces 4.15 per cent of crop value. This relationship of percentage value for each

Wheat	24.8	23.3	.94
Oats	12.3	7.2	.58
Rye	.9	.4	.44
All Hay & Forage Crops	27.6	20.0	.72
Potatoes	1.1	3.2	2.91
Other Crops	2.5	3.8	....
	100.0	100.0	....

*Based on U. S. Census, 1920.

The Best of Three Best Percentages

There will be found in this table the percentage of crop acreage which the important crops of the state occupy and also the percentage of crop values which they return.

acreage, this small acreage however, is wealth producing. The corn acreage of the state is 47 times that of tobacco, yet the value of the corn produced on this acreage is only 16 times the value of the tobacco crop. In the same manner the wheat acreage is 38.5 times that of tobacco, yet the value of the wheat crop produced on this acreage is but 9.4 times that of tobacco.

Where Tobacco Is Grown in Ohio

Plate III shows where tobacco is grown throughout the state. Each dot represents 200 acres. Counties having an acreage of less than 200 or no acreage reported are shown by other symbols. In this plate the tobacco producing counties of the Miami Valley stand out con-

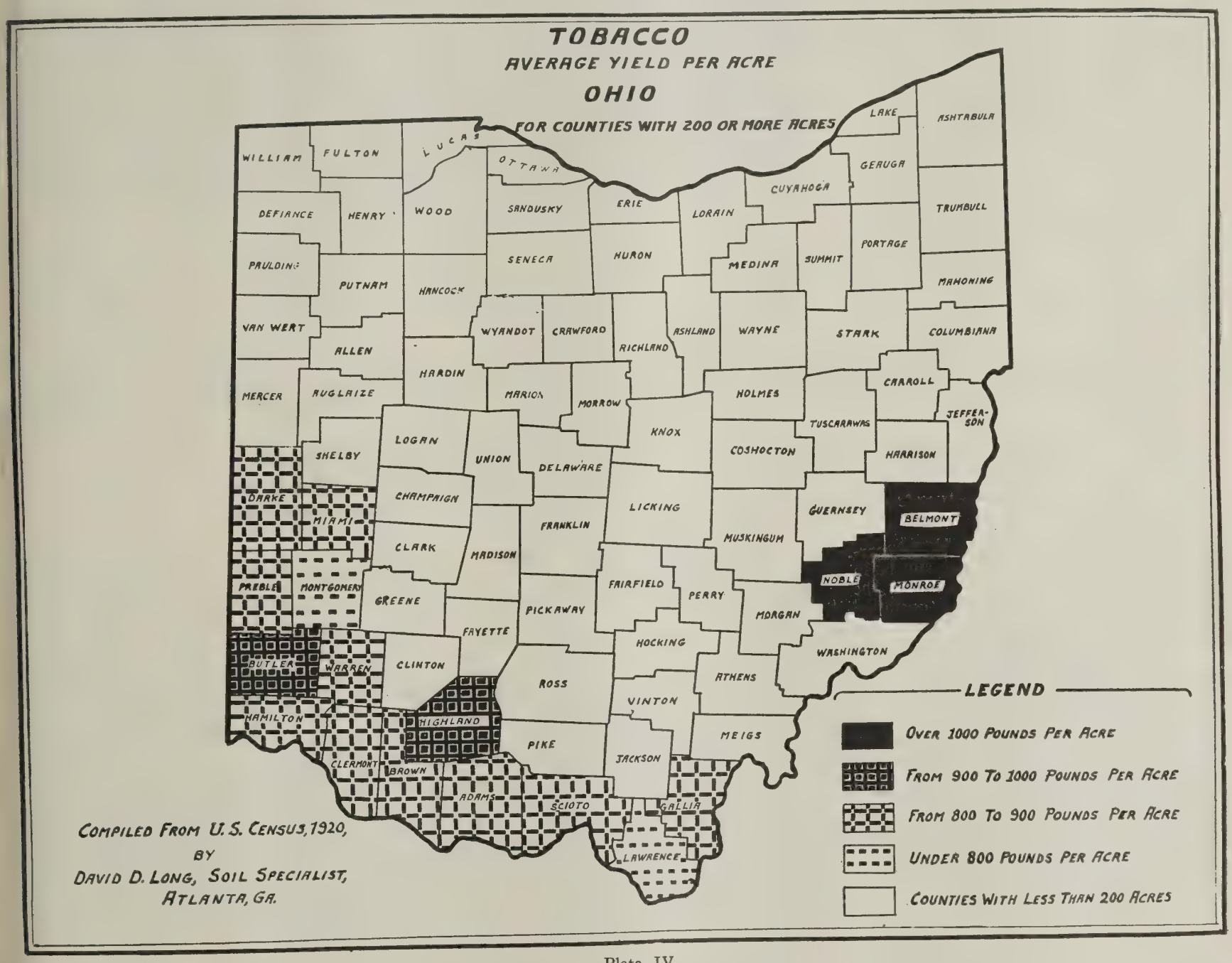


Plate IV

percentage of acreage is the highest for any crop of the state and marks tobacco as a distinctive crop of value.

In Table No. 2 there is given the data upon which Plate II, is graphed.

Table No. 2—Per Cent of Crop Acreage, Per Cent of Crop Value and Per Cent of Value for One Per Cent Acreage Tobacco Compared to Other Crops in Ohio*

Crop	*Per cent of Crop Acreage*	*Per cent of Crop Value*	*Per cent of Value for 1% of Acreage*
Tobacco	.6	2.5	4.16
Corn	30.2	39.6	1.31

In the third column of this table, showing the percentage of values for on per cent of acreage, there will be noted a low factor of returns for wheat, oats, rye and all hay and forage crops combined. Only corn, potatoes and tobacco return a greater percentage of value than the percentage of acreage which they occupy and of all these, tobacco returns the greatest.

Tobacco cannot be considered a general farm crop in the state of Ohio in the sense of the word that it is in the state of Kentucky, inasmuch as but 7.9 per cent of all the farms in Ohio report an acreage of tobacco. These 20,294 farms include, of course, those farms on which a very small acreage is planted, many of the acres being grown for personal consumption.

Although the 75,789 acres of tobacco in Ohio seem small in comparison with the total crop spicuously as do also the counties bordering on the Ohio River in the Burley region. Three counties of the eastern or export region are also conspicuous in that section.

Compilations of the yield per acre for counties having 200 or more acres are graphically shown in Plate IV. It is here noted that the three eastern counties comprising the bulk of the export region have the highest yields due to an appreciable extent to the character of tobacco produced. Majority of the counties range in yield from 800 to 900 pounds per acre. Highland and Butler counties are the two counties that have a yield of 900 to 1,000 pounds, with Montgomery and Lawrence counties range in yield between 700 to 800 pounds.

Montgomery county has the greatest acreage and, consequently, the largest yield of any of

the counties of the state. Darke County is second in point of acreage and in point of total production.

Confined Chiefly to 17 Counties

The Census of 1920, from which all the data has been secured, also reveals that the tobacco production within the state of Ohio is confined chiefly to 17 counties, each having over 200 acres. Of the 75,789 acres of tobacco in the state these 17 counties have a total of 74,484 acres or 98.2 per cent of the total acreage of the state. The remaining acreage is scattered among 28 counties, which are reported by the census as having an acreage varying from 1 to 182.

In Ohio a very efficient four year crop rotation consists of tobacco followed by wheat, which is in turn sown to timothy and clover. The fourth year the timothy and clover is turned under and followed by corn. Supposing an Ohio farmer during the census year of 1919 followed this rotation on his plowed land and assuming that his returns were the average of the state, he would find that the money returns on the one-fourth of his farm producing tobacco would be $43.30 per acre greater than the combined value of the other three crops.

Productive Power Strongly Exemplified

The wealth producing power of tobacco is here exemplified in a striking manner which cannot help but leave an impression on any farmer.

To produce on one acre a value of $43.30 in excess of the value of three acres, one each of wheat, timothy and clover, and corn, is an agricultural feat which few farmers can accomplish except through the instrumentally of a highly specialized crop, such as tobacco. In fact, the value of an acre of tobacco in Ohio as reported by the United States Census of 1920, is equal to the combined value of two acres of wheat, one of timothy and clover and one of corn.



Specimen stalks of the excellent binder tobacco grown in Ohio

First Year of the Northern Wisconsin Co-operative Tobacco Pool

Much Enthusiasm Displayed Over Possibilities of Selling Tobacco by the New Mutual Marketing System—Considerable Criticism Called Forth by Certain Practices — Over-Centralization One Cause of Complaint — Remedies Suggested

By ROBERT B. McINTOSH

POOLING of interests in the marketing of tobacco may still be in the experimental stages, but the close of the first year's operation of the Northern Wisconsin Co-operative Tobacco Pool has found the growers and the buyers enthusiastic over the possibilities of marketing tobacco by this new system. The grower favors it because it makes possible orderly marketing instead of dumping, and the buyer, because he knows where he can secure the type of tobacco which he desires. However, the members are frank to admit that, although many difficulties have been successfully solved, there still remain grave problems that call for serious consideration. A survey among the members indicates that the center of criticism lies in the fact that they feel that the pool is too highly centralized.

Over-Centralization

How far a co-operative marketing agency can be centralized so as to secure a properly balanced machine is a problem which is not peculiar to the Wisconsin pool. Authorities generally agree that one of the leading causes for the failure of pools has been over-centralization. Nobody questions the fact that the failure of the U. S. Grain Growers, Inc., was due mainly to the reason that the directors were not the chosen representatives of a participating constituency. The members were not well informed and had no active voice in outlining policies.

Changes Opinions

Ed Cunningham, the great authority who was called in to save the organization, and who at one time inclined strongly towards centralized marketing agencies, has reversed himself as shown in his recent speeches in which he has pointed out that a permanent success cannot be made of co-operative marketing without a local organization through which the farmer can participate.

A Favorite Object Lesson

The California Fruit Growers' Exchange is invariably cited by co-operative marketing enthusiasts to show the success of this method of disposing of farm products. However, one of the paramount reasons for its success has been the perfecting of a form of representative government which keeps every member in close active touch with the exchanges. To show that such is the case, reference need be made to no less an authority than the organization's general manager, Mr. Powell, who has been very outspoken in pointing out the dangers of centralization.

Evils of Centralization

That the Wisconsin pool is rapidly reaching the point where its members are merely cogs in the machine, rather than an active force in defining the policies of the corporation, is generally known. As to the selling end, nobody would seriously contend that the membership should participate directly as the nature of selling is such that satisfactory results can only be secured by vesting a central head with broad selling powers. However, the operating end calls for different considerations and it is there that the evils of centralization have been felt.

Some Causes for Complaint

For the purpose of handling the tobacco, the territory covered by the pool has been divided into leaf departments. These leaf departments form the foundation of the operating function of the corporation and it is against them that the major share of the complaint has been registered. An analysis of the departments shows that each department is in charge of a manager who is appointed from the central office. The managers appoint all leaf department employees.

The Voiceless Membership

Thus, it may be seen that the members have no voice in the organization of the local departments which is the very condition that authorities such as Cunningham and Powell point out should be avoided if a successful co-operative agency is going to exist. The local organization is where the members make their deliveries, where the packing and sampling is done and, in general, is the place where the individual member comes in contact with the pool.

Operating Units

As the departments are purely operating units of the pool, and as it is the operating function which has been the center of the criticism, it has been pointed out that a great step would be made away from the danger of centralization if the leaf department managers were elected at annual meetings where the affairs of the local organizations could be passed upon by the members.

Remedies Suggested

Additional remedies pointing away from an over-centralized organization have been made by men who have made a close study of the pool. That the minutes of the meetings of the Board of Directors be printed in the pool bulletin; that the annual convention cease to be an advisory body and be clothed with actual powers; that the arbitrary one man system of grading be discontinued; that the executive committee's powers be limited to consideration of routine affairs, are all suggestions which it is hoped the officials will adopt, so that a representative pool may emerge, one that will allay rumors and suspicions, the inevitable result of which is disrupting to the morale of the organization.

Conditions Under Which Wisconsin Gets the Best Growing Results

Bulletin Entitled "Tobacco in Wisconsin," Written by James Johnson and C. M. Slagg, Tells How Many Problems Have Been Solved—Sandy Loam Soils of State Have Been Productive of Finest Tobacco — Results of Recent Experiments

GROWING of tobacco in Wisconsin and the conditions attendant upon the cultivation of the "weed" make an interesting story, and it is exceptionally well told in a bulletin entitled, "Tobacco in Wisconsin," written by James Johnson and C. M. Slagg, and put out as one of the publications of the Agricultural Experiment Station of the University of Wisconsin.

In its introductory the report says:

"The tobacco crop is one of the six crops standing highest in farm value in Wisconsin, and is exceeded only by potatoes as a special or cash crop. A twenty-year average for this state in round numbers shows an acreage of 43,000, a production of 52,000,000 pounds with a value of over $6,000,000. High prices occasioned by war conditions brought the value of the 1918 crop up close to $20,000,000 and stimulated production but prices and acreage are again approaching normal.

Normal Yield Varies Considerably

"The acre yield may normally vary between 1,000 and 2,000 pounds of cured leaf. The average yield for the state in any one year, however, is said to vary from 900 pounds in poor years like 1915 to 1,400 pounds in good years, for instance 1900 or 1916. The average over a period of years is about 1,250 pounds.

"The price per pound has varied widely the last few years owing to abnormal conditions. Prices of from 7 to 42 cents were, in fact, reported for the 1920 crop. Normally, a range of from 10 to 20 cents a pound may be expected as representing the variation in market value of the leaf on the farm. The average price paid for the Wisconsin crop over a twenty-year period is between 11 and 12 cents.

"The returns per acre will ordinarily range between $125 and $250. The actual profit naturally will vary greatly owing to annual and individual differences in cost of production. A good crop should bring on the average, however, a net profit of about $100 per acre in return for the risk involved and the managerial responsibility carried.

"In addition to horses, wagons, plow, disc, harrow and cultivators, the tobacco grower needs considerable special equipment of which the curing shed is the most expensive. Tobacco lath, transplanting machine, seed-bed frames and sheeting or canvas covers, tobacco axes, spears, hauling rack, packing box, packing paper and twine, and other minor equipment is necessary. The best growers are continually selecting and improving the equipment, and keeping it in proper repair, thereby helping to reduce the cost of production."

Concerning the type of tobacco grown the report says:

"Fully ten or twelve different types (distinct varieties) of tobacco are grown in the United States in as many, or more, districts or sections. These tobaccos are used by the trade for different purposes. There is a distinct localization or specialization, therefore, in regard to the type grown in each district; and the prices of cured leaf depend largely upon the relative supply and demand and upon the quality of the type produced in each section. For this reason, efforts to market new types in a section, or to market tobacco outside the regular growing sections usually result in failure.

Cigar-Binder Growing Region

"The Wisconsin tobacco district is recognized as a cigar-binder growing region because the varieties grown and the quality produced are satisfactory for that purpose. Cigar-binder tobacco must be relatively sound and of good and uniform quality, but a large part of the leaf produced in Wisconsin is not suitable for that purpose, so that there is still a large opportunity for general improvement of the grade of tobacco produced in this state.

"The finest quality of tobacco is usually grown on the sandy loam soils of Wisconsin when adequately fertilized. Such soils are quite typical of Vernon and Crawford Counties. In the "southern" district, tobacco is grown on light clay loam and on black prairie loams. These soils are usually higher in natural fertility and produce a larger yield per acre, but frequently a higher percentage of darker and heavier leaf. New soils of this type, however, or soils properly managed so as to keep up the vegetable matter, produce tobacco of very desirable quality.

"The growing of tobacco should not be attempted upon heavy clays or on muck or peat soils because they will not ordinarily produce a good quality of leaf."

Passing on to a discussion of "quality" the bulletin says:

"Quality in tobacco is frequently an indefinite and sometimes an obscure term. Its meaning varies with different manufacturers and with different types of tobacco, and sometimes changes as the 'fashion' of the types desired change. Generally speaking, a cigar binder leaf should have the desirable qualities of a cigar wrapper leaf but does not need them in so marked a degree.

Conditions Necessary to Quality

"First, of course, the leaf must be sound and have sufficient size to permit the cutting of at least one binder from each side of the leaf. It is very important that the leaf have good 'burn,' but this is usually taken for granted with Wisconsin tobacco if the general appearance is desirable. The color of the leaf (including uniformity of color), the texture (grain and relative coarseness of the leaf structure) and the body or thickness of the leaf, are of primary importance. The size of the veins, elasticity, flavor, aroma, and style are also to be considered.

"The buyers of binder leaf ordinarily prefer a medium-sized leaf (22-24 inches long) of a light brown uniform color, close grained, of medium body, and good elasticity.

"A number of so-called varieties of tobacco are grown commercially in Wisconsin. Many of these, although under different names, are practically identical and make up what properly may be called the Havana Seed or Spanish type. In some cases fairly marked differences in yield and appearance of the plants are observable, and in other cases the variety name has been so well established as to warrant its continued use. Of the Havana seed types, the Connecticut Havana, Comstock Spanish and Connecticut Havana No. 38 varieties are regarded as standard for this type.

"Another group of varieties which is usually classed as 'Big-Seed' are grown, but the classification of these is not in all cases distinct, and varieties which cannot be classed in either of these types can be found. 'Big-Seed' types usually have a larger leaf, and take on a more distinct drooping habit of growth than the Havana Seed types. On the whole they are not considered so desirable for binder purposes as Havana Seed although they usually give a larger yield per acre. This has been found in many cases to be due as much to greater resistance to root-rot as to an inherent power to give greater yield. Consequently, on new ground free from root-rot there is really no good reason for growing these types.

"The Wisconsin Experiment Station in recent years has attempted to obtain a strain of tobacco,



A field of tobacco, on the Harper farm in Wisconsin, one day before the frost in September

with a habit of growth and quality similar to Havana Seed but with marked resistance to root rot. It has not as yet entirely succeeded but a strain distributed by the Experiment Station as 'Resistant Cigar Binder Seed' has been widely grown and on the whole very favorably received. Further improvement along this line is anticipated.

"Several tobacco growers and dealers in Wisconsin grow and sell tobacco seed. Such seed is reliable in most instances as to variety name and germinating capacity. Growers who sell seed only occasionally may not always furnish a product so reliable as to variety name or germination. A large amount of seed is exchanged and sold, of course, between individuals personally acquainted, or through recommendations from buyers. Tobacco seed is a very small expense in connection with growing the crop, since it usually sells for 50 cents an ounce, an amount sufficient for from two to four acres.

"Many growers select their own seed, a good practice when a desirable type has been obtained. Where more than one strain of tobacco is grown in close proximity, however, mixing is likely to result due to crossing through the flowers. This can be prevented by "bagging" the seed heads. This is done by inverting a twelve-pound size manila paper bag over the flower head as soon as it is strong enough to support the bag. First remove all open flowers or pods which may have formed. The seed plants saved should be of uniform type; and if plants are saved which are thought to be of different strains, the seed should be saved separately. If a "pure strain" of seed is being used, variation should not occur and the likelihood of any improvement being made by selection is very small. Careful attention to selection will help to keep the seed up to the original standard by eliminating any undesirable types which may creep in.



A casing room of Greens Tobacco Co., at Janesville, Wis.



A sorting room of Greens Tobacco Co., at Janesville, Wis.

Time for Saving the Seed

"In Wisconsin the seed is usually sown between April 15 and May 1, although on steamed beds seeds may be sown as late as May 7 with fair certainty of having plants for transplanting by June 20 to 30.

"The essentials for the proper curing of tobacco are favorable weather conditions, a properly built shed, and a thorough knowledge of the practical principles of managing and curing. A large portion of the poorly cured tobacco produced in Wisconsin can be attributed to the fact that many of the sheds are improperly constructed and others are badly in need of repair. Sheds with leaking roofs and broken ventilators cannot be relied upon to cure tobacco evenly. A model curing barn allows a perfect circulation of air when desired and permits a rapid drying out, but can be closed tightly so as effectively to keep out or retain a moist atmosphere when desired. On the whole, relatively high temperatures and moderately humid weather are most favorable for curing. The rate of curing is much reduced by low temperatures. Very moist weather extending over a considerable period of time is liable to result in damage and the grower must then rely upon his judgment in handling the curing process to prevent damage.

Principle of Ventilation

"To obtain a proper circulation of air it is necessary to have ventilators at the top and bottom of the shed so that the air may pass, as it were, through a large flue. The shed should be built so as to allow a horizontal ventilator to be attached below the sill, extending the full length on both sides of the shed. The roof or ridge ventilator may run along the entire length of the shed or a series of small galvanized iron chimneys containing dampers which can be regulated from the ground by means of ropes may be used. With the ventilators at the top and bottom open, dry air may enter at the bottom of the shed and once inside will absorb moisture. Moist air is lighter than dry air and therefore will tend to rise. As it rises through the tiers of tobacco it gets warmer and lighter, absorbing more and more moisture, and finally forces itself out through the top ventilators. This system works perfectly when the air outside the shed is dry, but should it become laden with moisture, however, the drying effect naturally stops, and the shed may be closed up tightly to prevent



A packing room of Greens Tobacco Co., at Janesville, Wis.

more moisture getting in. If the weather is moist for a long time at a critical period of curing, it may be necessary to use artificial heat to start circulation and dry to prevent damage.

"In order to produce a rapid change in the temperature and humidity of the shed when desired, it is also necessary to have ventilators, preferably horizontal, just below each tier of tobacco, on both sides of the shed. These are used especially at the beginning of the curing process, and later to bring the leaf into 'case' for stripping."

Origin and Development of Connecticut-Havana No. 38 in Wisconsin

Improvement Brought About By Scientific Breeding and Selection — Much Time and Careful Attention Given to Subject at the Wisconsin Experiment Station — Improved Strain of Wisconsin Cigar Binder Tobacco Was Undertaken in 1908

By PROF. JAMES JOHNSON

Associated with the Wisconsin Experiment Station, Madison, Wis.

THE INSTANCES of improved types of tobacco, which are accepted as such commercially, together with data covering a number of years to show where such improvement lies, are sufficiently rare to warrant recording. In 1908 a project for the production of an improved strain of Wisconsin cigar binder tobacco was undertaken, together with a study of certain principles of inheritance involved in crosses and in simple selection with tobacco. Some of the results secured on the latter problem are to be published elsewhere. It is desired here to record only certain aspects of the production of a commercial strain of tobacco.

During the summer of 1908, about 2 acres of Connecticut Havana tobacco were grown at the Experiment Station Farm at Madison, largely for seed purposes, with the idea of introducing this variety widely throughout the tobacco-growing regions of Wisconsin. Several hundred pounds of this seed were distributed annually for a period of three years and it met with considerable success. A great many growers, however, reported that although the quality was very satisfactory the yield of this type should be increased. The exact history of the strain of Connecticut Havana which was grown is not definitely known, although at the time of its introduction here it was not far removed from some of the best strains grown under this name in the Connecticut Valley. Repeated comparisons with the widely grown variety of Comstock Spanish of Wisconsin, the Connecticut Havana, and the Zimmer Spanish of Ohio, showed that they were all practically identical and could be all classed in one group as "Havana Seed."

Grown for Seed

The Connecticut Havana grown for seed in 1908 was presumably "pure-bred" seed. A great deal of attention was paid to roguing out seed plants and selecting and bagging plants for further study during this year. Seed from about thirty-five plants was self-fertilized and the majority of these sowed separately and transplanted into progeny rows in 1909. (i.e. the seed from each plant was sown separately in rows.) It became evident from this test that three fairly distinct types of tobacco were present in the



Typical Wisconsin scene at harvest time

progeny plant, but that the progeny from each parent plant was remarkably uniform. The majority of the rows were practically identical and typical Connecticut Havana tobacco, but two rows, viz., Selection No. 26 and Selection No. 27, stood out distinctly from the others. Type 26 differed from the normal type in that the leaves were fewer in number but considerably larger in size, and also were more pendant than those of 27.

Further, the stalk was shorter, thicker, and tended to lodge more than the normal type under unfavorable weather conditions. Type 26 also budded slightly earlier and matured earlier than the normal. Type 27, on the other hand, differed from the normal in that it possessed a greater number of leaves, which on the whole, were somewhat smaller in size than the normal. The leaves were very erect in position. The stalk was a little more slender, somewhat taller than normal, but very strong, and rarely lodged. This strain budded and matured as a general rule on an average of a week or ten days later than the normal.

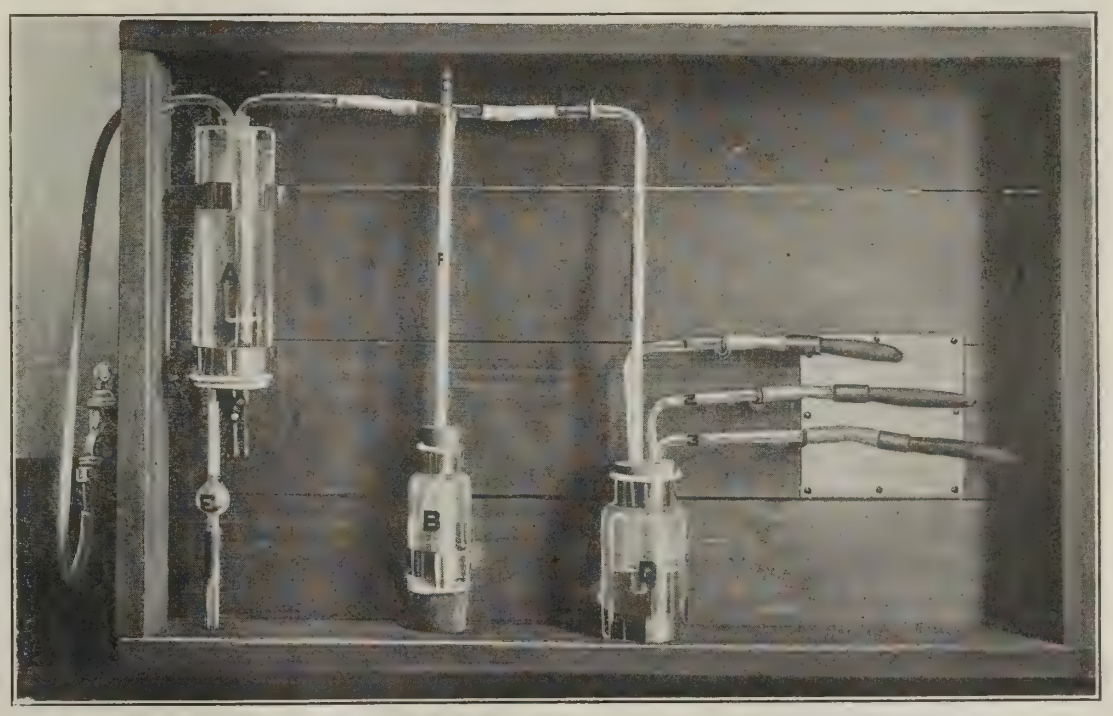
"Mutations" From the Normal

It is assumed that strains 26 and 27 are "mutations" from the normal. The reasons for this assumption lie primarily in the fact that both types differ from any other variety or strain which has previously or since been grown at the station, and hence their occurrence in the Connecticut Havana variety was presumably not due to an intermixture of seed. On the other hand, these strains have now been grown for ten years and during this time have shown no sign of segregation, but have remained remarkably uniform as to type.

Both strains 26 and 27 possessed some commercial advantages over the normal, as, for instance, the size of the leaf in 26 and the number of leaves in 27. On the other hand, both possessed points of lesser value than the normal, as for instance, the reduced number of leaves in 26 and the reduced size of leaves in 27. The quality of the leaf in both seemed to be in no way inferior to that of the normal, although the time of maturity of 27 might, under certain conditions, prove undesirable.

A Desirable Intermediate

It at once became evident that, if the desirable qualities of the two strains could be combined into one plant, a considerable improvement over the normal might be expected, accordingly this cross was made along with a large number of other crosses of varieties and strains made during 1909 for the same purpose. The first generation of the cross 26 x 27 was given in 1910. The cross showed to a very large extent a very desirable intermediate condition of the characters of the two parents, and in an unexpected manner, produced a plant whose conformation very closely approached the ideal in mind.



Smoking machine used by Prof. James Johnson at University of Wisconsin to determine the burning quality of tobacco. Wisconsin is noted for the good burning quality of its tobacco

This type was given the number 38 as a means of readily distinguishing it from the numerous other types grown. The second generation of the cross was grown in small numbers in 1911, but in 1912 and succeeding generations was grown in large numbers although data were unfortunately not taken upon large numbers in the second generation. Field observations upon a large number of individuals, however, have convinced the writer that there was no marked segregation into types such as occurred when certain varieties of tobacco were crossed and grown under similar conditions.

"Blended" Inheritance

When the segeregation was of such character that it could not be detected or did not occur at all may be regarded as an open question. The writer is inclined to believe, however, as a result of data and observations on this and other crosses in tobacco, that under certain conditions,

where the strains crossed are closely related, "blended" inheritance only may occur, segregation into parent types and intermediates being absent in the second filial generation.

Whether this assumption, which has been noted in several variety crosses of tobacco (together with segregation in others) be true or not, it is evident that differences in habit and form of growth and in quality which cannot be detected by careful observation can have no significance from a commercial standpoint, although segregation in characters concerned in quality may occur.

New Strain Recommended

No evidence of such segregation has been found, but it is exceedingly important that no segregation strain, no matter how small the variability may be, should be introduced into cultivation. In order to be further certain of this, therefore, the new strain was grown for four years at the station before being distributed to growers and then the distribution was limited to small amounts for experimental purposes. Following fairly extensive distribution in 1916, however, the writer was convinced that the quality was sufficiently uniform to warrant the general recommendation of this seed to Wisconsin growers.

Cured Product Successful

The strain has met with considerable favor among the growers from the standpoint of appearance and yield in the field and from the standpoint of the cured product on the part of the buyers. The strain owes its value, not to its being widely different from the best varieties grown in the state, but rather to its general similarity to these varieties combined with the fact that it is a distinct improvement over them in some respects. Such improvement apparently could not be obtained from the standard variety by simple selection alone, as has been shown by such trials carried on simultaneously.

Chief Advantages

The chief advantages claimed for Connecticut Havana No. 38 are due to the desirable habit of growth it presents in the field, the leaves being quite erect in position, rendering the necessary field operations more easily accomplished. The leaves are quite uniform in size from top to bottom of the plant and are somewhat broader in proportion to their length than those of the ordinary Havana seed. It possesses on the average one or two more leaves to the plant than does the ordinary Havana, while, at the same time, it has a greater average in size of leaf. The quality is not inferior to that of Connecticut Havana seed, at least under Wisconsin conditions.

Weil & Sons

Weil & Sons of 170 Water street, New York city, now consisting of Arthur C. Weil and Paul H. Hirschhorn, the latter of whom had long been associated with the leaf department of the General Cigar Company, is one of the oldest houses on Water street. This firm has made Northern Wisconsin binders their mainstay for many years.

Their representatives in Wisconsin are William Smith & Sons of Evansville, Wis., William Smith having been with the firm a quarter of a century. Within late years he has been breaking in his son Harley to the business and that young man is ably following in his father's footsteps.

A Sound Policy

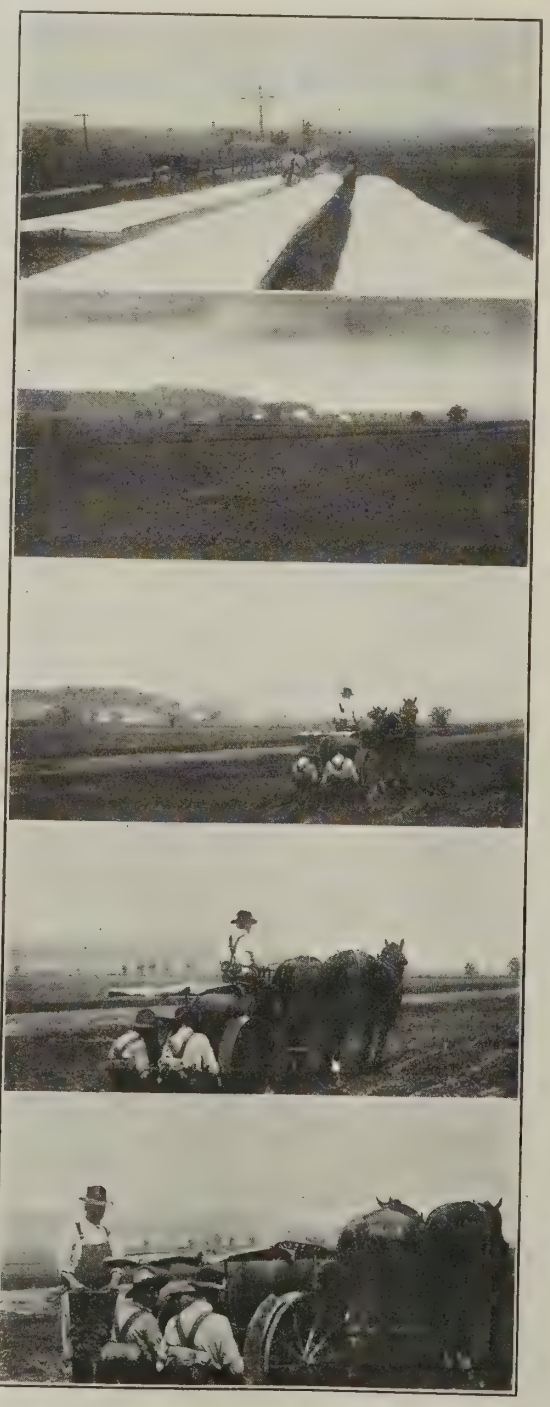
It has been a policy of Weil & Sons to build up their organization on a permanent basis. As an illustration of this their Pennsylvania representative may be pointed out, he having been associated with them over 40 years. He is D. W. Graybill.

They have always prided themselves on the fact that their customers for binders consist of only the highest grade and more successful manufacturers and in all their years in business they have never lost a customer except through a concern discontinuing or selling out. That is a business record of which they are justifiably proud.

Weil & Sons were established in the "early seventies." The original partners were Leopold Weil, Richard L. Weil and E. J. Weil. To build up a substantial trade the firm adopted a broad policy of honest dealing, business-like methods and dependability.

They aimed from the start to procure and handle only desirable cigar tobacco in order that the best interest of the manufacturers who were their customers might be served. In 1914 Leopold Weil died and Arthur C. entered the firm. Two years later Richard L. Weil died and Paul H. Hirschhorn, a cousin of President Fred Hirschhorn of the General Cigar Co., became a partner.

Arthur C. Weil and Paul H. Hirschhorn, the present partners, are both men who are well known to the leaf tobacco trade and are both regarded as prominent figures in the trade. They know the business from A to Z. They are progressive and are business "go-getters" who refuse to wait for business to come when others may be satisfied to rest on their oars and complain of dull times. They are also optimistic and have a never failing faculty of looking on the bright side of things. This quality has figured not a little in their success and has tended to attract many new friends to them as well as serving to hold all the old ones.



Various scenes on the tobacco farms of the Harper Leaf Tobacco Co., Towah, Wis.

The Jefferson Leaf Tobacco Co.

One of the leading packers of Northern Wisconsin tobacco is the Jefferson Leaf Tobacco Company of Sparta, Wis., whose New York office is at 151 Water street.

Organized in 1909 by W. L. Jefferson and his son, Harley W. Jefferson, the company has



Three warehouses of the Jefferson Leaf Tobacco Co., at Black River Falls, Wis.

rapidly progressed until today it occupies a prominent and honorable position in the trade.

Previous to the date of organization Mr. Jefferson was Wisconsin state manager for the American Cigar Company while his son, Harley, was manager at the Sparta plant of that company.

An idea of the extent of the business being done by the Jefferson company is indicated by the fact that it bought over 4,000,000 pounds of the 1922 crop and packed over 7,000 cases of the binder grades.

It packs exclusively high grade Wisconsin binders, bulk sweated inch sized Northern Bees. The sampling of the 1922 crop has just been completed and Mr. Jefferson characterizes it as the leafiest and best quality grown in years. Samples may now be seen at the New York office.

The concern is a progressive one, constantly rising to each new emergency by providing the necessary facilities to enable it to keep pace with the ever increasing business demands placed upon it. Today it has handling, packing and storage houses at Sparta and Black River, Wis., which are thoroughly modern and improved in every way.

These houses have a storage capacity for 17,500 cases. The Sparta house which is the largest will store 12,500 cases and the Black River one will store 500 cases.

Since the organization of the company Mr. Jefferson has taken three other sons into the firm.

The Jefferson Company is now connected with the Industrial Leaf Tobacco Company which also has its offices at 151 Water street, New York City. Harley W. Jefferson is also a vice-president of the latter company and is permanently located at the New York headquarters.

A Notable Figure in Tobacco Experimental Work

Professor James Johnson, whose interesting article on Wisconsin's 1923 tobacco crop appears in another part of this issue of TOBACCO, was born on a farm near Deerfield, Dane County, Wis., in 1886. He is a graduate of the Deerfield High School and University of Wisconsin, from which he graduated in 1909 with a B. A. degree. Immediately following graduation he was retained as assistant instructor in Horticulture at the University of Wisconsin and has since devoted most of his time to experimental work along the lines of plant diseases and insects which affect tobacco.

In 1922 he was made full professor and since 1917 has also been agent of the Federal Department of Agriculture. One of his most important achievements was the discovery of the organism which causes black rot in tobacco and the conditions under which that organism thrives.

He carried on extensive experiments in soil steaming of tobacco beds and was directly responsible for the introduction of the system into Wisconsin. His study of the root-rot disease has resulted in the development by him of several strains of root-rot resistant seed.

The development of Connecticut-Havana No. 38 by breeding and selection was personally conducted by Prof. Johnson. This strain has met with favor from both buyers and growers of Wisconsin tobacco.

In addition to several experiments of a technical nature that are being conducted he is continuing experimental work with wild fire, root rot, mosaic and tobacco curing under controlled conditions. His experimental work is proving



Prof. James Johnson

of great benfit to the tobacco growers of Wisconsin who are endeavoring to produce tobacco of quality.

The National Menace

Not long ago a kindly man visited the *Courant* office to set it right upon two matters. One of these related to tobacco. It ought not to be raised; it ought not to be used in any form by any civilized, not to say Christian man. He had heard, the visitor admitted, that women used it in some forms but that was too horrible to believe. Certainly no woman not altogether lost to decency would fall so low as to smoke cigarettes.

For cigarettes belong in the subcellar of the bottomless pit. They were, he said, filled with opium and were sure to ruin the health and morals of those who acquired the habit of smoking the accursed things. What will he say when he learns that these foes to morality are growing in favor? He will note that they are if he sees a recent report of the internal revenue bureau which is enabled to keep tabs on cigarettes to some extent by means of its monthly sales of stamps.

The demand for stamps indicates that cigarette consumption in the United States this year promises to make a record, both in the number used and in increase over the previous year. In the first eight months of this year the domestic consumption was 42,828,000,000 which, we are told, is 312 per cent, above the figure for 1913, which shows how sin increases in a miserable and naughty world.

(*Continued on page* 30)

Reminiscences of the Leaf Tobacco Industry in Early Cincinnati

Names of Pioneers Date Back to Year 1818—Some of Those Most Prominent in the Handling of and Dealing in Tobacco Were Henry and Frederick Besuden — Joseph Foos Was One of First to Grow White Burley in Ohio—Wooden Indian Life.

EARLY HISTORY of the tobacco industry in Cincinati is full of interesting reminiscences. But the name of the first pioneer in Cincinnati whose business was the handling of leaf tobacco or its products is not a matter of record. For this writing we have names and location of such men as far back as 1818. There were at that time Casper Hopple, at 7 Lower Market street; David Weaver, in an alley near Sixth street and Broadway; Burrows & Tunis, at Walnut and Second streets; Lambert Cole, Walnut, between front and Second streets; Christian Dunham, Symmes street; between Lawrence and Pike streets; Benjamin Farmer, 24 West Front street; David Musselman, 181 Main street; Samuel Zebold, 62 East Front street. With a population of 10,000 there were 70 workmen in these shops making an output worth $65,000 for the year.

Twelve years later, when the population was 28,000, there were 30 tobacconists. The name of Hopple—that of James Hopple & Co. —was still at 7 Lower Market street. The Hopples seem to have been the most enduring at that time in the tobacco industry. In 1841, when the population was 46,000, there was employment in such shops for 158 hands, who produced to the value of $325,000 a year.

A prominent name along with the Hopples those days was that of the Bodmanns. On the west side of Main street, north of Sixth, stands the Bodmann Building as a mark for that name, for there, in 1831, Ferdinand Bodmann has his "Spanish cigar manufactory," and the business was still there in 1840.

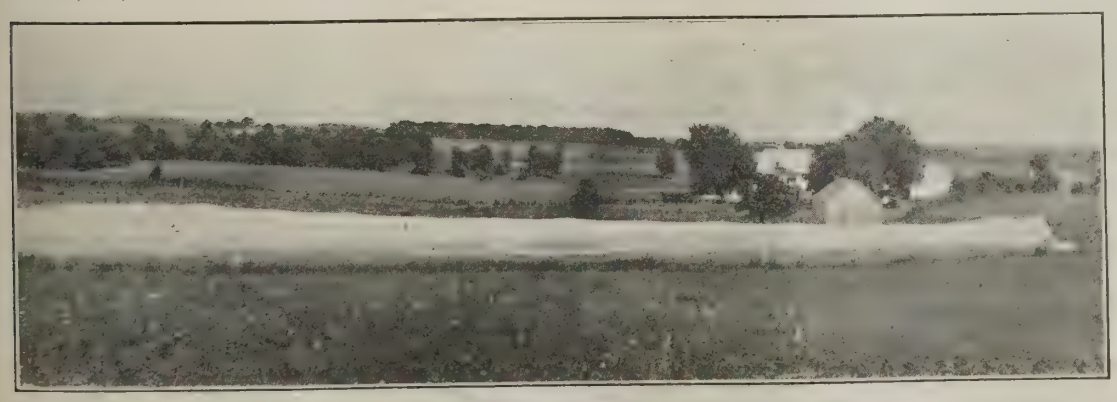
Native of Germany

Ferdinand Bodmann was born in Germany in 1801. He was graduated at Bamberg College in 1817, and was fitted for banking business and to the charge of French correspondence. But his father, Davis C. Bodmann, with three sons, came to America and located at Hagerstown, Md.; the mother had died. In 1827 Ferdinand married Kate Poplem, of Baltimore, and there, in 1827, was born their son Charles, who was soon to come with his parents to Cincinnati. Ferdinand, who died in 1874, had for many years the fine residence on Mt. Auburn. To this day there is still a tobacco warehouse named after this family.

Henry Besuden was born (1825) in Germany and at the age of 18 came, with his father's family, to this country and to Ohio, locating on a farm at Mt. Pleasent. In Germany, after education in the public schools, he had worked three years as apprentice and journeyman at the trade of cigar maker.

In Cincinnati, in 1847, he opened a shop for rolling and selling cigars, employing three men in the making of the goods.

In 1858, when he took in his brother Frederick as a partner, still at 93 Walnut street, he had a pay roll of 27 men. Frederick had been running a little business of his own on the south side of Lower Market street, between Sycamore and Broadway.



A Wisconsin field of shadegrown tobacco. A movement is under way to secure financial aid from the Legislature to carry on further experiments with shadegrown in the State.

Development of White Burley

About this time, in the neighboring county of Brown, Captain Fred Kanz had a considerable plantation. A discovery by Joseph Foos, working some of that land, led to the development, in 1860, of the famous "White Burley" tobacco. Foos had procured ordinary burley seed from George Barklay. Plants from this seed were very strange to the planters, some of them being almost as white as milk. The result was a crop of the finest tobacco and the foundation of splendid harvests.

Business Grew

In the midst of such discoveries and activities the Besuden business grew during many years. In 1857 came the business disaster of the Ohio Life and Trust Co.; this

was when Henry Besuden was in New York purchasing tobacco and had already bought $30,000 worth, but he went ahead and bought $10,000 worth more. Such was Mr. Besuden's financial position even then that he was able to pay the entire amount before the four and six months credit he then had was exhausted.

Owed to New York Jobbers

About $20,000 of this was due to Crawford & Palmer, the largest tobacco jobbers of New York. That firm gave to Mr. Besuden a beautiful pitcher and goblet set, of hammered silver, as an appreciation of his having saved them from financial embarrassment or even ruin by that prepayment. After 1864 the Besudens dealt only in hogshead tobacco, and were among the heaviest dealers in the country. They sold to nearly all the large American manufacturers and had the largest export trade of Cincinnati. Their sales to France, Spain and Italy were large. One of their sales to the Italian Government was of 1,892 hogsheads, for $250,000. This firm's credit was practically unlimited. On one occasion Henry Besuden decided to accept a volunteered loan of $200,000.

Son Had Charge of 700 Acre Plantation

Henry Besuden's first marriage (1848) was to Margaret Vurdemann. John H. Besuden, born of this union, was long in charge of his father's great plantation of 700 acres, four miles from Winchester, Ky., and formerly known as the General Groom Farm. His second marriage (1882) was to Mathilde Reif, of Columbia Township. Children born of this union were Frederick, David, George, Mathilde, Henrietta, Chauncey and Waldemar.

Mr. Besuden's residence until the early fifties, while he had his little shop and then his growing business at 93 Walnut street, was on Bremen street, between Thirteenth and Fourteenth streets. Later, for a few years, commencing in 1856, it was out on Duck Creek. In 1854 he bought 12 acres in Columbia Township, where he erected a cottage for a country residence. This cottage was succeeded by his elegant brick mansion, which he occupied in 1878. His residences on Everett and Clinton streets were spacious and elegant.

Learned Cigarmaking

All of Cincinnati's first Besudens had learned the trade of cigarmaker and worked at it, boy and man. Henry and his brother Frederick developed great businesses. Herman Besuden, in 1853 was still at that trade at 544 Elm street. Three years later Henry was a tobacconist at 93 Walnut street and Frederick was a cigar maker, south side Lower Market street between Sycamore and Broadway. Herman Besuden had shifted from his trade to keeping of a coffee saloon at 59 Lower Market street. This son developed to catering at the famous "Indian Queen." He had taken that name for his place from that of a former Indian Queen coffee house at 95 Court street.

Experiences of Long Ago

Many years ago my old friend George S. Bennett, then a veteran in journalism and theatrical management, and at one time a Deputy United States Marshall and living at the Burnet House, in 1853, and finally a Deputy Police Court Clerk, says "Conteur" in the *Cincinnati Enquirer*, often spoke of the times of the "Indian Queen," of the days when he was "local editor" of the *Enquirer*, at 88 Main street; of daily and nightly resort there of men of the newspaper life. Although the near-by St. Charles Bank Exchange and Frank Piepenbring's and other Broadway places were convenient, there was enticement of cheapness and comfort at the "Indian Queen" that appealed to them and to hundreds of steamboat men and people of the stage.

The Rare Wooden Indian

Occasionally, even in 1923, one finds an effigy in wood, life size and appropriately painted of an Indian of one sex or the other, holding a sheaf of tobacco leaves or a bundle of cigars, inviting to business within.

The National Menace

(*Continued from page 29*)

The consumption of cigarettes last year was 53,582,000,000, making this year's prospective increase about 10,400,000,000 or, to delight the statisticians, 19.4 per cent. The consumption of 53,119,000,000 in 1919 brought the largest previous increase, 13.8 per cent. The figures given are, as has been said, calculated from the monthly sales of stamps and production in this country is approximated by adding exports to consumption. Imports are small and are disregarded.

On this basis production will reach 76,000,000,000 as exports during the first seven months slightly exceeded a billion per month. The rise in total production over 1922 will be 12,900,000,000 or 20.4 per cent., signifying that the popularity of the cigarette is not waning. They may be sinful morally and dangerous physically but they are surely sought after. A war which ended many things marked the dawn of a new era for the cigarette.—*Hartford (Conn.) Courant.*

When Relief Comes

Nothing is more terrifying than a guilty secret; and we suppose a man who has done a great wrong never feels thoroughly safe until the Department of Justice has started a searching investigation.—*Ohio State Journal.*

It's a pleasure to smoke them!

CHANCELLOR
Cigars

MILD
FRAGRANT

After all nothing satisfies like a good cigar

Cincinnati Cigar Factories Have Good Outlook

Production Proceeding at Normal Seasonal Rate—Good Gain Made in Output During First Nine Months of Year—Retail Trade Shows Fair Average—Pipes Get Share.

CINCINNATI, Ohio, Oct. 20.—Cigar production in this city is going along at a normal rate for this time of the year, and it looks as though there is to be a prosperous season just ahead for the Cincinnati factories. The figures for the month of September, as made public by the federal government, show that there has been a good gain in production during the first nine months of this year as compared with the same period of 1922.

But despite this fact the first two months of the current fiscal year show a decrease as compared with the first two months of the fiscal year in 1922. The decrease, however, is not serious and the rate of production now being maintained by the factories in this city is practically sure to wipe out this decrease by the end of October.

Good Prospects

If all indications are true the records for October will surpass those of last year, even though October, November and December of 1922, were good production months. Factories operated on a heavy schedule through the latter part of last year and it will be a task for the Cincinnati factories to show a gain this year.

But several of the local plants are already complaining that their main source of worry is getting sufficient help to man their factories properly in order to turn out the orders that they have booked ahead for the holiday season.

Encouraging Features

One of the most encouraging features about the situation is the number of Christmas orders of liberal size which are now being placed with Cincinnati factories. Retailers are remembering the rush that they had during the holidays last year and how many of them suffered for the lack of goods at a time when demand was at its height, thereby losing valuable trade and profit. They hope to avoid this situation in 1923, by having sufficient stock on hand to meet the needs of their customers.

Cincinnati factories are gratified that the retailers and jobbers are doing the right thing and are not waiting until a few weeks before Christmas before actually placing their business.

Cincinnati retailers are pleased with the trend that sales have taken in the past few weeks. There has been a gradually, but nevertheless steady improvement in conditions, especially in the downtown business section.

Many Visitors in Queen City

The number of conventions held in Cincinnati within the course of the past month has aided materially in giving life to the retail trade. Excellent weather has brought out more than the usual quota of visitors to witness the racing at the Latonia track across the river in Kentucky.

All this has resulted in good business for the retailer, especially those who have the hotel stands. Some retailers, however, say that conditions could be much better than they are at present and that trade for this time of the year is actually below normal. These retailers grant the fact that their stores have shown an increase in the past few weeks, but, despite these increases, the volume of sales which they are making daily should amount to a higher total than it does at present.

Good Holiday Trade Anticipated

There is every cause for the belief that the holiday business this year will measure up to that of last year and possibly surpass it. It probably seems as though this is a highly debatable subject, which it is, but this statement is made as the result of listening to the expressed opinions of men in all branches of the trade in Cincinnati.

Jobbers Get Good Share of Business

Local jobbing houses have not been suffering for the lack of good business. As a matter of fact there were a few weeks recently when the wholesale branch of the trade was better than any other one branch. There has been no reduction in the volume of business done, as compared with today, but the retail and the manufacturing both have picked up and are giving the wholesalers a run for their money.

The business being done by the jobbers with the small towns and cities in the Cincinnati territory is excellent. Jobbing houses say that they are well satisfied with the volume of business that they are doing not only on cigars, but on cigarettes and pipes as well.

Pipe Holding Its Own

The pipe business has held its own through the early fall season. All during this year there has been a strong and insistent demand for high grade pipes. Pipe smokers, instead of purchasing the cheap pipes as they did in former days, have turned to the higher-priced, higher-quality pipe for smoking comfort. The number of pipes ranging from two dollars to five dollars that are sold in Cincinnati has taken a big jump upward this year, and indications point to a continued demand for pipes ranging between these figures.

Pipe repair work has been going along steadily, too, with those houses that specialize in this line of work having all that they can take care of comfortably. Charles Keyer, probably the best known pipe man in the city, is at work on plans for an addition to his present store which will provide added space for a pipe repair department of adequate proportions and at the same time more room for warehouse facilities.

Jobbing Business Ahead

The pipe jobbing business in this city is way ahead of last year and it is believed on good authority that there is an ever increasing number of smokers who are smoking pipes. This may be due to the fact that retailers are doing more than they have in the past to push their pipe sales. Many retailers have made little or no effort to attract their customers to pipes with the result that their pipe business was always held at a minimum figure. But more progressive retailers have used their window space for fine pipe displays and have shown displays of pipes in glass cases within the store. These retailers have had the satisfaction of seeing their business grow tremendously on pipes.

Wm. G. Miller Passes Out

William G. Miller, 58 years old, senior partner of the firm of Henry Miller's Sons, 309 Race street, one of the oldest leaf-tobacco dealers in the middle west, died at his home Wednesday, following a lingering illness. Mr. Miller was widely known in tobacco circles. Besides his widow he is survived by four daughters and one son, William G. Miller.—QUSEE.

Henry Laupheimer

BALTIMORE, Md., Oct. 24.—Henry Laupheimer, president of Kraus & Co., Inc., Baltimore, Md., died suddenly yesterday morning from an acute heart attack just as he was preparing to leave his home for business.

Mr. Laupheimer was 64 years of age and had been associated with Kraus & Co., Inc., for many years, having established the firm in conjunction with the late Henry Kraus and Samuel Dealham, Jr.

Mr. Laupheimer is survived by his widow, Mrs. Julia Laupheimer, two daughters, Mrs. M. B. Strouse and Mrs. L. J. Nathan, and one son, Millard H. Laupheimer.

Funeral services Thursday morning, October 25, from his late home the Emersonian Apartments of this city.

Mr. Laupheimer was a Mason, a member of the Suburban and Phoenix Clubs of Baltimore and was widely known in philanthropic and civic affairs.

William K. Ackley

EAST HARTFORD, Conn., Oct. 24.—William Kilbourne Ackley, 55 years of age, was found dead in his bed at his home, No. 1910 Main street, Sunday morning. When he failed to appear for breakfast his daughter called him several times until at last, receiving no response, she entered his room and found him dead. Last evening a number of Mr. Ackley's friends were at his home and Mr. Ackley



William K. Ackley

entertained them until about 10 o'clock, when he retired. These friends declare that to all appearances Mr. Ackley was in his usual good health.

Mr. Ackley was a prominent business man, having been in the grain business for more than twenty years. He also sold farm implements. He was a notable tobacco grower and packer, and was for a number of years secretary of the New England Tobacco Growers' Association.

He was prominent in fraternal circles, and was a 32nd degree Mason. He was a member of Orient Lodge No. 62, A.F.& A.M.; Pythagorian Chapter No. 17, R.A.M.; Wolcott Council No. 1, R.S.M.; Washington Commandery No. 1, Knights Templar; Spinx Temple A.A. O.N.M.S., Syria Grotto; Bigelow Chapter No. 33, O.E.S.; and the Putnam Phalanx of Hartford.

Mr. Ackley was born in East Hartford, and lived here practically all of his life and his interests here were varied. He leaves his wife, Helen Roberts Ackley, three daughters, Marion K., Mary E. and Frances; one son, Frederick R. Ackley; and one sister, Mrs. Lewis B. Green of New York City.

Mr. Ackley was a member of the First Congregational Church and for many years was its treasurer.

The funeral services were held this afternoon at 2 o'clock at his late home. Rev. Dr. P. Miles Snyder, pastor of the First Congregational Church, officiated at the services. Burial in the family lot in the Center Cemetery.

* * *

A Valued Correspondent

William K. Ackley was the highly esteemed Hartford correspondent of TOBACCO for many years. He was valued not so much for his erudition, but mainly for the correct knowledge he possessed regarding his subjects, and the fairness he displayed when writing about them. He was an enthusiastic advocate of Connecticut as a tobacco producing state and was ever ready to disiminate information about the local crops, market conditions and statistics. He rendered this journal faithful and efficient service.

Personally, William K. Ackley was a man of exceptionally fine character, who endeared himself to everyone with whom he came in contact. His bigness of heart, broad mind and liberal views toward the rights of others were some of his outstanding characteristics, and his untimely passing removes one of the best known and most highly respected of the New England tobacco growers and packers. His sudden demise in the prime of life will be sincerely mourned by a host of friends in the tobacco industries, and this is especially true of those in the office of TOBACCO, all of whom extend heartfelt sympathy to the bereaved family.

Konrad Badenhop

C. G. Wilson, Inc., of New York, has received by cable advice of the sudden death in Manila of Konrad Badenhop.

Mr. Badenhop was a resident of the Philippines, and had been since the American occupation, since when he was prominently associated with the tobacco industry. He was well liked by all who knew his agreeable disposition.

For nearly twenty years Mr. Badenhop was identified with El Oriente Cigar Factory, having risen to the position of assistant manager.

Only a few months ago Mr. Badenhop decided to open up a factory of his own. His untimely death prevented the fulfillment of his ambitious plans, in which undoubtedly he would have succeeded.

Detroit Sees Signs of Oncoming Holiday Season

"Shop Early" Cards Foretell Approaching of Yuletide—Interiors of Cigar Factories Disclose Substantial Evidences of Present and Prospective Prosperity.

DETROIT, Mich., Oct. 20.—One of the surest signs of the approaching holiday season is the "Shop Early" cards that are making their appearance daily in the windows of Detroit shops. This is, no doubt, always one of the first visible signs, but a peep behind the scenes with Detroit cigar manufacturers will disclose more concrete evidence, or facts, that the holiday season is almost upon us and a very prosperous one, it gives every evidence of being, from a manufacturer's point of view at least, judging from the number of orders already on file for holiday packing.

Looks Like Banner Year

Without a single exception, and this writer has interviewed nearly every one of note, Detroit cigar manufacturers have enough orders on file to assure uninterrupted capacity production until January 1. The year 1923 bids fair to be the banner one for Detroit cigar manufacturers, so far as volume of business is concerned. New production records are being established daily.

Faces Herculean Task

Sam T. Gilbert, president of the Webster Cigar Co., is literally snowed under with orders for "Webster" cigars. He is more than three million behind on orders at this time and holiday demands just beginning to roll in.

Showing Steady Increase

Jake Mazer of the Mazer Cigar Manufacturing Co. is oversold on his fast selling brands by five million. El Javana, Dime Bank, Humo, Miss Detroit, Detroit Hand Made and Macies are all showing a steady increase in all territories.

Demand Exceeds Production

R. G. Dun cigars are being shipped from the Schwartz factory at the rate of 150,000 a day, and still they are unable to catch up with the ever increasing demand.

Wm. Legge & Sons are hard pressed to fill orders for Sol Smith Russel and Mark Hopkins cigars.

A Banner Year

The Spietz Cigar Co. is at top production on Robert Emmet cigars. Tom Monroe, vice-president, tells this writer

(*Continued on page* 44)

After all nothing satisfies like a good cigar

Mr. Jobber:—

YOU KNOW PERFECTLY WELL THAT EVERY SMOKER IS LOOKING FOR A GOOD 5-CENT CIGAR. WHY DON'T YOU GIVE HIM A CHANCE TO GET IT BY SELLING TO YOUR RETAIL CUSTOMER?

GERMINAL CIGARS

"The Pick of the Crop"

Actual Size



5⅜ Inches

VENCEDORES
and
CHAMPIONS
5c Each

Actual Size



4⅞ Inches

PERFECTOS
5c Each

Actual Size



5½ Inches

CAPTAINS
6 for 25c

WE SOLICIT YOUR CONSIDERATION OF THE WONDERFUL VALUES WE ARE OFFERING. OUR PRICES LEAVE YOU LARGER PROFITS THAN ANY OTHER LINE OF CIGARS YOU MAY BE HANDLING.

FRANK E. CHILDS & BRO. Inc.

79 Front Street ∴ ∴ ∴ ∴ New York

Agents for the Germinal Cigar and Cigarette Factory Co., Ltd., Manila, P. I.

ERNEST J. MOSS, Manager Cigar Department

"Lucky Strike" Proves to be Appropriate Phrase

American Tobacco Co., Makers of Lucky Strike Cigarettes, Has Made Another "Lucky Strike"—Nathan Glantz Lucky Strike Orchestra Broadcasting Saturday Evenings.

"Lucky Strike" appears to be a most appropriate phrase. The American Tobacco Co. has made billions of Lucky Strike cigarettes, and now that company has made another "Lucky Strike" in arranging to broadcast a weekly dance program through WEAF, the broadcasting station of the American Telephone & Telegraph Co. in New York. Its Nathan Glantz Lucky Strike Orchestra probably has a greater following than any other radio dance feature as a result of the widespread good will which it has earned through WEAF.

An important reason for the large number of listeners to this radio feature is the fact that it appears on the program at regular intervals and that the audience can count on hearing it every Saturday evening from 10:00 to 11:00. This enables enthusiastic listeners to hold radio dance parties with the assurance that good dance music is available.

Increasing Popularity of Lucky Strike Cigarettes

The radio audience is expressing its appreciation to the American Tobacco Co. in no uncertain terms and a heavy volume of mail is being received after each program. The value of good will for Lucky Strike cigarettes, thus created, can hardly be measured and it is another compliment to the initiative of the tobacco company that it has utilized this new medium so effectively. The name Lucky Strike is impressed on the radio audience in a most favorable and welcome manner through a most acceptable program.



The celebrated Nathan Glantz "Lucky Strike" Orchestra broadcasting weekly dance program through the American Telephone & Telegraph Station, New York

The Lucky Strike Orchestra, which plays under the direction of Nathan Glantz is one of the finest combinations of popular dance musicians in the country and their work has been recorded in scores of phonograph records. Nathan Glantz is the originator of the laughing and weeping saxophone and frequently gives the radio audience saxophone solo numbers which are well appreciated.

Redounds to Credit of Company Utilizing Facilities

WEAF has been placed in operation by the American Telephone & Telegraph Co. as a result of scores of applications from prominent concerns which desired to erect broadcasting stations for their own use. Had even a small proportion of these requests been acceded to, a hopeless confusion would have resulted because of the interference created by many stations operating simultaneously. WEAF is available to such companies at a specific charge and meets the needs of the situation at a fraction of the expense and trouble for each company utilizing it as compared with the cost of operating their own station. A radio audience has been built up as a result of the excellent musical, educational and entertainment features offered by WEAF which redounds to the credit of every company which utilizes the facilities.

The general public little realizes the magnitude of the task of preparing programs. The problems of a radio broadcasting program director are indeed manifold. The public constantly demands artists of skill and distinction and a diversity of entertainment which is difficult to maintain. Procuring such talent is a task of greater magnitude than booking for a chain of vaudeville theaters. A vaudeville manager provides a new three hour program once a week making a total of about twelve hours of new program each month.

"On the Air" 123 Hours

Compare this with the work of the program director of WEAF. During a recent month this station was "on the air" for a period of 123 hours. All of this was new program. In radio broadcasting there can be no duplication of this 123 hours, 75 hours were rendered by artists and speakers who came to the studio at 195 Broadway to broadcast. The remaining 48 hours of programs were obtained from points outside the studio, connected with the broadcasting station by wire telephone lines. The 61 programs given in these 48 hours were rendered at ten different points, including the Capitol Theater, The Town Hall, Carnegie Hall, Bedford Branch Y. M. C. A. (Brooklyn), Hotel Astor, Hotel Biltmore and the Casino Theater.

Contributing Celebrities

The use of telephone lines in connection with radio broadcasting has made available to the radio audience, artists and speakers who cannot be secured for broadcasting at the studio. Such celebrities as Louise Homer of the Metropolitan Opera Co., Walter Chamlee, world famous tenor, and such prominent men as Governor Smith, Governor Miller, Governor Preuss, Hon. Edwin Denby, Hon. John J. Davis, Hon. James W. Gerard, Senator Royal S. Copeland, Chauncey M. Depew, John E. Edgerton, Howard Elliott, Harrington Everson, Charles M. Schwab, Martin W. Littleton, Robert Olyphant, Dr. Robert Halsey, Dr. S. Parkes Cadman, Augustus Thomas, Raymond Hitch-



The new WEAF studios, with their magnificent equipment, embody the latest and most complete developments in the art of radio broadcasting.

Brown's Quality Cigars

A Fine Line for Jobber and Retailer

El Brown-O 10c



HAVANA BLENDED

and

Brown's Invincibles

8c 2 for 15c

Quality Cigars Blended with the Best Imported Fillers, Sumatra Wrapped

also

Brown's Smokers 5c

A Line of Repeaters

Ask Us About Them

There's something about them you'll like.

Good proposition for a live cigar man.

BROWN-DAVIS CIGAR CO., Inc.
LYNCHBURG, VA.



Trade Mark Registered

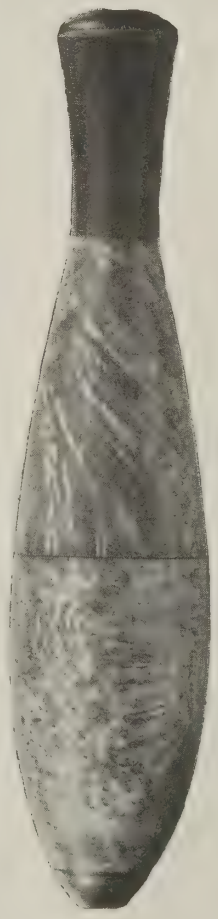
BARKING DOG NEVER BITES
"Smoking Mixture"
and
Cigarettes

NOW IN POPULAR DEMAND EVERYWHERE

THERE IS NO SUBSTITUTE

The Barkmahn Co. Inc.,
1169 Broadway **New York**

THE SPORT-BRIAR
The Newest in Pipes!



ACTUAL SIZE

The SPORT-BRIAR has created a sensation among pipe-smokers everywhere it has been introduced, because it overcomes all the common objections to the ordinary pipe.

Be the first distributor of the SPORT-BRIAR in your city. It sells on sight at a margin of profit that makes it worth while for you to feature as one of your leading articles.

RETAILS FOR THREE DOLLARS

Here Are the Reasons Why the SPORT-BRIAR Should Be on the Counter and Display Case of Every up-to-date Cigar Merchant

1. Smokes as well in rain or high winds as indoors.
2. Absolutely prevents the scatter of ashes or sparks.
3. While holding as much tobacco as the ordinary pipe, it occupies no more room than a cigar, lights at the tip like a cigar and smokes any kind of tobacco.
4. Can be safely pocketed fully lighted, and will not bulge the clothes.
5. Made of the purest, selected real French briar by the most skillful workmen in France. Mechanically, it is a joy to see.
6. Its patented nicotine absorber (removable for cleansing) gives SPORT-BRIAR smokers the purest and coolest smoke in the world.

Distributors Wanted

THE SPORT-BRIAR PIPE CO.
149 Broadway, New York

Canadian Distributors:
BRITISH-CANADIAN AGENCIES, LTD.
58 St. Francois Xavier St., Montreal, Can.

cock, Lord Robert Cecil, Governor Silzer have been heard by means of wire lines used in connection with the station. It is program features of this kind which have made WEAF one of the most popular on the air.

New Broadcasting Studios

Several months ago WEAF opened new broadcasting studios which embody the latest developments in the art of radio broadcasting. The most important feature of the new arrangement is the use of two studios each controlled from one sound proof announcer's booth. They eliminate much of the time loss between numbers of the program. Thus, while a band is assembling in the large studio, an artist performs in the small studio. Then, when the band is ready, the announcer switches from the small to the large studio without any annoying delay to the radio audience. And, while the



Enormous aerial tower on top of American Telephone & Telegraph building, from which "Lucky Strike" melodies are broadcasted.

band performs, artists in the small studio prepare for their next broadcast. This arrangement secures not only smoother running programs but gives artists an opportunity to rest between numbers.

The booth has large plate glass windows so that the announcer can see everything going on in both studios. Thus he knows when the artists are ready and how they are placed before the microphone. The announcing microphone, placed on a desk before him, is used for three purposes: first, when it is switched "on the air," it "picks up" the announcements and introductions to artists, second, it operates loud speakers in the studios which repeat the announcements for the information of the artists being introduced, and third, it provides direct communication from the announcer to artists in the studio which is *not* "on the air." By this means the announcer can check up the pronounciation of difficult titles and names and suggest the proper placement of artists in relation to the microphone.

In placing his singers and instruments, the announcer does not have to depend upon fortunate judgment and guess work to obtain the best reproduction because a loud speaker in his booth gives him a reproduction of the program as heard by the radio audience. His monitoring is certain and definite; he hears the same result as the radio fan with his loud speaker and, through the windows of his booth, sees at a glance the cause of any defect in placement. The new facilities eliminate all the uncertainties which exist when the studio director is present in the studio when attempting to place artists.

Switches on the announcer's instrument board permit instantaneous transfer from one microphone to another. Not only is there control for the two microphones in each studio. This has been furnished in crophone, but also for those at remote control installations. One man control makes it possible to eliminate all delays in switching from one point to another. Thus, when the announcer states, "The next voice you will hear is that of Dr. S. Parkes Cadman at the Bedford Branch of the Y. M. C. A. in Brooklyn," the microphone at that point can be switched on instantly.

There is a large and comfortable reception room with doors leading directly into each studio. This has been furnished in a most inviting and home-like manner.

With this excellent background of reputation and equipment Nathan Glantz's Lucky Strike Orchestra is making the fullest use of the opportunity which is offered.—Edgar H. Felix.

T. M. A. Seeks Carload Rating on Cigars

Following up the resolution adopted at its recent Convention, George C. Lucas, Traffic Manager of the T. M. A. recently docketed with the Consolidated Classification Committee a petition for the granting of a carload rating on cigars.

The Classification Committee on Wednesday of last week granted a hearing on the Association's petition at which Mr. Lucas in company with Mr. Figgatt, Traffic Manager of the American Cigar Co., Mr. Goudy, Traffic Manager of the General Cigar Co., and Mr. Walsh, Assistant Traffic Manager of P. Lorillard Co., appeared and urged the granting of the rating requested.

Under the present classification, shipments of cigars in any quantity, carload or less carload, carry a first class rate. This it was pointed out by the Association's representatives is a most unjust discrimination. Of all the commodities that move by freight there are but a very few on which a carload rating is not provided, cigars being one of those, but differing from the rest in that there is practically no possibility of there ever being a carload movement on the others.

Possibilities Demonstrated

In pointing out this discrimination, the possibility of carload movements of cigars was amply demonstrated by communications filed with the Committee by the Deisel-Wemmer Co. and Otto Eisenlohr & Bros., and the representations of the representatives of the American Cigar Co., the General Cigar Co. and the P. Lorillard Co.

Attention was also directed to the recent trend in the industry toward centralization and the impetus that this factor has given to the possibility of manufacturers shipping their cigars to large distributing centers.

And finally, the advantage from the carrier's standpoint in having cigars move in carload lots instead of in less than carload lots was pointed out because of the reduction in chances of pilferage in transit.

All in all a most formidable case was made out in favor of granting the carload rating requested and while it is, of course, contrary to the policy of the Committee to reach any decision at such hearings, the Association's representatives accorded a splendid reception and it is hoped that a favorable decision will be reached by the Committee on the T. M. A.'s petition within the next thirty days.

Kiwanians Get Agreeable Surprise

Johnstown, Pa., Oct. 18.—Probably the most interesting and appreciated part of today's program at the luncheon of the Kiwanis Club was the silent boost by John A. Kauffman, secretary-treasurer of William P. Strauss & Co.

Each pipe smoker in the club was presented with a Kaywoodie pipe, put up in a neat package and in a case. For those who did not smoke a pipe, a box of John Carver cigars was supplied. A short time ago a campaign was conducted in the club to determine the heaviest pipe smoker, and the expert knowledge of pipe smokers of the club was asked at that time, and a record of the names kept. Today each of the 25 members who smoke a pipe received a pipe with the compliments of the tobacco firm which Mr. Kaufman represents, and in order that the remainder of the club members present, some 50 of them, would not be slighted, they were presented with cigars. Newspaper reporters covering the meeting were also presented with cigars. A rising vote of thanks was given Mr. Strauss and Mr. Kaufman.

Progress Being Made by the Marine Cigar Co., Inc.

NEW ORLEANS, La., Oct. 20.—The Marine Cigar Co., Inc., is forging right ahead with no let up in speed, and today is numbered among the successful plants in operation here. Its promoters are watchful of every avenue of trade that leads to their establishment in Gallatin street and with well directed efforts are applying themselves energetically to the development of new lines of business. It covers the local and contiguous field thoroughly with modern and up-to-date vehicles and has in its employ a corps of active and well trained solicitors. The prestige of the Belkoma brand of cigars, a five, ten and two for twenty-five cent seller, once a prime favorite here, is being revived and it is again being brought into the limelight by the Marine Cigar Co., Inc. The brand is meeting with a big sale in the West and the Pacific Coast States. "Sam" Levy, the western representative at Denver, is sending in gratifying orders from San Francisco, Portland, Seattle and points in Wyoming, Utah, Colorado, New Mexico and Arizona. George F. Reid, of Memphis, Tenn., is the southern representative, covering the more important cities of the south.



A brace of delivery "buses", and trio of Belkoma hustlers

The Belkoma cigar is also being manufactured as triangulores.—a shape that is quite popular in the south and southwest—and is being made a special feature by the Marine Cigar Co., Inc. The managers and owners of the factory are themselves experienced cigar makers, know a good piece of goods when they see it, and allow nothing to leave their factory that does not bear the stamp of their approval. The factory has just celebrated its first anniversary, and making a good start on the second lap.

Another Carload Supply of Chesterfields

ALBANY, N. Y., Oct. 20.—Twenty-three salesmen can sell a lot of Chesterfields! So perhaps that's the reason the Dearstyne Brothers Tobacco Co. of Albany, N. Y., now find it necessary to buy this popular brand of the Liggett & Myers Tobacco Co. cigarettes in carload lots!

Anyway, the big shipment was unloaded this week, and immediately transferred to the immense Dearstyne warehouse at Broadway and Steuben street. Five floors in the new Dearstyne building are now completely stocked with cigars, cigarettes, tobaccos, pipes, confectionery, and novelties.

This, then, makes the Dearstyne firm the largest tobacconists, at wholesale, in the entire Capitol District. William W. Dearstyne, active head of the firm, is ably assisted by Edmund C. Dearstyne, Frank S. Dearstyne and James E. Dearstyne. Also as well, Cap'n P. C. Doyle, Fatima and Chesterfield boss in this sector, surely deserves a line for putting Chesterfields in position to be ordered in car lots!—THE SMOKER.

Pipes and Smokers' Articles Wanted

WASHINGTON, D. C., Oct. 24.—T. L. Hughes, of the Tobacco Section, Department of Commerce, has an inquiry from Australia in connection with purchases of pipes and smokers' articles. Anyone interested can obtain the name of the inquirer by applying to Mr. Hughes.

New Orleans News

NEW ORLEANS, La., Oct. 20.—The local papers in making announcement of the removal of A. Falk & Son, from their old quarters in Chartres street to their new daylight factory at Decatur and Bienville streets, have nothing but praise for Mr. Falk, senior, who founded the house here in 1892, and his son, F. N. Falk, who was admitted to the firm when he attained his majority. Among some of the features of the new factory, which is equipped with everything to increase the efficiency of its workmen and provide an abundance of light and wholesome air, are automatic electric elevators, exhaust fans, internal telephone system, cooking paraphernalia, rest rooms, etc. The enterprise represents an investment of $45,000. F. F. Lang is superintendent of the cigar production end of the factory and F. Gougis, the stripping division. The house warming proved an event in local cigar manufacturing circles and was well attended by jobbers and manufacturers.

A. F. Babin, of Falk & Babin, was doing the city with the crews of Valloft & Dreux, during the week, pending the illness of Charles Dreux, who is now convalescent. Falk & Babin are trying to straighten out things in their new establishment on North Peters street, into which they recently moved. Mr. Falk, who looks after matters on the manufacturing end of the line is up to his ears in work.

Representative Cohn, of Leo Hirch, leaf tobacco merchant of New York, passed through New Orleans en route home and was a caller at M. Trelles & Co.'s. He reported a very satisfactory trip.

G. Ponsetti, a pioneer in the retail cigar business of New Orleans, has been overtaken by business adversities; his place is now in the hands of creditors.

Representative Lowry, of the Yellow Cab Cigar Co., with headquarters in Memphis, was in the city during the week and was included among visitors at M. Trelles & Co.

Herman Leiser, president of the Pan-American Cigar Co., has just returned to New Orleans from an extended tour of the west, in which he combined business and pleasure. He found conditions in the industry quite satisfactory, and is feeling optimistic about the business for 1924. He appointed G. C. Johnston of Los Angeles, Cal., distributor for the Pacific Coast.

Marcus Schewed, of Reading, Pa., representing the Renaldo Cigar Mfg. Co., after a stay of two weeks here; has left for headquarters, promising to return in fifteen days, when he will make a more thorough canvass of the Louisiana and

(*Continued on page 66*)

National Folding Box Co.

Largest manufacturers in the world of

CIGAR PACKS and CIGARETTE BOXES

Mill-Factory and Main Office
NEW HAVEN, CONN.

-Salesrooms -

NEW YORK
25 W. 43rd St.

PHILADELPHIA
1215 Filbert St.

BOSTON
99 Chauncy St.

LA CONFESION CIGAR

Imported Sumatra Wrapper

A Favorite

for forty years. Because they are good cigars and

DRAW TRADE



Sizes and Prices

Invincible	3 for 50c
Waldorf	15c Straight
Club House	15c Straight
Perfecto Extra	2 for 25c
Epicure	2 for 25c
Regalia	10c Straight
Panetella	10c Straight
Blunts (wood)	10c Straight
Blunts (cans)	10c Straight

Benito Rovira Co., Inc.

311-321 E. 62nd St.
New York

JEFFERSON LEAF

SPARTA,

Packers o

Northern W

Bulk Sweated, Inc



Plant at Black River Falls; storage capacity 5,000 cases

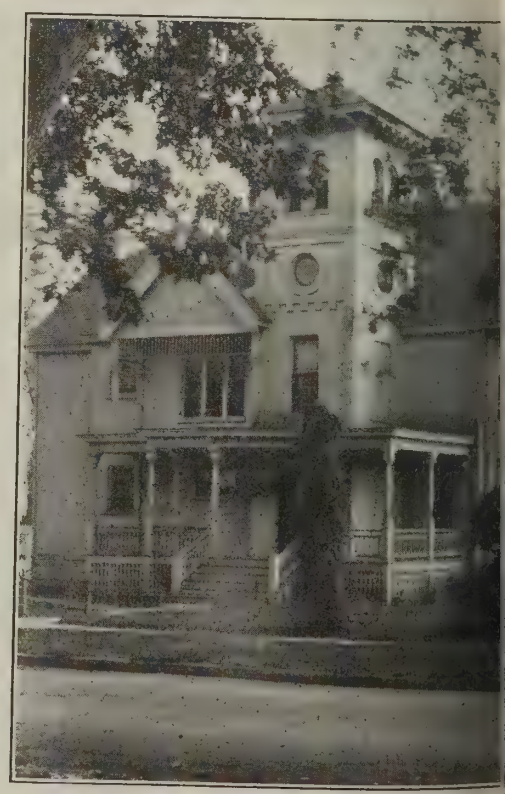
Packing Houses:

SPARTA, WISCONSIN

Storage Capacity - - 12,500 Cases

BLACK RIVER FALLS

Storage Capacity - - 5,000 Cases



This building houses the main office and also co
Adjoining it is Warehouse A

OBACCO CO., Inc.

SCONSIN

h Grade

sin Binders

l Northern Bees



Warehouse No. 1 at Sparta; storage capacity 5,000 cases



room and shower baths for employes.
city of 7,500 cases

We Invite Inspection of Samples at Our New York Office

151 WATER STREET
NEW YORK

If you want more Profits—

YOU can't make money on slow-moving cigars—no matter how big your margin. It takes a nationally known, rapid-selling brand like Cinco to speed up your turnover and give you a worthwhile return on your investment.

Most cigar distributors have too much money tied up in brands which have only a limited sale. Duplicate lines, scattered buying, too much stock and slow turnover eat up your profits.

Get rid of the dead wood and put all your effort behind the cigars that are your bread and butter. Your investment will be smaller and your profits larger.

Londres
Conchas
Panatelas
2 for 15c

Cinco de Luxe
10c

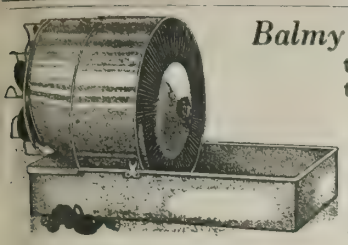
Cinco Pocket Pack
(10 cigars)
75c

Cinconettes
(pack of 10)
25c

Cinco

Otto Eisenlohr & Bros., Inc., Philadelphia

Cigar Manufacturers for Seventy-three Years



Balmy Moist Atmosphere
to prevent the leaf from drying out
to keep cigars fresh—

The American Portable Humidifier

For Eight Years
used by the leading Cigar MANUFACTURERS in all departments where humidity helps production.
CIGAR JOBBERS AND RETAILERS find it THE humidifier best suited for use in humidors and stock rooms, large or small.
No mist, no spray, no noise.
Humidity evenly distributed and regulated.
40% of total sales are repeat orders
AMERICAN AIR PURIFIER CORPORATION
165 East 35th Street New York City

an Francisco Anticipates Good Holiday Trade

arger Factories Where Strikes Have Occurred Had Surplus Stocks Sufficient to Meet Requirements for Some Time—Best Wages Did Not Prevent a Strike—News Notes.

San Francisco, Cal., Oct. 16.—Not en strikes in the western territory can erfere much with a good output and liday trade which are anticipated by cal factories. In the larger factories here the strikes have occurred, surplus ock had already been made up, partly to prepared against any holiday rush and rprise; and partly to keep the cigar akers steadily employed; so they are in sition to announce that their trade will t suffer for holiday supplies. The aller factories, hiring few people, are ways able to get what little help they ed anyhow; for even a striker will rk a little while to get something to . And these smaller factories are find- better call for their products than y had anticipated.

Pushing Work on New Factory

The Petri Cigar Co. has secured help ough to pack the cigars needed to fill liday orders; having already a suffint supply made up to be safe. Know- the objection that many smokers have Chinese made cigars, they are seeking avoid the hiring of Chinese, even ough the larger portion of the strikers y out. The company is pushing forrd to completion the duplicate plant Pittsburg, where there are many lians and other Europeans to whom the ployment will be welcome.

To Pay Wages Others Pay

Cimino, Cortini & Co. have a few at rk filling in on some sizes, and making ew ahead; as they already have quite supply on hand in preparation for the liday trade. As they were putting out choice article of Havana and Havana nd five-and-a-half inch, selling for the ne price as the usual six inch cigar out by most of the western factories, y were giving the workmen three dols more than the general rate being d, in order to hold the best workers. t this did not save them from the ike. So they have now announced that en their workers come back, it will be the same wages paid by other facies.

Mrs. Hannah O'Conner, who is going ad with the cigar manufacture which been built up by her husband is hav- excellent success at Eureka with her ncess cigar. She is steadily building trade, and expects to continue to do as she is now building a new factory.

Had Successful Trip

Following his trip through the northst and British Columbia, Harold Horn, salesman for the Golden State Leaf House has made the Eureka territory. He reports considerable prosperity there. Received a good run of orders, though immediately following a competitor, which in itself is enough to indicate that the local factories are doing well. He reports that Portland is a live town, and the cigar stands there are very partial to their home-town products. Astoria seems to be coming back all right. Whole blocks are being rebuilt at once, and much more substantially than before the fire. The local cigar factories are doing very well.

Goldberg & Leonhardt, the Sansome Street leaf dealers, are enjoying a good run of orders, with the revival of the season's business among the interior factories. Indications are for a good season generally.

Dealers Smile

What with the baseball returns, and the American Legion Convention, the local dealers are smiling; for the crowds enticed out on the streets, are smoking crowds. Megaphone and radio in various parts of the city announce to big crowds the progress of the great games, and a sudden and spontaneous cheer frequently told that something had happened, and showed, too, how close the average fan followed every move of the game and every player. Following this, the American Legion is making merry with the freedom of the city; and when the boys turn loose for a good time there is something doing. So it is not surprising that the local trade says, "Going better."

Sam Israel, the Jackson Street jobber, keeps in line with the times, by placing at the service of neighbors and patrons a sensitive radio receiving set, which kept them posted on the progress of the game.

The campaign of Adolph Judell, Secretary-Treasurer of H. L. Judell & Co., for Supervisor, looks now like a sure winner. To the endorsement of the Veteran's Club and the United Voters, he has secured the indorsement of the Hotel Men's Club and of the Lafayette Club, the leading organization of the French-American.

Judell Business Activities

H. L. Judell Co. are realizing an increase in their city distribution; and to help care for this trade have added to their staff A. J. Brunoni. The Alhambra campaign pushes steadily forward. The half million just received were more than half sold when they arrived, most of them

(*Continued on page* 66)

COSMOPOLITAN PIPE CO.
Manufacturers of Smoker's Articles
Specializing in Fancy Three and Five Piece Cigar and Cigarette Holders.
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NEW YORK, THURSDAY, OCTOBER 25, 1923

FORD AGAINST TOBACCO

"Two billions of dollars a year for tobacco. And this doesn't include the indirect cost, via soil depletion, drain on efficiency, ill health, shortened lives.

"Booze at its pre-Volstead worst took a direct toll from national economy of only a little more than a billion and a half dollars. And John Barleycorn's indirect levies, so gross in form that they were easily visualized, were less, say some students of the subject, than are Lady Nicotine's more subtly taken indirect tribute today."—*Dearborn Independent.*

Henry Ford appears to have joined the Women's Christian Temperance Union, in spirit if not in fact, says the Cheboygan (Mich.) *Tribune.* The evidence is contained in a broadside delivered against tobacco in the current issue of his personal journal the *Dearborn Independent.*

That article reveals the true spirit of the reformer. It gives only one side of the question. It brushes aside all defense of tobacco as mere emotional effusion and piles figures upon figures to prove that the economic cost of the use of tobacco in this country is considerably more than $2,000,000,000 a year. That must be a painful waste when viewed as misguided use of funds which might properly buy nearly 6,500,000 Ford automobiles.

Mr. Ford's investigator finds that the smoking of one cigar by a person unaccustomed to smoking reduced that person's efficiency 13 per cent, and in the case of old smokers reduced it 11 per cent. The tests of relative efficiency were "throwing handballs or shooting at targets." It moves us to wonder if Mr. Ford selects his employees according to their ability to hit a mark with ball or gun.

Also he finds that there are eleven different chemicals yielded by tobacco, among them several deadly poisons, such as nicotine, carbon monoxide and furfurol. "Some students" are quoted anonymously as "of the opinion that the aggregate of harm thus done is greater than that ever done by alcohol."

Thus does tobacco cloud the brain, shake the nerves, and shorten the life of its users. Presumably it reduces the sum total of their enjoyment of life correspondingly. How much better it would be for a man engaged in jerking a lever 183 times an hour eight hours a day, in the Ford factory, to have a brain always as clear as a bell in order that he might jerk that lever more efficiently and more thoroughly enjoy such a life of constructive effort.

It is excellent propaganda for the use of those whose lives are devoted to the noble task of deciding what is not good or pleasant or profitable for their fellow beings and ordering them not to do it. Mr. Ford will prove an invaluable recruit to their ranks. But in the meantime it may be well for some millions of peaceful citizens of this country who find comfort and pleasure in tobacco to take heed lest a higher ethical economic and moral group kick them upstairs to its own rarefied atmosphere.

TOBACCO NEXT

Rumors multiply to the effect that a campaign is to be started—perhaps has been started—looking to the prohibition of the manufacture and use, and, of course, the growth, of tobacco. Such a policy would fit in well with our present standardizing tendency, and regulatory methods. To some Americans it is painful and intolerable that men or communities should differ from one another, and so it is thought to be necessary to make them all alike, and to do it by statute or constitutional amendment. So it would not be surprising if there were an attempt to make the nation uniformly non tobacco-using. Nothing more is necessary than to win a majority to that way of thinking. For it is an axiom in our political mathematics that whatever the majority decides is right, and hence, of course, it is supreme over the life of the individual, and over his morals.

Peter the Great, the student of history may recall, regulated the lives of his subjects in much the same way, even going so far as to prescribe the length of men's beards, imposing a graduated tax proportionate to their length. So our majority is being transformed into a sort of Peter, and whenever the Constitution interferes with the process the Constitution must be got out of the way by "amendment." When we get—what we seem to be after—a thoroughly trained, trimmed, disciplined and regimented population, we shall need to give ourselves no further concern about the millennium, for we shall be living in it.

Yet variety is no bad thing. It at least makes for joy and picturesqueness—also the truest and firmest unity is that rooted in variety. In nonessentials liberty and in all things charity—that is an old rule, given by high authority. If tobacco were abolished there would be no smokers to whom the non-smokers could point as sinners. But doubless there would be other sinners left, and other people to point at them—and reform them. Certain it is that we are rapidly and with a high degree of success building up a Peterarchy in these states. But what, one wonders, is to become of the hard-pressed Nordics?—*Indianapolis News.*

THE CIGARETTE

When the Scotch miners who had been entombed for nine days were rescued the first thing they asked for was cigarettes. The incident is one more proof of the fact that in crises like this one smokers turn to tobacco as a means of soothing their nerves and easing the reaction. It was not water these miners craved, nor food, but a smoke. When the Titanic was sinking John Jacob Astor calmly lit a cigarette to help him to face certain death with the courage, the sang froid, that tradition demands as fitting to the occasion. During the war men cruelly wounded and suffering intense pain found in the cigarette a sort of anesthetic that enabled them to endure the necessarily rough treatment of the first aid stations. In all this there may be a strong argument, which the anti-nicotine people will be quick to seize upon, against smoking as a habit. They will argue that what is so obviously a drug as to be efficacious in times of great tension or pain is not wholesome as a steady practice. Yet it is obvious that if the foes of tobacco had their way mankind would be deprived of a great comfort.—*New Bedford (Mass.) Standard.*

SMOKERS! BEWARE OF THE ANT

While deep laid plans are being set for campaign against the use of tobacco, bo manufacturers and the Bureau of Intern Revenue find that the consumption of ci arettes and cigars is increasing. This is sign that should cool the order of reforme who expect to stop smoking by legislati enactment. Europe, Asia and Africa g along without tobacco up to four hundr years ago. The world could get along wit out tobacco again. But if men of all colo did abstain from using it they would do voluntarily, and not otherwise. If they ga up tobacco of their own accord, there wou have to be a worthwile incentive. There m be more reasons against smoking than the are in favor of it. But they are not nece sarily better reasons. Men obtain solace a inspiration from smoking, and the bene that they obtain from it outweighs the har Nobody could object to an educational pro aganda against tobacco. However, no oth sort of campaign would be popular or effe tive.—*Waterbury (Conn.) Democrat.*

LADY NICOTINE, ACTRESS

Why leave Lady Nicotine out of th dramatis personæ of the modern dram when she plays such an important role? Sh figures large in the action and situations comedy and tragedy, of farce and melodram She is the silent herald of deep thought be uttered, of an epigram to be delivere She gives away the villain in the manner which she goes up in smoke from his snee ing lips. She helps the comedian put acro his "stuff". She fills in gaps in action and lines. She labels the beautiful woman wh holds a cigarette between her pink fingers red lips as a vamp or an adventuress. Th male trifler would be nothing without h help, and the flapper might be mistaken for sensible girl. Lady Nicotine identifies the all. In some plays she has the star par Why not put her name in the cast.—*Washington Post.*

SENSIBLE VIEW

In discussing threatened legislation again the use of tobacco, the president of the Hamp den County Woman's Christian Temperanc Union speaks wisely in declaring that, as rule, members of the organization are not i favor of the enactment of laws in that dire tion at the present time. She sagely observe that the members, or a majority of then prefer to see the present laws enforced befor others of a similar prohibitive nature ar sought. That is a sane, sensible view of th situation to take and one that will be cor curred in even by many users of the weed.

In this city not so very long ago we hear considerable in opposition to the excess c legislation with which the nation is curse It would be a monumental blunder to add t this record the enactment of a law against th use of tobacco. Some anti-tobacco fanatic perhaps fired to enthusiasm by the fact tha the Volstead act was finally put through would undoubtedly like to go and do likewis in the case of tobacco. But the more con servative leaders in the antiweed caus readily see the futility of such proceedings.

The Woman's Christian Temperance Unio is entirely within its province when it seek to put an end to the use of tobacco through vigorous campaign of education, but it woul be foolish on its part to go further. It ma well take a leaf out of the notebook of th prohibitionists to find out how difficult it is t enforce a law of this nature. And, when all i said and done, people have a right to say whether they shall use tobacco or not Tobacco and booze cannot be placed in th same category.—*Springfield (Mass.) News.*

How Northern Wisconsin Co-operative Tobacco Pool Helps Growers

Important Points on Which Pool Endeavors to Keep its Members Informed —Organization is Open to Any Firm or Person—Pool Controls Over 75 Per Cent of All Tobacco Raised in Wisconsin and Maintains Several Local Organizations

By SELMER NEPRUD

Field Manager of The Northern Wisconsin Co-operative Tobacco Pool.

STUBBORN opposition to any new undertaking, or any new movement, which is apt to change practices previously in operation, may always be expected.

In Wisconsin, particularly, this is true during the period of organization and the first year of the operation of the Tobacco Pool. Propaganda was circulated at all times detrimental to the Pool by certain interests that were opposed and are opposed to the Pool organization.

The Pool Directors and the Pool officials all fully realize that the Pool can not long exist if they adopt a policy of holding out for unreasonably high prices. However, they do insist that it is no more than fair that the tobacco producer, as well as the cigar and tobacco manufacturer, be allowed a fair margin of profit.

At all meetings that have been held at local delivery points the officials of the Pool have endeavored to impress this fact upon the individual growers.

To Help Grower Is Aim of Pool

It will be the aim of the Pool to handle tobacco on a quality and grade basis, in order to be able to pay the grower for extra time and effort necessary to produce a crop of quality that will be desired by the manufacturer.

In order to create and maintain interest in the art of producing tobacco of quality,—the Pool officials try to keep their membership informed as to:

3—Best seeds.
4—Cultivation of crop.
5—When to top.
6—When to sucker and harvest.
7—How to handle tobacco in sheds.
8—How to strip and prepare tobacco for the warehouse.

In this work Professor James Johnson of the University, who has devoted years to experimental work with tobacco, is always ready with timely articles and suggestions.

Pool Open to One and All

Any person or firm can come to the Pool to buy tobacco. The Pool, which is an organization of growers, is producing tobacco to sell. Last year as little as 80,000 pounds was sold to a small independent packer. The story that two large tobacco concerns were favored by the Pool was propaganda circulated to create discontent and mistrust among representatives of other tobacco firms doing business in Wisconsin.

In short, it is the aim of the Northern Wisconsin Co-operative Tobacco Pool to adopt those principles of doing business that have proved successful in other lines of industry. To raise a quality of tobacco that will be in demand, by the manufacturer, and to co-operate with the manufacturer and handlers of tobacco in order that all may exist with a fair margin of profit.

The Pool controls over 75 per cent of the tobacco grown in the State of Wisconsin and, during the last year, has probably had as large a per cent of increase in members, as any tobacco pool in this country.

Where Pool Has Organizations

Local organizations of the Pool are at the present time erecting warehouses at De Soto, Genoa, Chaseburg, Coon Valley and Independence. The necessary funds were available at Westby and La Farge but, on account of the frost, building operations were postponed until next spring. The Pool also operates warehouses at Viroqua, Soldiers Grove, Gays Mills, Edgerton, Stoughton, Deerfield, Chippewa Falls, Janesville and Madison.

The Pool is being built on a solid foundation, with orderly marketing being its primary aim. With some fifty local committees of seven members, it expects to meet any poisonous propaganda that may be started against it.



ne on Campus of the College of Agriculture, University of Wisconsin, showing some Holstein cattle recently shipped to Japan. Tobacco and livestock guarantees against abandoned farms in Wisconsin. Many years ago the pioneers in agricultural education foresaw the necessity of livestock on the farm in order to make farming profitable and at the same time maintain the fertility of the soil.

Character of Membership

The Pool's membership is 100 per cent human and is doing business on the square. The only way you can really get to know the organization is to get in touch with it in a business way.

"See that man over there," said the gossip dining at a fashionable restaurant.

"Yes," replied the customers' man.

"Well, he is James R. Smith, from Peoria, Ill., who has just made $200,000 on the market."

"Indeed! Well, you are wrong four ways. He is H. R. Jones, from Springfield, Mass. The amount was $20,000. And he lost it."—*Wall Street Journal.*

Tobacco Stocks

American Cigar
Amer. Machine & Foundry
Amer. Tob. Div. Scrip
Geo. W. Helme
MacAndrews & Forbes
Mengel Company
Porto Rican Am. Tob.
R. J. Reynolds "A"
Schulte Retail Stores
United Cigar Stores
U. S. Tobacco
Universal Leaf Tob.
J. S. Young

We buy and sell all the UNLISTED and INACTIVE tobacco securities, and shall be pleased to furnish quotations or statistics relative to same.

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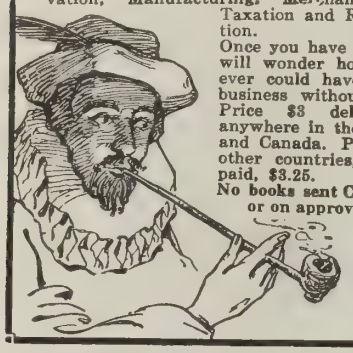
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Richmond, Va.

New Ramon Allones Agent

W. A. Nelson, for many years with Grosvenor Nicholas & Co., has been appointed agent for Ramon Allones, the famous brand of imported cigars, and is making his headquarters at 60 Broad street, New York.

Inactive and Unlisted Stocks

Closing Prices Tuesday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar Co.	*77	79½
American Cigar Co. Pfd.	82	87
American Mach. & Fdy.	135	..
Bayuk Bros. Com.	52	54½
Bayuk Bros. 2nd Pfd.	111	113½
Bayuk Bros. 1st Pfd.	95	98
British-Amer. Tob. Co.	22¼	23½
Eisenlohr & Bros. Com.	65	70
Eisenlohr & Bros., Pfd.	95	99
Geo. W. Helme Com., new.	50	51
Geo. W. Helme Pfd.	110	112
Imperial Tobacco Co.	16	17
International Cigar Mach.	57	62
J. S. Young Com.	102	105
J. S. Young Pfd.	100	..
Johnson Foil	80	90
MacAndrews & Forbes Com.	132	136
MacAndrews & Forbes Pfd.	96	100
Mengel Co. Com.	20	23
Metropolitan Tobacco	65	75
Park & Tilford	33¼	34
Patterson Bros.	7½	..
Philip Morris	13	14⅛
Porto Rican A. T. Co.	70	74
Porto Rican A. T. Script.	75	85
R. J. Reynolds "A"	120	130
Schulte Retail Stores	95	96
Schulte Retail Stores Pfd.	110	113
Tobacco Prod. Export.	3⅛	3¼
United Cigar Stores	175	200
Universal Leaf Com.	65	80
Universal Leaf Pfd.	90	93

*Ex. Dividend.

Listed Tobacco Stocks

Closing Prices Tuesday
Reported by Tucker, Anthony & Co.

	Bid	Asked
American Snuff	132½	137
American Snuff Pfd.	93	100
American Sumatra	19½	20⅜
American Sumatra Pfd.	36⅝	55
American Tobacco	151	151⅛
American Tobacco "B"	147½	149
American Tobacco Pfd.	102	103
Consolidated Cigar	16¼	18½
Consolidated Cigar Pfd.	..	65½
*General Cigar	82¾	83¼
General Cigar Deb. Pfd.	104	106
General Cigar Pfd.	105	108¾
Liggett & Myers	200	219
Liggett & Myers "B"	200	219
Liggett & Myers Pfd.	114	114½
Lorillard, P.	162	166
Lorillard, P., Pfd.	113	117
Tobacco Products	59⅝	59⅞
Tobacco Products Pfd.	112¼	114⅞
Tobacco Products "A"	89½	89¾
United Cigar Pfd.	105	114
United Retail Stores	5	7

Tobacco Products

I have a block of Tobacco Products "A" bought a number of points below the present market. While I know there is a consolidation plan in the wind that will include this company, do you think it would be best for me in view of the market trend to take my profit and get out?

ANSWER.—As you undoubtedly know, Tobacco Products "A," beyond being entitled to priority in the receipt of noncumulative 7 per cent dividends, has no preference over the common shares. In all other respects, such as voting right and participation in assets upon dissolution, it is co-equal with the junior stock. There are outstanding prior obligations consisting of $3,900,000 7 per cent notes, subject to a sinking fund of $200,000 annually, and $8,000,000 7 per cent cumulative preferred stock.

Tobacco Products Corporation is largely interested in the manufacture of cigarettes and tobacco, and has an outlet for its products through its interest in United Cigar Stores. This consists of a 90 per cent ownership of the stock of United Retail Stores, which in turn owns 93 per cent of the outstanding common stock of United Cigar. United Retail Stores is to be dissolved in the near future so hereafter the dividends on the stocks which it holds will accrue directly to the benefit of the parent company. The result should be an increase in Tobacco Products' net income. At the same time, United Cigar, from which the bulk of dividends will be drawn, has not in recent years shown a sustained ability to earn it $12 dividend by more than a moderate margin.

Earning power as applied to the "A" stock indicates that there should be no difficulty in covering the 7 per cent dividend. This calls for $3,136,000 annually, and is just about covered by the dividend received from United Cigar. In addition, at no time in the past five years has Tobacco Products from its other interests earned less than $1,000,000 net after making allowance for present charges senior to that of the "A" stock.

Nothing definite has as yet been published with regard to the proposed amalgamation of Tobacco Products with other companies. In any such scheme, however, the "A" shares should receive favorable treatment. Even were nothing to develop on this score, the stock selling around 87 on an 8.1 per cent basis would scarcely be called high in view of the company's earning power or when compared with stocks of other tobacco companies.

The answer to your query depends entirely upon your motive in making your

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on in mind, the sharp advance in the
st few weeks might make it worth your
ile to take your profit now. As a
siness man's investment, however, the
ld is attractive with prospects of ulti-
ite further appreciation. — *Barron's*
nancial Weekly.

chulte May Secure the London Dunhill Co.

Negotiations are under way it is re-
rted, whereby the Schulte Retail Stores
rporation is likely to acquire by pur-
ase the worldwide business of Alfred
nhill of London, the pipe manufacturer.
The negotiations have been carried on
D. A. Schulte, president, who has just
turned from Europe, and are expected
be completed by cable within a few
eks.
Schulte Stores now controls the New
rk branch of Alfred Dunhill of Lon-
n, Inc., and also the Canadian branch
the pipe manufacturer, but when the
esent negotiations are completed the
hulte interests will control the entire
siness of the London concern through-
t the world.

Candy Products to Absorb Buddy Buds, Inc.

Buddy Buds, Inc., will be absorbed by
e newly formed Candy Products Cor-
ration. An exchange of stock will be
ected on the basis of one share of
ddy Buds for one share of Candy
oducts. George L. Storm, former
esident of the Tobacco Products Cor-
ration and the leading spirit in Candy
oducts, will head the new corporation.
The new company will engage in the
nufacture of various brands of candy
addition to Buddy Buds. Among the
gest customers of the company now
e the Metropolitan Tobacco Co., F. W.
oolworth Co., and S. S. Kresge & Co.

an Cigarette Factory to Cost $350,000

The Wall Street Tobacco Co. of New
rk, now said to be operating a cigar
tory in Haiti, is considering the erec-
n of a factory at Ahoskie, N. C., for
manufacture of cigarettes. In con-
tion with the enterprise, the company
es the *Manufacturers Record*:
"Contemplate erecting main factory at
oskie; capacity one to ten million cig-
ttes per day; in units several buildings,
-tooth, modern in every way; brick
and steel; 80 by 120; powerhouse, factory and warehouses; equipment standard; all to cost about $350,000; engineers and contractors, Flounders Bros., Philadelphia."—*Manufacturers Record.*

Foreign Exchange Rates

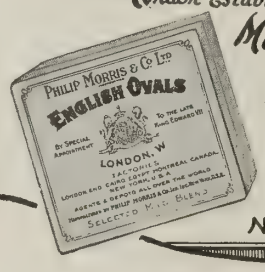
In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Tuesday

STERLING—Par $4.86⅝ per sovereign.
Demand... 4.49⅜ Cables.... 4.49⅝
FRANCE—Par 19.3 cents per franc.
Demand... 5.84 Cables.... 5.84½
ITALY—Par 19.3 cents per lira.
Demand... 4.45¾ Cables.... 4.46¼
BELGIUM—Par 19.3 cents per franc.
Demand... 5.01 Cables.... 5.01½
GERMANY—Par 23.8 cents per mark.
Demand .0000000021 Cables .0000000021
AUSTRIA—Par 20.3 cents per crown.
Demand.. .0014⅛ Cables... .0014⅛
DENMARK—Par 26.8 cents per krone.
Demand...17.35 Cables....17.38
GREECE—Par 19.3 cents per drachma.
Demand... 1.62 Cables.... 1.65
HOLLAND—Par 40.2 cents per florin.
Demand...38.81 Cables....38.85
HUNGARY—Par 20.3 cents per crown.
Demand.. .0055 Cables... .0055
NORWAY—Par 26.8 cents per krone.
Demand...15.37 Cables....15.40
SPAIN—Par 19.3 cents per peseta.
Demand...13.32 Cables....13.34
SWEDEN—Par 26.8 cents per krona.
Demand...26.29 Cables....26.32
SWITZERLAND—Par 19.3 cents per franc.
Demand...17.82 Cables....17.84
CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.
Hongkong—
Demand...51.87 Cables....52.00
Peking—
Demand...73.75
Shanghai—
Demand...69.88 Cables....70.00
PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.
Demand...49.25 Cables....49.50
JAPAN—Par 49.8 cents per yen.
Demand...48.70 Cables....48.82
ARGENTINA—Par 42.44 cents per Argentine paper dollar.
Demand...32.10 Cables....32.15
BRAZIL—Par 32.45 cents per paper milreis.
Demand... 9.35 Cables.... 9.40

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CAMAJUANI MAYAJIGUA MAJAGUA REMEDIOS

Detroit

(*Continued from page* 31)

1923 will be the banner year in the history of his firm.

Pleased with Business

Max Fruhauf, vice-president of San Telmo Cigar Manufacturing Co., was all smiles, as usual, when I called on him. He reported that the demand for Robert Bacon, Joan of Arc, Court Royal and Saturday Evening Post is well in advance of supply. He also reported that orders for holiday packing are coming in fast. Production has already started on one-fortieths and special Christmas packs.

Regaining Former Prestige

The Fields Cigar Corp., under the able direction of Isaac Goldberg, is rapidly developing and expanding their business in this territory. T-R cigars, at one time the largest seller in its class in this market, is rapidly regaining its old time popularity, through sheer quality. Production at the Detroit plant is rapidly approaching capacity, and with holiday orders coming in daily, future prospects look very bright.

A Popular Line

Blackstone cigars, the quality product of Waitt & Bond, of Newark, N. J., and jobbed in Detroit by Chas. J. Becker, have more than tripled in volume of sales during the past six months, is the report of Mr. Becker. A popular addition to the Blackstone line in Detroit is the five-cent Juniors, packed one-twentieths in wood. The first two shipments received by Mr. Becker were not even placed in the humidor; and back orders are already piling up.

Howes-Shoemaker Co., local jobbers, have added for distribution, Poppers Ace and Don Julian cigars. Both of these brands are well known in this market.—Jim.

American Tobacco Co. Not to Split Common Stock

American Tobacco Co. can be eliminated from the ranks of those of the tobacco companies which have been mentioned as contemplating a split-up of the common shares. It can be stated definitely that the company has not and is not considering any split-up of its common stock nor is it likely to.

American Tobacco Co. along with Lorillard and American Snuff has been prominently mentioned as offering possibilities of a stock split-up following on the heels of the announcement of contemplated action of Liggett & Myers which is about to issue four new shares of common for each old share, reducing the par value from $100 to $25.

Furthermore, American Tobacco Co. is not interested in any information of new organizations or combinations of cigarette producers.

The company publishes but one statement of earnings annually and adheres to a policy of making no estimates of earnings but as one of the leading producers of cigarettes, American is benefiting from increased consumption this year, which should be reflected in the 1923 figures. Earlier in the year the company announced that it was planning to materially increase cigarette production. Sales of its leading brand of cigarette this year are well ahead of those of 1922.

The company last year showed net earnings available for all dividends of $18,968,000 equal to $17.64 a share on the $97,625,000 combined amount of common and common B stock outstanding. After all dividend payments, there was added to surplus $5,055,955. Sales of $143,968,000 last year were $12,000,000 below those of 1921, the banner year but this year should show improvement.

Gross sales, surplus available for all dividends and amount a share earned on the combined amount of common and common B stocks of American Tobacco are shown below:

	Gross sales	Net for divs.	Amt. a share on common
1922	$143,901,000	$18,075,000	$17.64
1921	155,963,000	18,117,000	16.85
1920	143,106,000	14,277,000	13.38
1919	146,023,000	15,922,000	*31.83
1918	144,470,000	17,496,000	*33.45

*Amount a share earned on the common stock, none of the common B outstanding during these two years.—*Daily Financial America.*

"Why Molds Should Be Used"

Cincinnati, Ohio, Oct. 20.—An announcement has been made by the Miller, DuBrul & Peters Manufacturing Co., makers of cigars and cigarette machinery, that a number of cash prizes will be offered by the company for the best letters on the subject, "Why Molds Should be Used in the Manufacture of Cigars." In making the announcement the company is careful to state that what will count in winning the decision of the judges is not excellent literary style and beautiful phrases, but ideas. Officials of the company believe that there are many reasons why cigar molds should be used that their customers and others in the industry can tell them about. With this in mind the company is willing to pay liberally for the ideas presented by the winners of the contest.

The complete details of the contest have not yet been made public, but it is expected that it will not be long until the rules are given out through the medium of the trade press. Manufacturers are asked to pass the word about the contest on down to the workers in their factories.—Qusee.

The International Match Corporation

It was stated unofficially that the International Match Corporation will shortly issue approximately $15,000,000 of debenture bonds to finance expansion of the company in Central and South America, these bonds will be guaranteed by the Swedish Match Co.

The contemplated $15,000,000 debenture bond issue of the International Match Co., guaranteed by the Swedish Match Co. will be required, it was stated, to finance the expansion of the Swedish match industry in South and Central America. Incorporated in June, the International Match Co. is acquiring from the Swedish Match Co. and other important groups in the industry, 42 manufacturing plants in European and other countries. Control of these companies will be acquired by issuance of common stock of the International Match Co.

The Swedish Match Co. which will own a majority of the capital stock of

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NEW YORK

the International Match Co. controls through stock ownership, the match manufacturing plants of Sweden. During the past 20 years, the earnings of the Swedish Match Co. and its predecessors have averaged 26.3 per cent on the common stock outstanding from time to time. It is understood that both sales and net profits for the current year will exceed those of last year.

The formation of the American corporation has been accomplished to provide a vehicle for the permanent establishment of the Swedish Match Co. in this country. It is the belief of the officials of the company that although, Swedish matches constitute about 65 per cent of the world's export business, a closer relationship with the Western Hemisphere will be of material advantage to the companies. South America is at present a small market, but great expansion is thought to be possible there through the establishment of manufacturing plants in the leading South American countries.

Better Market at Greenville

GREENVILLE, N. C., Oct. 22.—Last week was a better week on the tobacco market than the week before, both as to pounds and prices—better for the seller and buyer. The grades were better and prices correspondingly so, or more so. Advances on all grades were upward, ranging as high as $10 per hundred. Some tobacco went over the dollar mark by a good margin. Tobacco continues to come from distant fields, some more than a hundred miles, and by truck, too. Some comes from away up in Virginia.

Sales increased last week over the week before. Last week's sales were 2,019,032 pounds. The average was much better, being $24.14 per hundred. This means that farmers received nearly half a million dollars for their tobacco sold here.

E. B. Ficklin, of the E. B. Ficklin Tobacco Co., is expected home from Europe in a few days. This is his second trip over this year, in the interest of his firm.

F. D. Foxhall, who had been indisposed, is back on the market, in good condition, and is looking after the sales on his floors. He had been out for a week or two.—KING.

Federal Crop Report

WASHINGTON, D. C., Oct. 24.—Tobacco is curing well in Connecticut and Massachusetts due to favorable weather conditions, according to reports received by the Department of Agriculture from agricultural statisticians in the different states. The announcement of the Bureau of Agricultural Economics, of the department concerning the tobacco conditions continues:

"It is reported as suffering from house burn in Maryland, Kentucky, and West Virginia. Considerable pole sweat is also noted in Maryland where exceptionally good yields on a decreased acreage were had. There was a large production with quality below the average in North Carolina. The crop has all been harvested in Tennessee and mostly cured. It has suffered a heavy damage from wildfire."

Returns from the West

E. A. Dinnsen, of the Industrial Leaf Tobacco Co., of 151 Water street, has returned from a long Western trip, during which he booked many orders for Porto Rican and Wisconsin tobacco.

"Pray for It and 'Cuss' for It"

HOPKINSVILLE, Ky., Oct. 20.—Ralph M. Barker, warehouse director for the Burley Tobacco Association, opened the fired district membership campaign for the Dark Pool today by addressing an overflow audience of farmers and business men in the auditorium of the Hopkinsville Chamber of Commerce.

For one hour Mr. Barker held the attention of the farmers by his vivid story of accomplishment in the Burley District. His short, quick sentences found a ready response in the crowd and the more important points of his argument were vigorously applauded.

He told the growers how the Burley Association had started with a membership equal to that of the Dark District and how it had grown in the two intervening years to more than 92,000. "And you can do the same thing down here," he said. "But you must not depend upon the hired workers to do it. It is the duty of every loyal member of this Pool to get behind the officers in this membership drive which will put you in control of the dark tobacco crop.

"You've got to be willing to get out and fight for the Pool, pray for it and cuss for it. Until it was organized you were giving your tobacco away for whatever was offered. Now you are naming your own price.

"When a man stands on a street corner and talks against the organization, he is not hurting the officers, who are your employees, he is hurting you. Suppose I were to go out on your farm and criticise your hogs, your cattle and other property, you would hit me between the eyes, and yet you let a man criticise your association, which is the biggest thing you have."

Mr. Barker told his audience how the Burley growers received practically nothing in 1920 for a crop that cost 26 cents a pound to produce. He said it was the best crop of smoking tobacco that had ever come out of the ground of central Kentucky and that its sale left the farmers poverty-stricken.

"And when we brought this marketing contract up to that district some of the growers signed it without reading it," he said. "They were in such a despairing condition that they declared that matters could not be made worse and that they were ready for anything. The first year we operated we obtained twenty-one cents a pound for them and we will get around twenty-eight cents for the 1922 crop.

"Down here you growers were not nearly as hard pushed when the association was formed. But it has helped you and will continue to help you. All it needs is your loyal support. If you members will get out and work you can sign this district up solid before the delivery season begins."

Immediately following Mr. Barker's address R. E. Cooper, director of warehouses for the Dark Association, made a short talk in which he also stressed the need of active co-operation within the ranks.

"We have over two-thirds of the growers in this district signed up now," he said. "If every one of these men will get out and try to get new members we will have a 100 per cent association before the end of the season. Just because you have men hired to run this campaign for you don't think your responsibility ends."

Mr. Cooper then turned the meeting over to Clifton Rodes, manager of the Field Service Division, who obtained pledges of assistance for the active drive which will open next week.

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R. M. Barker Addresses Home Town People

HOPKINSVILLE, Ky., Oct. 20.—Ralph M. Barker, director of warehouses of the Burley Tobacco Growers Co-operative Association, addressed a large crowd here today, including many growers of dark tobacco and officials of the Dark Tobacco Growers Co-operative Association. Mr. Barker told of the progress of the burley co-operative and the loyalty of the burley growers as the chief essential to that progress.

While in Hopkinsville, Director Barker completed arrangements for the joint use of a number of receiving plants by both the tobacco associations in the so-called border counties which grow both burley and dark tobacco and in which the operations of two receiving plants will not be necessary because one house can look after both crops.

Ukrainian Exports Are Not Permissible

WASHINGTON, D. C., Oct. 24.—In connection with the question of exporting tobacco from the Ukraine, raised by the Ukrainian Commissariat of Foreign Trade, the latter was informed by the Council of National Economy that, since the total supply of tobacco in the entire territory of the Soviet Republic, including this year's crop, will not exceed 700,000 poods (one pood equals 36 pounds), while the annual requirements of the tobacco industry of the Republic amounts to about 513,000 poods, the Council considers it impossible to permit any exportation. The report reached Washington from unofficial sources.

French Lick Pilgrims

Many prominent tobacco men are "taking the waters" at French Lick Springs, Ind., this week, including John H. Duys, of H. Duys & Co.; Al Mendelsohn, of Meyer & Mendelsohn; Percival R. Lowe, the leaf tobacco broker; Luis Toro, president of the Porto-Rican American Tobacco Co.; D. Emil Klein, of the D. Emil Klein Co., and Julius Lichtenstein, president of the Consolidated Cigar Corp.

Hartford Colleagues Confer

I. M. Jacoby, of Meyer & Mendelsohn, 169 Water street, paid a flying visit to Hartford early this week to confer with his colleagues.

The Zanthi Tobacco Crop

WASHINGTON, D. C., Oct. 24.—The Tobacco Division of the Department of Commerce has received the following report from Athens regarding this year's tobacco crop at Zanthi:

According to official information received at the Ministry of Agriculture, it is estimated that the tobacco crop of the district of Zanthi for the present year will be approximately twice as large as that of 1922. In 1922 the production of Zanthi amounted to 4,230,000 pounds of tobacco.—LAMM.

Kilfeather in Bankruptcy

NEW HAVEN, Conn., Oct. 20.—John P. Kilfeather, a cigar manufacturer, filed a petition in bankruptcy late Thursday. Schedules show liaiblities of $666,399.75 and assets of $478,484.26.

French Imports Are Lower

WASHINGTON, D. C., Oct. 24.—Imports of tobacco into France for the first six months of this year have fallen off about 50 per cent according to information just received by the Tobacco Division of the Department of Commerce. The figures show that for the first six months of last year imports of tobacco into France totalled 24,480 metric tons while during the same period this year the imports were 12,375 metric tons.—LAMM.

Buys Choice Leaf Tobacco

E. H. Thalheimer, of A. Kafka & Co., cigar manufacturers, of New Haven, Conn., who has been surveying the New York market, has made large purchases of choice leaf tobacco.

Buys Fancy Sumatra

Milton Heineman, of Heineman Bros., Baltimore, cigar manufacturers, was in New York last week when he purchased some fancy Sumatra leaf for his organization.

To Visit Tampa

Manuel B. Perez, Havana leaf dealer, of 97 Water street, plans to visit Tampa in the near future. Mr. Perez is optimistic regarding the future of the Havana industry.

Still Touring the South

Ira Strouse, of Strouse & Holzman, 197 Water street, is continuing his tour of the south. This week he is scheduled to call on the leading cigar manufacturers of Tampa and New Orleans.

On Jury Duty

Ray C. Clark, of D. Dreux, Inc., dealers in Sumatra and Java leaf, of 136 Water street, is unable to visit his clients this week, as he is doing jury duty.

Sells Out

DECATUR, Ill., Oct. 20.—Jeff Mosely has sold his cigar and confectionery business to Curly Jordan.

After all nothing satisfies like a good cigar

We specialize in tobaccos of quality for good cigars

STERN-MENDELSOHN CO., INC.

HAVANA & PORTO RICO

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Tampa Tidings

TAMPA, Fla., Oct. 20.—Marcelino Perez Co., have consummated the removal f their New York office to Tampa. This ore closely identifies Manny and Bob ith us as citizens of Tampa, and their reat manufacturing business as an un-ivided Tampa enterprise. New York is o longer their headquarters. The ansplanting of their head office in Tampa as taken place with the minimum amount f inconvenience, but has, necessarily, aused some delay in the transacting of ie daily routine of office affairs. Cor-espondents and customers, knowing the rcumstances, can overlook that, and now iat the office is functioning in Tampa, in rest assured that the usual prompt ttention is again being given to their ffairs. Communications addressed to iem, Post Office Box 691, Tampa, Fla., the short cut to their attention.

On Short Visit from Havana

Santiago Torano, of Torano & Co., lavana tobacco deaers who own large arehouses in the Cuban capital, arrived Tampa, Sunday on the steamship *uba*. When interviewed Monday morn-g while at the Garcia & Vega factory, Ir. Torano reiterated the statements of ocal buyers regarding the high prices be-g charged for Cuban tobacco. He said iat the old crop was nearly all sold out. If conditions are favorable," he added, he new crop, which will be ready for ie market next July or August, will be good one."

Gotham Visitors

Ira Strouse, of Strouse & Holzman, ew York, leaf tobacco dealers, is in ampa, calling on the various factories.

A. Rosenweig, of Adolph Rosenweig Son, of New York City, is among the af tobacco dealers who are in the city siting the manufacturers in the interests their tobacco concerns.

hompson Buys Key West Factory

Thompson & Co. announce the purchase the large, well equipped Mi Favorita ctory in Key West. This factory was r many years operated by Park & Til-rd, whose business was recently ac-iired by the Schulte interests. The avis branch is now making Mi Favorita d El Telegrapho brands. The acquisi-n of this factory gives Thompson & Co. capacity of 300,000 cigars daily, or ap-oximately 8,000,000 per month.

Local cigar and tobacco men, who left r Havana on the P. & O. steamship *uba* Thursday at noon, included Francis-Gonzales, manager of the Garcia & ega factory, and Emilio Suarez, local af tobacco dealer.

Mariano Alvarez, general manager of Santaella & Co., manufacturers of ptimo cigars, expects to spend two eeks on business in New York.

The firm of Lopez, Alvarez & Co., anufacturers of L-A cigars, who pur-ased the fire station at 1313 Eighth enue, have remodelled it into a first ass factory and are now operating in eir new home.

Says Havana Prices are Soaring

Joe Perez, of Marcelino Perez & Co., turned from Havana Sunday on the eamship *Cuba*. Mr. Perez states that ices are soaring in Cuba constantly, d that they may go still higher. He ys the large New York brokers are rchasing vast quantities of tobacco, as shortage is expected in a few months.

Harry Mendelsohn of Stern-Mendel-hn Co., New York leaf dealers, has been ending the week interviewing the trade Tampa. He goes from here to Key est.

Wisconsin Tobacco Market

EDGERTON, Wis., Oct. 19.—While the market remains quiet there seems to be a feeling of expectancy creeping in, prompted no doubt by the appearance in the state of a few big operators and some inquiries being made. Looking over the situation seems to be the main reason for these visits, but as the season advances it would seem that a buying movement would start soon. Sampling of the 1922 is being completed and samples will be ready for inspection soon, the New York market expecting the advance guard to arrive this week.

It is reported that the Jefferson Leaf Tobacco Co. have recently disposed of 4,000 to 5,000 cases of 1922 goods. Representatives of Julius Marqusee are reported to be buying crops of the good portion of the 1923 in northern Dane county, at prices ranging from 25 to 30 cents. No buying of the damaged portion is being done.

Tobacco men riding the growing sections report much of the crop as suffering shed damage, some of a very serious nature, and the curing process advancing slowly.

The decision of the Supreme court in the rehearing of the Pool-Bekkedal case, which was to have been rendered October 16, has been set for a later date, about the middle of November.

Tobacco Notes

A. B. Shannon of Portage was an Edgerton caller Tuesday.

O. T. Rime of Orfordville was a business caller in Edgerton Tuesday.

T. W. Dickinson sampled a packing of 1922 for E. A. Sorenson & Co. at Whitehall last week.

H. M. Lott, tobacco broker, Tampa, Florida, visited the Wisconsin tobacco markets recently.

H. R. Kinney, representative of H. Duys & Co., New York, visited this market last week.

Julius Marqusee and Herman Cohen, New York, with Ed. Haskins of Janesville called on dealers in this market the fore part of the week.

S. W. Morrow, leaf man for Bloch Bros., Wheeling, W. Va., visited the Edgerton branch and conferred with Manager H. McInnes, Tuesday.—*Reporter.*

Novelty Packages Aid Sales

A great many stories are told of how the novelty of the package may greatly influence the sale of the product irrespective of the contents. Some of them are interesting merely as flashes in the pan, with no lasting benefits, says *Printers' Ink,* while others seem to bloom with perennial delight.

A smile is going the rounds over the clever trick turned by an English firm manufacturing cigarettes.

As first introduced, the brand did not appear to have worthwhile sales. The competition was entirely too keen, despite the advertising. And then—

A golfer made a suggestion.

On the outside face of the container there was printed a score card for golf. It was no mere make-shift but a genuine, practical, altogether likable sort of score card, with plenty of room for marking.

As soon as this new package was advertised, the box with its feature being reproduced in an illustration, golfers began to sit up and take notice.

The package made a substantial object on which to keep score, and there was always the handy cigarette. It is said that this single feature started British Consuls on the high road to success.

Inspects Local Market

Vivian Myers, of the Le Roy Myers Cigar Co., Savannah, Ga., has been inspecting samples of leaf tobacco in the local market.

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

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Eduardo H. Gato's

1871 GATO 1871

Mild Clear Havana Cigars

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Fifty Years

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Write for open Territory

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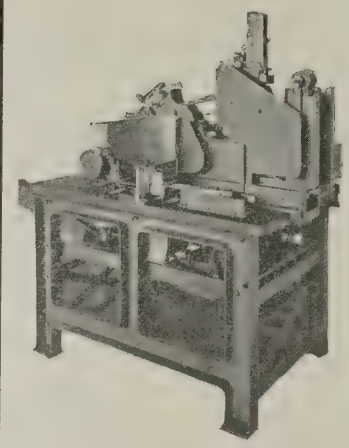
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Two Good CIGARS

EL VERSO

10c — 2 for 25c — 15c

The Deisel-Wemmer Co., Mfrs. :: :: Lima, O.



COMAS PACKING MACHINE,
Three Models, 25,000 Packages of Cigarettes in Ten Hours. American Form Pouch Package.

MACHINES
FOR
The Cigarette Industry

The Comas Cigarette Machine Company

manufactures cigarette machinery of unsurpassed design and construction, including the following:

COMAS STANDARD CIGARETTE MACHINE, for Spanish form of cigarettes; capacity 90,000 a day.

COMAS JUNIOR CIGARETTE MACHINE, for Spanish form of cigarettes; capacity 30,000 a day.

COMAS AMERICAN CIGARETTE MACHINE, for American form of cigarettes; capacity 250,000 a day.

COMAS IMPROVED AUTOMATIC FEEDERS, adapted to any standard style of cigarette machine.

COMAS IMPROVED CIRCULAR KNIFE GRINDER.

The company furnishes also Tobacco Cutters, Tobacco Granulators, Tobacco Stem Flatteners, and other machines for the cigarette industry.

Machines in use in all parts of the world. Write for illustrated catalogue.

COMAS CIGARETTE MACHINE COMPANY, SALEM VIRGINIA, U.S.A.

The Tobacco Situation

For several weeks past the Burley Co-operative Association has been engaged in a survey of the tobacco acreage in the burley belt in an effort to ascertain as nearly as possible the yield of the crop in 1923. This survey is progressing very satisfactorily, and it will only be a short time until the Association will have a fairly good line on the crop and can arrive at a careful estimate of the total amount in pounds of the 1923 crop. As a matter, of course, this estimate cannot be absolutely accurate. That cannot be ascertained until the crop is weighed out and sold. For months the cry has been made that there would be a great overproduction; that the large increase in acreage would make it impossible to sell the entire crop as the supply would greatly exceed the demand. But will it? The Co-operative Association has on hands thirty-six million pounds of the 1922 crop—all of fine quality. Statistics have shown that it takes about 280,000,000 pounds to run the manufactories. Practically all of the tobacco grown in 1922 is now held by the Association and not by speculators. It is in the hands of business men who know how to handle the situation. It is, therefore, necessary for the present crop to weigh out practically 250,000,000 pounds to furnish enough of the weed to satisfy the demands and requirements of the factories. Two months ago the tobacco crop indicated a yield of more than 320,000,000 pounds, but this amound of production is no longer considered. The rainy weather during August hurt the crop materially, and since housing began thousands upon thousands of pounds have been damaged, much of it rotting in the field and barn, until now estimates made by careful men do not place the yield above 295,000,000 pounds, and we believe that this yield will be cut heavily by weight, the outlook being for a lighter crop in weight than last year, even with the increased acreage. And the quality of the weed is hurt. This can be seen by a visit to barns in different sections. The crop as a whole does not indicate that real bright, fine tobacco will be in the majority. As a result there is every reason to believe that the Co-operative will sell its 1922 holdings for its established price, and have plenty of buyers for the new pooled crop. The pool men should sit "steady in the boat."—Mt. Sterling (Ky.) *Gazette.*

Tobacco Culture in Campbell County, Tennessee

Our farmers in Campbell County have experimented in tobacco raising now for two seasons. The results are very gratifying. Tobacco is destined to be one of our greatest money crops and that in the near future. It will never reach its full development however until market facilities are provided whereby it can be sold at home. This means a loose leaf warehouse in La Follette, the center of the tobacco growing section of Campbell County.

Warehouse Needed at La Follette

It is time for our far-seeing business men to begin thinking about a warehouse for La Follette. There is no reason why our farmers should be compelled to take their tobacco out of the county, when they could save the expense. If the sales were conducted in La Follette, the money would be kept in the community where it was earned and local business would get the benefit of it.

The best investment the business interests of La Follette could make would be in such a warehouse. Not only would it pay from the standpoint of dollars and cents, but it would also pay handsomely in good will which is, after all, a business man's most valuable asset.

We formerly lived in a little Western Kentucky town of 1,600 people. This town had three enormous tobacco warehouses. When tobacco began to move, money was plentiful, old accounts were settled, bank deposits increased and prosperity was in evidence everywhere. We have the same possibilities here if we will only rise to the occasion and provide a local market for Campbell County tobacco.—*La Follette (Tenn.) Press.*



Charles Denby 2 for 15c.

They satisfy the smoker because they are good, and the merchant because they sell.

LA FENDRICH
10c. to 3 for 50c.



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EVANSVILLE, IND.—ESTABLISHED 1850

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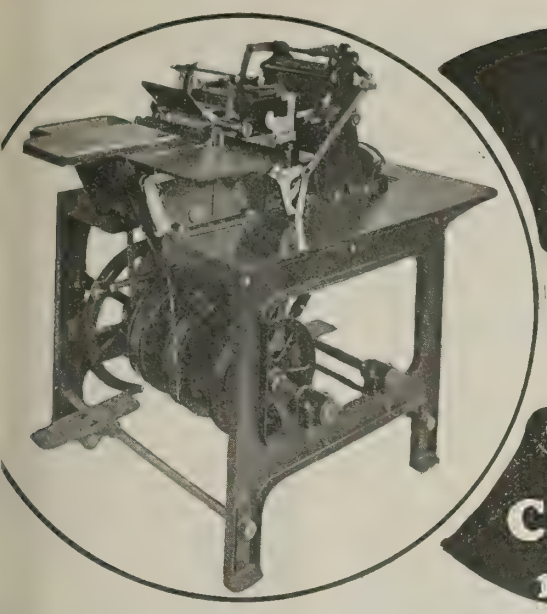
Our stock of ROCK and PRESSED AMBER CIGAR and CIGARETTE HOLDERS and PIPE BITS, in natural colors and black, is the largest and most complete in the U. S. A.

Highest Quality — Lowest Prices

Also all grades of NECKLACES and NOVELTIES.

Exclusive territory allotted jobbers of standing. Correspondence solicited

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AUTOMATIC LONG FILLER
BUNCH MACHINE

This Buncher—the result of years of painstaking development—can be bought with the utmost confidence.

Always ready—no coaxing—year after year you can count upon this reliability of performance.

When you have installed this machine, you will appreciate how much cheaper, better and quicker your bunches can be made—you will realize how indispensable it is.

Write for the facts today.

COLWELL CIGAR MACHINE CO.
INCORPORATED
131 WASHINGTON ST. PROVIDENCE, R.I.

GREATER PRODUCTION AT LESS COST

ıicago Has Bright Prospects for Holiday Trade

ders for Yuletide Goods Being Placed by Everybody—"Santa Claus" Expected to Deliver a Whale of a Pack—Current Business Shows Considerable Increase.

HICAGO, Oct. 22.—Christmas buying he dealers is in full swing. Orders he holiday are being placed by every- . From the size of some that have seen the load "Santa Claus" will to carry in his pack on Christmas will be a corker. All dealers look he biggest cigar Christmas that they ever had. Many fine orders have dy been placed.

Mrs. Baum Passes Away

is with much sorrow that we re- the death of Mrs. Celia Baum, er of Lyman Baum, general man- of A. Santealla & Co., New York. Baum's remains were buried last lay, at Waldheim Cemetery. Two and three daughters survive. Ly- Baum came on from his New York for the funeral.

orge Hutt, was in and states his ess on Garcia & Vega, and Pancho go, both bonded cigars, goes right

Making Big Hit

1 Mall specials, "new size, plain only," at 20 for 30 cents have arkable sale. The heavy newspaper aign keeps up and this new offering ne American Tobacco Co. has made -strike right off the bat.

Sales Increasing

sident Glenn of the Seidenberg Co., recent visitor to the Chicago dis- ing depot. He found El Roi San showing a big increase here. Sales ger A. A. Derrig is busy with his following up the El Roi Tan news- campaign.

Pipes and Cigars

is Newman Cigar Co. shows a window of W. D. C. and Frank This firm distributes locally Cu- Mapacuba, Philadelphia Hand et cigars, which are sold by hun- of dealers.

Pleased with Sales

Ernest McKenzie is well pleased with the way that Milwaukee is burning his Golden Eagle, John Ruskin and Flor de Melba cigars.

Fancy Sizes Shown

Tadema, in fancy sizes is shown in a fine window display by W. F. Monroe Cigar Co., in the Tribune Building.

Jack Wismer reports closing for a fine order of Andres Diaz cigars with Brill's Sheridan Beach Pharmacy. This brand is made in Tampa by Andrés Diaz & Co.

The Elks Club of Kenosha and the Elks Club of Racine, Wis., have just placed orders for Wm. J. Seidenberg Corp.'s Club Special, in Boite Natural packing. It is a mild Tampa made cigar that comes in fancy sizes.

Big Daily Sales

At Wengler & Mandell's Hartford Building store, Morrison Smokers, at 5 cents, are displayed. Manager Charles Daley has 100,000 that he is making a run on and he is retailing 1,500 a day over the counter.

Dutch Master Featured

The Central Cigar Stores Co., gives the center of its show windows to Dutch Master cigars. It features strongly the box of 10 at 90 cents.

Harvy L. Harris, general manager of the Wm. J. Seidenberg Corp's. Chicago office, is in Detroit this week visiting his distributors, Bailey-Wilkin Co. and the direct buyers.

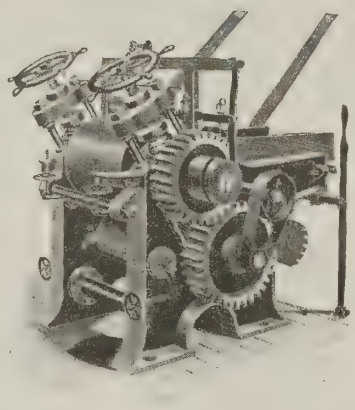
Jake Paley of the Congress Cigar Co. has been a recent visitor.

La Palina in the Spot Light

The Economy Cigar stores, which occupy the cigar departments in all of the Buck & Rayner Drug stores, gives up their display windows to La Palina ci-

(*Continued on page 66*)

"ADT" Tobacco Machinery



The "Adt" Stem Flattening Machines

will pay for themselves in a very short time. Manufacturers using these machines claim them to be one of their best paying investments.

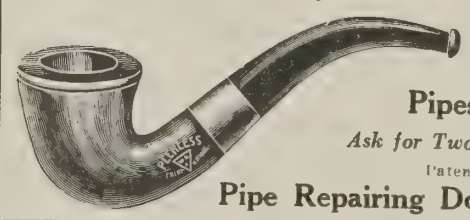
It will pay you to install one of these machines.

Our catalog No. 50 contains full details and illustrations of 88 Tobacco Machines. We will be pleased to send you a copy.

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Ask for Two in One Holders

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Fine Florida and Georgia Shade Tobacco

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Growers and Packers of Shade Tobacco

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QUINCY, FLA.

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Growers, Packers and Wholesale Dealers in

J. & O. A. TOB. CO. "THE BETTER SORT" QUINCY, FLORIDA

Florida-Georgia Shade Grown Tobacco

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Growers and Packers

Florida and Georgia Shade Grown Wrappers

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The FLORIDA-GEORGIA Wrapper is the Wrapper of the Hour

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QUINCY · FLORIDA

The Florida Tobacco Commission Co.

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Fine Florida and Georgia Tobaccos

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GROWER

Arthur Corry

PACKER

Quincy, Florida

D. A. Shaw C. H. Curry J. W. Shaw

Growers Tobacco Co.

Originators of Shade Grown Wrappers in 1896

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C. R. Shaw J. J. Love

Shaw Tobacco Co.

Growers and Packers Florida Shade Grown

Plantations: El Dorado, La Corona, Osceola

Quincy, Fla.

WEIL TOBACCO CO.

Growers and Packers Shade-grown

QUINCY, FLA.

G. H. Malone, Pres. D. Douglas, Vice-Pres.
D. C. Carmichael, Sec.-Treas. G. Y. Malone, Gen. Mgr.

FLORIDA SUMATRA TOBACCO CO.

Growers and Packers of Florida Shade Grown Tobacco

QUINCY, FLA.

The Connecticut Crop

SUFFIELD, Conn., Oct. 20.—Tobacco warehouses all up and down the Connecticut valley are busy sorting the excellent crop just harvested, and hundreds of skilled hands are now given employment handling the leaf. The broadleaf is reported to have passed through the sweating stage, for sampling, in excellent condition, and today finds several million pounds of broadleaf of this year's growth, on the market. Some delay in taking down the leaf in the tobacco barns has been caused by the prolonged drought and the lack of outdoor moisture. Nearly all of the Havana seed leaf is reported to have been sold.

Practically ninety per cent of the tobacco that is grown in the open in the Connecticut valley is controlled by the Connecticut Valley Tobacco Growers' Association, and the price is fixed in pools, according to grade.

Just at present there is a lull in buying, by cigar manufacturers, but the period of quickened trade from this source is believed to be near at hand.

Concerning the amount of the crop, the Government forecast for Oct. 1, for the Connecticut valley, gives 63,000,000 pounds, as compared with 46,925,000 pounds in 1922, and the October forecast shows a decline of 2.5 per cent as compared with the forecast of Sept. 1. This year's yield is referred to as a 95 per cent crop, while the average for the past ten years is a 92 per cent yield. But the yield in pounds does not tell the whole story, for tobacco growers claim that the yield per acre this year is the largest they can recall, and the price per pound, already paid or contracted, is the highest, comparing even with the peak of war prices. This apparently means handsome profits for the growers, as the cost per acre for growing a heavy crop is but little if any more than that of raising a light-weight, inferior crop.

Shadegrown in Good Condition

J. Arens, of Henry Oppenheimer & Co., 182 Water street, who has been supervising the Connecticut activities of the organization, reports that the shade-grown leaf is in splendid condition and that there is a good quantity of light tobacco.

John B. Cobb Estate Over $4,000,000

STAMFORD, Conn., Oct. 20.—An estate of $4,182,708, was left by the late John Rockwell Cobb, tobacco magnate and general capitalist who on April 9, last, died on a train en route from Hot Springs, Ark., to New York. The inventory was filed in probate court here by Williamson V. Fuller and Thomas E. Hille, of New York, and William P. Honour, of Stamford, as appraisers.

Of the estate $4,000,000 is in securities. The Strawberry Hill residence of Mr. Cobb is valued at $126,000. A town house in New York and a shooting lodge at Greensboro, N. C., are included. Three Remington paintings and one Detaille are valued at $10,000.

Mr. Cobb, who was a founder and director in the Riker-Hegeman Co., first vice-president of the American Tobacco Co. and a vice-president of the Consolidated Tobacco Co., leaves his estate under a trust fund to his wife, who is to receive $25,000 a year and the use of the Stamford and New York homes. On the death the estate is to go to two daughters, Mrs. Mary Howard Gilmour and Mrs. Lucy Cobb Hill, both of Stamford. At that time also University of Virginia is to get a sum "not to exceed $140,000," Mr. Cobb having already given that institution $50,000 for a chemical laboratory.

W. P. Gilmour, son-in-law, and an executor, is to get $25,000, while George W. Hill, Jr., grandson, gets $150,000 and a shooting camp in Canada, the North Carolina property now going to the two daughters, who also get the residue of the estate when Mrs. Cobb dies.

Canadian Tobacco Ruined by Frost

The more one knows about the chances of success in growing cotton, or tobacco, or corn, or truck, or strawberries, or dewberries, or cantaloupes, or peaches or anything else in eastern North Carolina the wonder is that the 250,000 new settlers which have gone to Canada this year did not come to this wonderful coastal region with its fertile lands and ideal climate. While tobacco in Ontario was in the field and the farmers were in mortal fear of frost, the tobacco growers of eastern North Carolina had harvested and sold their weed and had cover crops on the land which produced their tobacco.

Growing tobacco in Ontario, on the contrary, is a gamble. Their crop had every promise of turning out satisfactorily but frost came along and nipped the hopes of the farmers in the bud. A killing frost occurred in that country, September 13 and 14 and destroyed all tobacco in the fields. That means practically the entire crop and the loss falls heavily on those who had hoped to succeed with the flue process of curing the weed. They had imported some experienced young tobacco men from the bright belt in North Carolina, but when the hopes of the Canadians were blasted, the Tar Heel tobacco experts had to come back to their own frostless Eldorado.

Three young Carolinians, Russell Searce, of Reidsville, and Sam Wright and Hardy Poindexter, of Ruffin, returned home a few days ago from Leamington, Ontario, where they have been flue curing tobacco for the Canadians. Raising flue-cured tobacco in Canada is a new industry and it was attempted in a strip of territory 30 miles wide and 60 miles long, in the province of Ontario. White burley tobacco, however, has been grown in that section for several years. A very fair quality of both types of the weed can be produced there, but the one deterrent factor is the danger of early frosts.

Production this year had promised about 10,000,000 pounds, but only a third of it had been cut when the frost came. No tobacco was cut after the frost, as it was utterly destroyed. The Canadian growers are greatly discouraged over their heavy losses this season, and it is doubtful whether another crop as large as that this year will be planted again. This is the earliest killing frost in the country in 26 years. Many farmers had gone in heavily for tobacco and consequently their losses are serious.

Why people insist on trying to live outside of the "nation's garden spot" is past understanding. Of course, it is because they know little about this wonderful country and we have taken no trouble to let them know about it. Here is where we grow the nation's greatest tobacco crops. Men come here from other states to grow tobacco because they can grow quality stuff and where there are markets and warehouses for handling our big crop of 400,000,000 pounds. In Canada growing tobacco is an experiment. In eastern North Carolina it is an industry. Our crop this year may bring $100,000,000.—*Wilmington (N. C.) Star.*

EVERYBODY LIKES
RED TOP SNUFF
A Universal Favorite for 35 Years.
MANUFACTURED BY
BYFIELD SNUFF CO.
BYFIELD, MASS.

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GROWERS OF CONN. SHADE
And Packers of Leaf Tobacco
235 State Street Hartford. Conn.

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GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.
"After all, nothing satisfies like a good cigar."

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CONNECTICUT TOBACCOS
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Growers and Packers of
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Established 1840
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GROWERS PACKERS
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PINNEY'S CONNECTICUT SHADE
QUALITY TO BURN
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YEARS 105 YEARS

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PETERSBURG, VIRGINIA U. S. A.

Cable Address "Maczim"

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Leaf Tobacco Dealers

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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E. B. FICKLEN TOBACCO CO.

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GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Ample for Redrying by Steam or Natural Season

Samples Furnished Cable "FICKLEN" Correspondence Solicited

H. W. COBB, President T. W. WEBB, Secretary Z. V. GWYNN, Vice Pres. and Treas.

Cobb-Gwynn Tobacco Company, Inc.

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

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Established 1886

BRIGHT LEAF TOBACCO

TRADE MARK T. R. REGISTERED

Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

G. R. GARRETT COMPANY, Inc.

Cable Address "GARRETT"

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Use Arnold's Cipher No. 5 Codes { A. B. C. 4th & 5th Edition Lieber's

Clean, Uniform Strips a Specialty

ROCKY MOUNT, NORTH CAROLINA, U. S. A.

Better Feeling Prevails at Danville

DANVILLE, Va., Oct. 23.—A distinctive improvement in the quality of tobacco brought to both the auction floors and to the co-operative marketing organization receiving stations, has resulted during the past few days in a better feeling among the farmers and the warehousemen.

On the auction floors which reflect the trend of the market more readily than the co-operative receiving stations since the prices are a public matter, the Danville average has risen steadily as the nondescript types seen at the opening gave way to the better grades. Heavy sales are in evidence this week and the market report is expected to show the largest quantity of tobacco sold in any week since the market opened.

Official figures for sales on the seven local warehouse floors during the past week show the disposal of 1,225,871 pounds, sold for $262,492.54, the average price being $21.41. The previous week more than half a million pounds was sold for an average of $18.96.

Sales for the season in Danville now amount to 2,328,353 pounds sold for $468,002.32 or at an average price of $20.10.

The record single sale for the season in point of price has been recorded at Acrees warehouse where M. O. Nelson, the manager, reports that J. A. Younger sold 790 pounds of wrappers, some of them fancy, for $407.50, his average being $51.51. One pile of wrappers sold at eighty cents a pound.—TETLEY.

Visiting Japanese Arouse Great Interest

DANVILLE, Va., Oct. 22.—Speculation was rife here a few days ago when four Japanese, representatives of the Japanese government monopoly, arrived in Danville and followed the sales for the day accompanied by representatives of the local firm of Pemberton & Penn, which, for 25 years, has represented the monopoly in Danville. Certain grades were bought eagerly by buyers for the local firm on Japanese account, these being largely lugs with good body, and some wrappers. Some observers of the sales reported that this demand resulted in a favorable price reaction on those grades.

In Market for Some Tobacco

At the offices of Pemberton & Penn, Inc., where inquiries were made relative to the significance of the appearance of the foreign visitors, a guarded statement was made, this to the effect that the Japanese representatives were in consultation with members of the firm and that they were on the market for "some tobacco." No indication of the amount bought was given nor could anything relative to future activities on account of the monopoly be gleaned. They remained here one day only.—TETLEY.

Oil Burning Curing Device Demonstrated

DANVILLE, Va., Oct. 22.—The first practical demonstration of the oil burning device invented by J. A. Wilson of this city for use in the curing of leaf tobacco was given on a nearby farm recently in the presence of a score or more farmers, some of them large landowners. The result of the demonstration found the observers impressed with its possibilities, some going so far as to say that the oil burner probably would revolutionize the present wood curing method. The burner was attached to the barn within which a number of suckers had been placed in order to demonstrate the curing properties of the heat. Crude oil was fed to the burner which was ignited. Various degrees of temperature were readily attained and maintained at will, a valve controlling the heat. The temperature in the barn was finally brought to 200 degrees. Examination of the leaf after the curing process failed to reveal any aroma of crude oil as had been expected by some. Mr. Wilson claims that the oil burner will cure tobacco at a rate much cheaper than by the wood method. He has applied for a patent and intends to market the device.—TETLEY.

Cable "Wright" Codes: Western Union; A. B. C. 5th Ed.

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INCORPORATED

LEAF TOBACCO DEALERS

ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO

ORDER OR CONTRACT—SAMPLES UPON APPLICATION

WINSTON-SALEM, N. C., U. S. A.

Established 1857

R. C. MORTON & CO. LEAF TOBACCO DEALERS

RICHMOND, VIRGINIA

Bright and Dark Virginia

Burley—Western—Seed Leaf

Strips—Scraps—Stems—Cuttings

Cable address, Morton-Richmond

W. T. COUSINS & CO. | Buyers of All Grades of Virginia and Carolina Tobaccos "OLD BELT" SMOKING TOBACCO a Specialty | DANVILLE, VA.

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Buyers on All Important Markets in Virginia and Carolina

CABLE ADDRESS: "Penn," Danville, Virginia
CABLE ADDRESS: "Penn," Richmond, Virginia

CODES USED: Western Union, Arnold's 5 and 15, Bentley's

Unsatisfactory Prices

RICHMOND, Va., Oct. 20.—Virginia tobacco growers have experienced some uneasiness because of the comparatively low prices that have been received for Virginia bright leaf since the opening of the co-operative warehouse on Oct. 9. Tobacco is selling for less than it did at the beginning of the season last year, according to J. J. Owen, assistant state commissioner agriculture, but the quality of the tobacco that has reached the warehouses is not the best.

A comparatively small amount of the crop has reached the markets and the growers, it is said, do not fear that present conditions will continue. Although several causes are advanced for off quotations the main reason is said to be the fight being waged between the organized growers and the independent warehouses. Last season the independent dealers started off by advancing prices and this year the tactics adopted are said to be exactly the reverse.

Due to the retarded season, the quality this year is not the best grade for cigarette tobacco and this is expected to have some effect on prices for a few months.

Mebane Sales Improve

MEBANE, N. C., Oct. 20.—Mebane's tobacco market is showing some improvement over the former weeks of the season. The best tobacco is bringing $50 to $60, and the best, experienced tobacco men say, is by no means on the market yet.

Mebane has a reputation for good prices, and the average will doubtless pull her up to a high place this season among the markets of the state.

Henderson Average, $19.75

HENDERSON, N. C., Oct. 20.—Sales on the Henderson auction tobacco market for the week amounted to 340,454 pounds, which sold for $67,259.81, at an average of $19.75. This gives a total for the season through this week of 971,530 pounds, which sold for $183,996.80, for an average of $18.94 per hundred.

These figures give the market fully 50 per cent more than was sold last week, with an average of 35 cents per hundred higher, and raises the season average from $18.49 per hundred at the close of business last week, as compared with $18.94 at the end of the present week.

Sales for each day of the past week were as follows:

	Pounds	Price	Average
Monday	80,002	$16,425.56	$20.53
Tuesday	67,714	13,823.73	20.41
Wednesday ..	69,974	13,129.94	18.76
Thursday	64,732	12,578.46	19.43
Friday	58,032	11,302.02	19.47

The average for the season thus far is from three to five cents under the price for the same period a year ago. According to reports received here from the State Department of Agriculture, Raleigh, reporting officially for business up to October, say that warehousemen have been unanimous in remarking that the tobacco offered during the month of September was very poor. Sales consisted mostly of a common quality of lugs and tips, with very little good tobacco being sold. Some damage was reported from rains in some sections, with the crop as a rule not as good as expected, and with

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reports that the quality is not as good as last year.

The crop report just issued shows the condition of the crop at harvest as 84 per cent of normal, with a forecasted yield of 347,000,000 pounds. Final sales for the 1922 season were given as only 265,513 pounds. By the same reckoning the Henderson market for September, 1922, averaged $22.30 per hundred pounds, while that of 1923 was only $18.66.

Criticizes Pool System

GREENSBORO, N. C., Oct. 21.—The author of a letter published in today's issue of the Greensboro *Daily News*, says:

We see from the papers that an effort is being made to organize the wheat growers of the northwest into an organization similar to the tobacco pool of the south, and that the success of this tobacco pool is cited as a model.

Co-operative marketing is being offered to all growers of farm products as a panacea for all their ills. This policy is receiving a boost just at this time by the very interesting papers being published from Prof. Branson and others. Prof. Branson writes very interestingly of the operations of the co-operative associations of northern Europe who sell their farm products through their own established agencies, in London and other thickly populated districts, where they come into direct contact with the consumer.

Now, Mr. Editor, Prof. Branson has given us the facts as to the operation and outcome of these associations in Denmark, Norway and elsewhere. Will someone kindly tell us the present status of these pools nearer home? The ones in which we are more interested. Here, where conditions are so different from what they are over there. We hear many conflicting rumors as to the operation of these so-called pools nearer home. The writer would say that he has socialistic leanings and has been at some pains to learn something of the facts in the case, especially of this tobacco pool.

U. S. Conditions

Conditions in the United States are quite different from the conditions described by Prof. Branson. It is impossible to go into details of the subject in a paper of this kind. So we would confine ourselves to asking a few questions which some of your many readers no doubt can answer.

Is it a fact, that, of about 110 associations organized during the last ten years among farmers of the United States more than 100 have ended disastrously? Is it a fact, that after the cotton pool sold their holdings of the 1922 crop at around 26 cents, cotton advanced to 30 cents and at no time since has it been as low as the price the pool cashed in? Is it a fact, that the low price of the tobacco crop marketed 1920 and 1921 was owing to the unprecedented dry season, because of which a large per cent of the crop was used as fertilizer and the remainder sold for higher figures than have been obtained since? Is it a fact, that many types of our domestic tobaccos have been on a steady decline ever since the pool was formed and began operation two years ago? Is it a fact that these types of tobacco were lower last year than the year before and that the pool as well as outsiders sold their holdings at these reduced figures? Is it a further fact that these same types of tobacco as well as others are lower this year than last and that the pool is now selling these tobaccos at these

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reduced figures? Is it a fact that the Georgia tobacco crop where no pool operates sold this season at higher figures than are prevailing in South Carolina, North Carolina or Virginia? Is it a fact that a majority of the pool members would sever their relation with the pool and are only held by the contract?

Accepting the prices obtained on the open market as the value of the 1922 crop is it a fact that our merchants and others are financially embarrassed because of the millions of dollars owing the producers by the pool which many believe can never be paid except with money collected from the sale of the 1923 crop?

What has become of the peanut pool? Is it still functioning or has it followed its predecessors "up salt river"? Is the following signed article by C. Boswell, of Black Creek, North Carolina, and published in the *Wilson Times* of the tenth, true?

"A man near Fremont who is a member of the tobacco association has a wife and two small children. He delivered his tobacco to the pool at Fremont. There was one lot of 300 pounds which was so common the managers refused to receive or make any advance on it. He carried it home and gave it to his little son, who carried it to Wilson, sold it on the open market and realized $9 from the sale. The managers of the pool hearing of this sale went to this man's house and collected from him five cents per pound for selling the tobacco on the open market. The man paid them $15, the $9 his boy had received and six additional of his own."

Oxford Average, $19.27

OXFORD, N. C., Oct. 20.—Total sales for the week, 369,497 pounds; average price per 100 pounds, $19.27. Sold to date of 1923 crop, 938,231 pounds; average price per 100 pounds, $17.53. Sold to same time last year, 2,827,317 pounds; average price per 100 pounds, $27.25.

New Bern Average, $16.28

NEW BERN, N. C., Oct. 20.—Total sales for the week, 36,086 pounds; average price per 100 pounds, $16.28. Sold to date of 1923 crop, 406,262 pounds; average price per 100 pounds, $16.18.—M. E. TYSON.

Co-operative Deliveries

RALEIGH, N. C., Oct. 20.—The Tobacco Growers' Co-Operative Association has received over 45,500,000 pounds of tobacco from the South Carolina and Eastern belts this year, according to the official report of deliveries to date given out at a meeting of the tobacco association's directors held in Raleigh. President Norwood, of the association, stated that the organized tobacco farmers of the Eastern and Southern district have already delivered more tobacco to their association than during the entire season of 1922, with a majority of the North Carolina crop still unmarketed.

New members have joined the marketing association at nearly every receiving point in the old belt since the co-operative season opened with higher advances than those of last year, according to directors from Western North Carolina and Virginia.

Operating expenses of the association, including all salary and in handling of the 1922 crop of tobacco, have come to only $1.56 per 100 pounds, according to the latest figures for handling 163,000,000 pounds of tobacco delivered by members.

Advances on the association floors in Wake County have already reached the $25 mark, according to E. M. Talley, association warehouseman at Fuquay Springs, who stated that 600 pounds of wrappers brought in by Edward Mabrey, of Angier, brought a first cash advance of $25 per 100. Other markets of the association are reporting very high-grade deliveries and first cash payments to individuals for their entire loads which averaged over $20 per 100 in the opening week.

Match Imports and Exports

WASHINGTON, D. C., Oct. 24.—There were 284,967 gross boxes of matches imported into the United States during August, according to an announcement just made by the Department of Commerce. They were valued at $136,046.

By far the largest quantity of these matches came from Sweden, with the second largest quantity coming from the Netherlands and the third from Norway.

Domestic exports of matches were valued at $14,736, according to the announcement, of which the largest quantities went to France and Nicaragua.—LAMM.

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Louisville Tobacco Market Reports

LOUISVILLE, Ky., Oct. 20.—The Louisville Tobacco Board of Trade reports the hogshead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to October 19

Warehouses	Week: Auction Sales	Week: Private Sales	Week: Total for Week	Year, Jan. 1, to date
Turner	...	...	...	792
Kentucky	40	12	52	7,852
Main Street	25	...	25	2,740
Planters-Farmers	61	1	62	9,585
New Tenth Street	20	...	20	3,628
Louisville	...	...	...	4,102
	146	13	159	28,699
Year 1922			660	57,197
Year 1921			1,831	58,524
Year 1920			1,339	46,910

Classifications of this Week's Sales

	Old Crops	1922 Crop	Total
Burley	47	74	121
Dark	33	5	38
	80	79	159

Classifications of Sales Jan. 1 to Date

	1923	Old Crops	1922 Crop	Total
Burley	2	10,221	15,015	25,238
Dark		2,744	717	3,461
	2	12,965	15,732	28,699

Classification of Sales to Same Date in

	1922	1921	1920
Burley	53,110	54,337	43,803
Dark	4,087	4,187	3,107
	57,197	58,524	46,910

Comparisons with Previous Years

	1923	1922	1921
SALES—			
Total sales of new crop to date	20.254	14,880	49,262
Sales of new crop to date. Original inspection	16,432	12,366	40,208
REJECTIONS			
Rejections this week:			
Burley	51	...	...
Dark	19	...	...
Total	70	73	469
Percentage of rejections to auction sales:			
Burley	43	...	...
Dark	73	...	...
Total	48	17	26
Rejections, Jan. 1 to date:			
Burley	5,652	...	...
Dark	597	...	...
Total	6,249	11,882	13,045
RECEIPTS—			
Receipts this week	164	572	1,477
Receipts, Jan. 1 to date	20,579	34,585	47,552

Official Quotations at Louisville, October 19, 1923

	Burley: Dark Red	Burley: Bright Red	Burley: Colory	Dark: Manufacturing
Trash (green or mix.)	7 to 8	8 to 9	9 to 11	to 4½
Trash (sound)	10 to 12	12 to 14	15 to 17	4½ to 5½
Common Lugs	12 to 14	14 to 16	18 to 20	5½ to 6½
Medium Lugs	15 to 16	16 to 18	20 to 22	6 to 7
Good Lugs	18 to 20	20 to 22	22 to 25	7 to 8
Com. Leaf (short)	12 to 14	14 to 16	18 to 20	8 to 10
Common Leaf	15 to 17	18 to 20	22 to 25	10 to 12
Medium Leaf	22 to 24	24 to 26	27 to 30	14 to 16
Good Leaf	26 to 30	30 to 32	32 to 35	18 to 20
Fine and Selections	35 to 40	40 to 42	42 to 49½	22 to 25

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

Owensboro Outlook

OWENSBORO, Ky., Oct. 20.—A good general rain during the week has proved helpful in development of tobacco curing, and it seems now that by December 1 tobacco will be sufficiently cured to market.

While the Board of Trade has not definitely determined as to date of opening sales it is probable it will be about December 3.—J. S. PHELON.

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Burley Community Locals

BLOOMFIELD, Ky., Oct. 20.—The work of organizing community locals of the Burley Tobacco Growers' Co-operative Association was started here today when Miss Verna Elsinger, director of social service of the association; William Collins, chief of the field service division, and J. D. Craddock, assistant in the field service, spoke to a large crowd of men and women of Nelson county.

Miss Elsinger outlined the purposes of the community local, the improvement of health and home conditions, better care of babies, better school surroundings and an interest in the work of the men. She told how the morale of the association had been helped in the counties so far organized through the participation of the women and children in the community locals and how initiative had been developed by the fact that many persons who had done nothing for the association previously had found out that there was something they could do to help.

Miss Elsinger said in part:

Must Have Loyalty

"Two factors are important to the success of a co-operative organization such as ours. The first, an efficient central merchandising machinery. The thrilling story of the burley co-operative's achievement in this line is now a familiar one to all Kentucky. The second important factor is the individual member. The loyalty, the intelligent thought and the active support which each of the 92,000 members give to the association is in the final analysis, its greatest source of strength or of weakness, as the case may be.

"European co-operatives, small in area and membership as compared with our own, have had these advantages. There has been a development beginning with a small group, coming together as neighbors, imbued with a spirit of co-operation and developing out of that a co-operative machinery. Our own organization on the other hand, forced by the dire necessity of hard times, built first its central machinery. We now approach the second step: the development of a neighborly co-operative spirit; the closer contact between the individual grower and his association, the development of a unity and solidarity which can come only from people joining together working hand in hand for a common cause.

"Every member should know what the association is, what it is trying to do, how it is doing it. He should be voting and taking an active share in the association's work. He should be so well informed that he can meet criticisms from the outside and fight insidious propaganda. He should be actively working with his fellow members for the success of a cause which means progress and prosperity for thousands of men, women and children.

Local Is Only Means

"The means by which he can do this is a gathering of neighbors in a community local. In most of the locals, a discussion plan is being followed with the result that hundreds of members are learning for the first time the elementary facts in regard to co-operative marketing; facts which every member should know. The farmer is learning in detail some of the facts about his business which often he has not had the time nor opportunity to take up before. He is learning why co-operative marketing is the only sound system of marketing farm products in our present industrial society.

"He is learning the standing of the burley association as a business organization; its credit with the banks, with the War Finance Corporation and so on. Moreover, he is thinking and making suggestions on ways and means of improving details in the organization. Instead of sitting around on soap boxes, discussing with his neighbors the things he doesn't like, he is bringing them up in local meeting. If the facts are not clear, he is asking headquarters for information which will make them clear. In other words, he is recognizing his part in the organization, his obligation to it, he is becoming an active, not a passive member."

Porter Praises Pool

SHELBYVILLE, Tenn., Oct. 20.—J. Sherman Porter, of Lexington, Ky., editor of the *Burley Tobacco Grower,* addressed a large crowd of general farmers and tobacco growers here this afternoon on the co-operative marketing of farm products with special reference to Burley tobacco.

Mr. Porter urged the growers to pay no attention to statements of interests hostile to co-operative marketing in regard to the Burley pool, but to "write to any newspaper man, any merchant, any banker, any lawyer, any physician, any tobacco grower or to anyone else who does business with the tobacco growers of Kentucky, as to whether the organization has improved conditions, and we shall cheerfully abide by what they answer."

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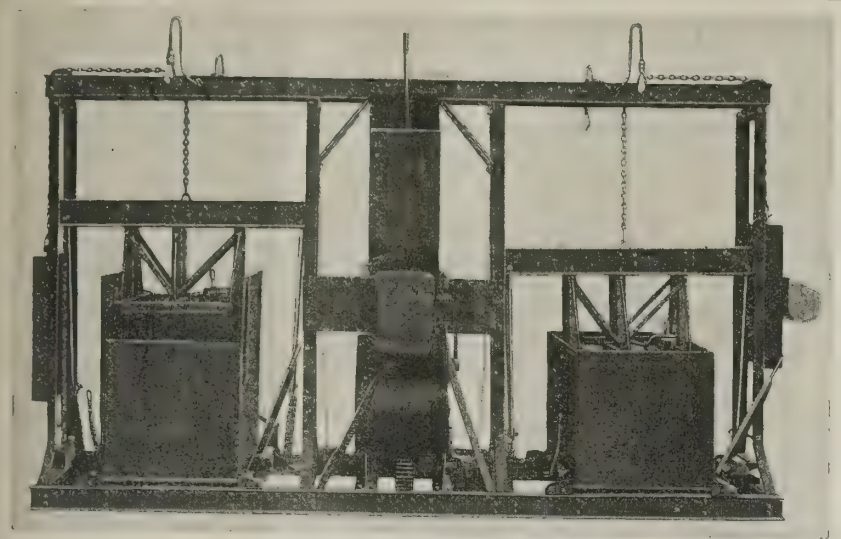
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Paducah Prospects

PADUCAH, Ky., Oct. 20.—Sales of hogshead tobacco have been light again this week. However the Association has made sales of several small lots of leaf tobacco, but the prices and number of hogsheads have not been given out. There is considerable inquiry for both leaf and lugs, most of which is of the common and medium grades.

The past week has been pleasant with moderate to warm temperature, fine weather for curing the new crop. A warm, gentle rain set in on Tuesday, which continued until Thursday, which gave a goood season, which will greatly benefit tobacco hanging in the barns, especially the early cut and cured tobacco, and it will also benefit that part of the crop that has just been cured.

We have had opportunity to examine tobacco in the barns and I am convinced that our first ideas regarding quality were correct. Colors are generally good, being brown to light brown, and the tobacco is leafy with lots of length. In fact the percentage of long tobacco will run as high as we have ever seen. The better part of the crop runs on the light cigar style, and the greater part of it is smooth and clean, but lacks body. However, there is a fair sprinkle of heavy tobacco in the crop, and we think, taking it all in all, that we have a very useful crop of tobacco that will be desirable for export and home use.

The percentage of low grades will be heavy on account of wild fire, and many crops have been injured to the extent that they will only make lugs and trashes. The percentage of low grades will be much larger than usual.

All of the crop has been cut and the late cuttings are being cured now. There has been no frost so far, consequently no damage from this source. The early cured tobacco is in good condition for stripping and classing, and no doubt some tobacco will be gotten ready for early marketing, and we may see some movement by November 1, but we don't look for any activity until the middle of November to December 1.

What prices may be remains to be seen. Of course this will depend largely upon the supply and demand. We have a large crop, the greater part of which is controlled by the Co-operative Association, and how prices will compare with last year we cannot say.—W. B. KENNEDY.

Burley Legal Matters

LEXINGTON, Ky., Oct. 22.—Judge Charles Marshall, of the Shelby Circuit Court, has decided the case of the Burley Tobacco Growers' Co-operative Association against J. B. Turner, of Shelbyville, in favor of the association and has awarded the association an order of delivery directing Turner to deliver the tobacco grown on his Oldham County farm to the association as provided in his contract.

At a preliminary hearing of the matter when first brought before him, Judge Marshall granted the association a temporary injunction preventing Turner from selling the crop over the loose leaf floors, or delivering it to any person or corporation other than the co-operative. The Court of Appeals refused a dissolution of the injunction and Judge Marshall finally disposed of the case by granting an order of delivery.

Turner was represented by Ogden, Edwards and Peak, of Louisville, and the association by Carmel Hallmeyer, of Lexington, and Stanley F. Reed, of Maysville.

Announcement was made today at the offices of the legal department that the association will appeal the decision of Judge Sidney Gaines, of Burlington, in the case of the association against the city of Carrollton, in which the city is seeking to assess the tobacco in the hands of the association for taxes and in which the court decided for the city, refusing the injunction asked for by the association.

Sim Weisenback, of Fayette county, who was sued by the co-operative for damages recently, settled the claim against him in full by paying 5 cents a pound on all tobacco sold, a $25 attorney's fee and $5.60 court costs, the total amount being $123.10.



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BECAUSE HIS CIGARIST ENCASED THEM IN THE RACINE WAX-LINED INDIVIDUAL CIGAR POCKETS.

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Manufacturers who have been the most successful in "getting a run" on certain brands of cigars are those who have produced a cigar that is mild to the taste, free in its burning qualities and at the same time fragrant in aroma.

No tobacco in the world combines all these requisites to a good mild cigar in so marked a degree as Porto Rican. In fact, much of the popularity attained by the "Mild Havanas" is attributable to the ideal blending of Porto Rican Tobacco in the filler.

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Cigar Manufacturers should be sufficient. If you are not using Porto Rican Tobacco at present, try it, and see if your customers are not better satisfied. But ——

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PINK —Manufactured in P. R. with tobacco not a product of P. R.

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WHITE—Genuine Porto Rican growth.
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Juncos, Porto Rico

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Names of Steamships and Dates of Arrivals at Port of New York

Cigars from Cuba

S. S. Siboney —*Oct. 16*

	Cases
Park & Tilford	52
Central Union Trust Co.	51
United Cigar Stores Co.	25
Grosvenor Nicholas & Co.	7
B. Wasserman Co.	7
A. Dunhill, Inc.	2
Charles & Co.	3
J. W. Surbrug, Inc.	1
C. A. Pattengil	1
N. Y. & Cuba Mail S. S. Co.	35

S. S. Toloa —*Oct. 22*

Park & Tilford ..... 8 cases

Tobacco from Cuba

S. S. Siboney —*Oct. 16*

	Bales
J. Bernheim & Son	200
American Cigar Co.	100
E. Rosenwald & Bro.	30
E. P. Cordero & Co.	22
Stern-Mendelsohn Co.	315
H. Oppenheimer & Co.	23

	Barrels
Waitt & Bond	268
American Cigar Co.	32
Milton Greenhall	28
Hinsdale, Smith & Co.	130
W. K. Gresh & Sons	10
S. Ruppin, Inc.	20
R. Corsa	3

	Packs
J. Bernheim & Son	167
B. Feifer & Co.	24
Waitt & Bond	15
R. Corsa	13
J. Marqusee & Son	10
N. Y. & Cuba Mail S. S. Co.	400

Cigars from Porto Rico

S. S. Caracas —*Oct. 16*

	Cases
Porto Rican American Tob. Co.	130
United Cigar Stores Co.	50

S. S. Ponce —*Oct. 17*

	Cases
Porto Rican American Tob. Co.	266
United Cigar Stores Co.	129
Infanzon & Rodriguez	14
Valle & Miller	14
M. A. André	3
Royal Bank of Canada	3
Villar, Lanza Co.	4
F. Bonilla	2
M. N. Mackid	2
Bosch Bros.	1
Austin Nichols Co.	2

Tobacco from Porto Rico

S. S. Caracas —*Oct. 16*

	Bales
American Cigar Co.	729
Stern-Mendelsohn Co.	15
Rosenstadt & Waller	24
J. Cohn & Co.	4

	Barrels
Selgas & Co.	550
Rosenstadt & Waller	244
J. Cohn & Co.	100
Stern-Mendelsohn Co.	95
E. Rosenwald & Bro.	85
Max Gans' Sons	75
Hamburger Bros. & Co.	60
American Cigar Co.	43
Durlach Bros.	768 bags

S. S. Ponce —*Oct. 17*

	Bales
J. B. Lichtenstein	82
Maurice Winter & Co.	20
A. Riera & Co.	10
Leo Hirsch	102
Oritz Hnos	2

	Barrels
M. A. Andrè	169
American Sumatra Tobacco Co.	427
J. Marqusee & Son	162
M. Lopez & Co.	115
Industrial Leaf Tobacco Co.	172
H. Neuberger	23
Garcia & Maldonado	46
Maurice Winter & Co.	124
A. Riera & Co.	10
Pedro Costa	22
J. B. Lichtenstein	6
Oritz Hnos	3

Tobacco from Rotterdam

S. S. Veendam —*Oct. 20*

	Bales
Manus, Muller & Co.	101
A. Bornholdt & Co.	90
H. Duys & Co.	145
Max Maier	14
Herzog & Sarluy	12
Markland & Reed	5
L. Schmid & Co.	11

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GROWERS, PACKERS & EXPORTERS OF
Porto Rican Tobacco
P. O. Box 113, Aibonito, Porto Rico
Plantations at La Plata, Aibonito

	Cases
W. O. Smith & Co.	2
W. Van Doorn	78
W. Van Doorn	44 packs

Tobacco from Liverpool

S. S. Davisian —*Oct. 20*
A. Oppenheimer & Co. 5 cases

Tobacco from Southampton

S. S. Aquitania —*Oct. 19*
R. F. Downing & Co. 2 cases

Tobacco from London

S. S. Maryland —*Oct. 19*
Faber, Coe & Gregg 2 cases

Tobacco from Glasgow

S. S. Tarantia —*Oct. 19*

	Cases
A. Dunhill, Inc.	14
Grosvenor Nicholas & Co.	4

Tobacco from Belfast

S. S. East Side —*Oct. 21*
G. A. Henshaw & Sons 235 bags

Cigarettes from Southampton

S. S. Olympic —*Oct. 17*
Draeger Shipping Co. 1 case
S. S. Aquitania —*Oct. 19*
R. H. Macy & Co. 1 case

Cigarettes from Liverpool

S. S. Davisian —*Oct. 20*
British American Tobacco Co. 1 case

Cigarette Paper from Havre

S. S. Olen —*Oct. 20*

	Cases
Rose & Frank Co.	171
le Mauduit Paper Corp.	135

Cigarette Paper from St. Nazaire

S. S. Sarcoxie —*Oct. 16*

	Cases
R. J. Reynolds Tobacco Co.	390
le Mauduit Paper Corp.	182

Cigarette Paper from Bordeaux

S. S. Sarcoxie —*Oct. 16*
American Tobacco Co. 900 cases

Cigarette Paper from Southampton

S. S. Olympic —*Oct. 17*
Max Spiegel & Sons 2 cases

Cigarette Paper from Panama

S. S. Panama —*Oct. 17*
British American Tobacco Co. 6 cases

Briar Pipes from Southampton

S. S. Olympic —*Oct. 17*
Alfred Orlik 2 cases
S. S. Aquitania —*Oct. 19*

	Cases
A. Dunhill, Inc.	3
Metropolitan Tobacco Co.	1
Alfred Orlik	1

Briar Pipes from London

S. S. Maryland —*Oct. 19*
Grosvenor Nicholas & Co. 1 case

Briar Pipes from Havre

S. S. Olen —*Oct. 20*

	Cases
N. Y. Merchandise Co.	4
S. S. Kresge & Co.	1

S. S. Paris —*Oct. 20*

	Cases
A. Oppenheimer & Co.	7
E. Murray Hill Co.	32
To Order	13

Briar Pipes from Rotterdam

S. S. Veendam —*Oct. 20*
A. B. Newman Co. 7 cases

Briarwood from Leghorn

S. S. Giovanna Florio —*Oct. 19*
To Order 70 packs

Smokers' Articles from Southampton

S. S. Olympic —*Oct. 17*
F. Murray Hill & Co. 22 cases

Gum Tragacanth from Southampton

S. S. Olympic —*Oct. 17*
To Order 57 cases

Gum Tragacanth from Bombay

S. S. Homestead —*Oct. 16*

	Bags
Goschens & Cunliffe	102
To Order	186

	Cases
Persian Produce Co.	11
To Order	54
Goschens & Cunliffe	26

Imports and Exports at New Orleans

The following are the imports and exports through the Port of New Orleans for the week ending October 18:

Scrap Tobacco from Cuba

By S. S. Excelsior
To A. Falk & Son 25 packages

Leaf Tobacco from Cuba

By S. S. Creole
To Imperial Cigar Co. 10 barrels
By S. S. Comus
To Nathan Elson & Co. 15 bales
By S. S. Capitan
To Nathan Elson Co. 48 bales
By S. S. Excelsior
To Nathan Elson Co. 22 bales

Cigars from Cuba

By S. S. Chalmette
To U. Koen & Co. 2 cases

Exports

By S. S. Leerdam
For Rotterdam 600 hhds. tobacco
By S. S. Alberta
For Ancona, Austria 750 hhds. tobacco
By S. S. Leerdam
For Rotterdam 29 hhds. tobacco
By S. S. Persier
For Antwerp 287 hhds. tobacco
By S. S. De La Salle
For Havre 84 hhds. tobacco
By S. S. Bruges
For Bordeaux 292 hhds. tobacco
By S. S. Emergency
For Hamburg-Bremen. 89 hhds. tobacco
By S. S. Novian
For Liverpool 156 hhds. tobacco
By S. S. Lorraine Cross
For Buenos Aires 95 hhds. tobacco
By S. S. Mosella
For London 173 hhds. tobacco

In New England

D. Dreux, of D. Dreux, Inc., 197 Water street, is visiting the principal cigar manufacturers in New England this week.

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WESTBY, VERNON COUNTY, WISCONSIN
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Packers of
Northern Wisconsin Tobacco
Tomah, Wisconsin
TANGLE STRIPS OR STRIPPED AND BOOKED Bs

T. O. RIME & SON
Packers of Fancy Wisconsin Leaf
Orfordville Wisconsin

WILLIAM H. WHITNER
Importer and Packer of
LEAF TOBACCO
24-25 and 26 Wall Street BINGHAMTON, N. Y.



Wisconsin Leaf Curing in Way to Please Buyers

Alternating Rain and Frosts Give Satisfactory Colors to Hanging Tobacco—Products of Few Hundred Acres Piled in Sheds—Pool Has Considerable of Southern Carryover.

EDGERTON, Wis., Oct. 21.—The weather the past two weeks has been unusually rainy and very cold between times. The last two nights have witnessed two heavy frosts. Those operators who like to see several frosts visit the hanging tobacco before it entirely colors out are quite well pleased with the progress of curing the last few days.

Perhaps two hundred to five hundred acres in the state are now in the pile in the shed as a result of the recent case weather. There are no entire crops among them down, however, but many growers always take a little down the first few visits of case weather. It gives them a good sample of the crop, for themselves and the early buyers who might happen to be along, and enables them to have more shed room in the meantime.

Curing Out With Beautiful Colors

The leaf that escaped the prevalent damage that occurred in the shed early in the season is curing out with a beautiful color, even in tint, and crops of this character are being constantly pecked at—in the south especially, at astonishing prices. The rains have held the buyers in a lot the past week, but several crops in the south have continued to ring down 30 cents with regularity during that period of time.

The last of the unlucky crops are all in the shed now. Two weeks ago saw much of it still in the field, that is now in the sheds. The writer's estimate of some weeks ago that 90 per cent of the entire crop in the south would eventually see the inside of the sheds is not changed at the present time.

Hard to Find Binders

In the north somewhat vain searchings continue for unsold fine crops of binders. Most of it is gone, and the rest of it is hard to find, if there is any. Only about ten per cent of the fields out during September's disastrous frosts will be shedded in the north. The rest of it is still out, and much of it is already plowed under.

The state's October estimate of the total yield of the 1923 Wisconsin crop is 43,000,000 pounds, instead of the 53,000,000-pound estimate of the first of September. In other words, the state estimates that ten million pounds of the crop will be left in the field. No effort was made to figure the poundage of the damaged tobacco that was out those memorable nights of September 12 and 13.

Sampling Almost Completed

Sampling of the '23 is almost completed. The characterization of the northern '23 is that it has fine attributes of color, size, and spread, but that the tobacco lacked the customary amount of gummyness. Perhaps a little more than the usual amount of black-rot was found in it, but nothing of serious proportions. About ten days of cleaning it out will be needed by the average packer. Nor will the total poundage thrown out amount to much.

Eastern inquiries for the '22 have been persistent. One good-sized packing went by the board last week to a New York house. There seems to be a slight difference between the amount of enhancement in values that took place as a result of the frosts and shed damage to the 1923 crop. The figures that the packing of the Hubbell's commanded are not known for publication, but they were high.

Pool Prices

The pool people have not sold the 2,000,000 pounds of southern carried over by them from the '22 crop. About 1,700 cases of natural shorts are held for 16 cents, marked weights. B's bulked once are higher, and the others as follows:

D-2's	28c	marked weights
D-1's	30c	" "
C-2's	32c	" "
C-1's	34c	" "
B-2's	36c	" "
B-1's	38s	" "

The sale is not making much headway, as one would think at those prices. The writer does not know, but he is given to understand that the shrinkage is considered rather high, as the shrinkage also contains the decrease in weight undergone while in the bundle. The weighings were made at the farm in April and May of the unsold crops, and went into the packing that Summer at the crop weights of the bundle, at that early time.

Also, there is the fact that these two million pounds form the unsold residue of all the Pool's holdings of the 1922 southern. The rather short crop of 1922 was entirely sold on a rather stiff market with the exception of this tobacco.

Supply Not Equal to Demand

The country is being scoured for all tobacco in cases. Many anxious inquiries among the trade of late have caused this. The supply is entirely inadequate to go around.

Many shipments of small lots of tobacco have gone out of this market the past month, and the country is being picked very clean of old goods. Outside of a few local equities old packings, there is practically nothing left to shoot at.

The trade still holds to the opinion that about 25 per cent of the 1923 southern binder supply was affected by shed damage of September.—BADGER.

Wisconsin Tobacco Crop Cut 30 Per Cent

MADISON, Wis., Oct. 20.—Low yields of hay and extensive frost damage to tobacco are reported in the October survey of the Wisconsin crop reporting service.

A record Wisconsin tobacco crop was in prospect at the time of the frost of Sept. 12 and 13 the report said. Practically all unharvested tobacco was injured by the frost, and about half the crop remained to be harvested. The damage varied considerably depending upon the location of fields. Condition is estimated by reporters to be 70 per cent of normal. The total production of both frosted and undamaged tobacco is forecast to be 43 million pounds compared to 46 million pounds last year. The difference of 10 million pounds between the Sept. 1 and the Oct. 1 forecast is an indication of the frost damage.

New Northern Wisconsin Pool Warehouses

MADISON, Wis., Oct. 20.—Warehouses of the Northern Wisconsin Co-operative Tobacco pool at Chasburg, Genoa, Coon Valley, De Soto and Independence are expected to be completed in six weeks. John Holtan, sales and warehouse manager for the pool, is procuring equipment for the warehouses, which will each accommodate 50 sorters.

Opens New Establishment

TOMAHAWK, Wis., Oct. 19.—H. J. Taylor has opened a cigar and pool business here.

Pennsylvania Tobacco Sales Come to a Slow Down

Lancaster Market Shows Symptoms of Suspended Animation—The New Crop a Source of Genuine Satisfaction—Acclaimed as Having Good Burning Qualities—Prices Not Fully Settled.

LANCASTER, Pa., Oct. 22.—The Lancster tobacco market is in a state of susended animation as regards both the new rop and the stocks of 1921 and 1922 ill on hand. Buying of the 1923 crop, hich had been going on to some slight xtent up until the past week, has slowed own and within the last few days has ome to a dead stop. Activity on the old ocks has shown no increase, although satisfactory undercurrent of small sales eeps the goods moving and optimism on e tobacco outlook up to par.

The new crop is a source of genuine tisfaction to packers, and growers also re well pleased with the outcome of what ooked, earlier in the season, like a very ediocre crop. The yield this year will e above the average of the past several ears, and the quality is very good. The ercentage of large leaves is not high, but is desirable condition will be more than ompensated for by the fine texture and eight which is becoming apparent as e crop nears a finished cure.

Tests Burning Qualities

Always on the lookout for the burning ualities of the leaf, and fearing a "dry eather" crop worse than a plague, packs in all sections of the county have gone the trouble of experimenting with this ear's product to settle this important uestion. City and county packers unite acclaiming the 1923 crop to have the xcellent burning qualities which have rned for Pennsylvania cigar leaf its putation. The burn is all that it should , tobacco men declare, and state that en in its present half-cured condition e leaf shows promise of possessing unually good burning qualities.

Since the "burn" of a crop may alone ake it very valuable, or absolutely orthless, in the manufacture of cigars, e good quality of the 1923 crop in this spect should cause a good demand for e leaf. The burn of the Lancasterown cigar leaf has been good for the st several years, and is steadily imoving under the application of specially mpounded fertilizers, which eliminate ose elements that detract from the color d burn of the leaf. Several years of perimental work along these lines by unty Agent F. S. Bucher, and a long ries of tests which were conducted by ederal Tobacco Expert Otto Olson, ve resulted in greatly improving the gar leaf along these lines.

Price Tendencies

The price which will be paid for the op now hanging in the sheds may be eatly influenced by another crop condiin which came as a result of the three eeks of excellent weather which folwed at the close of the growing season. his is the uniform development of the f. There is sufficient good tobacco in y section of the county that a buyer ay wish to visit, and he can very easily k his territory at random and find ough high quality leaf to make up a od "B" packing. It is often the case the growing of tobacco that all of the od leaf will be bunched in one section. hen this occurs, a rush of buyers to e favored spot usually results, and ices vary greatly.

Growers in the southern end of the unty report some tobacco having been ught in that neighborhood recently. ices in these transactions have hovered tween 17 and 20 cents. No other acity has been reported and it is extremeunlikely that the buying campaign will gin in earnest before the first of the ar. When operations do begin, it is rd to say just what the price will be. obacco men have not changed their forecasts of the price that they expect the 1923 crop to bring, and are more emphatic than ever in their declarations that it is very unlikely that it will soar above 20 cents.

While the jobbing trade which patronizes Lancaster independent packers speaks of conditions in the tobacco world with umbrage and looks gloomily to future prospects, they nevertheless adopt the rather paradoxical position of placing orders almost continually and are steadily drawing on their stock which is held in the local warehouses. While no large single orders have been placed, the aggregate of the numerous small transactions will reach a respectable total and indicate a condition in the cigar industry which is probably not quite as bad as might be believed from superficial information.

Packers in this section report a very good demand for low-grade binders and fillers fit for grinding from the York county manufacturing district. Quite an amount of tobacco has gone to the neighboring county and the demand seems as yet to have been unsatisfied.—KEYSTONE.

Advice on Pipe Smoking

"To the real pipe fan," Myrie writes us encouragingly, "there is only one form of smoking worth considering—his pipe.

"It must be a sound, sappy piece of French or Italian brier root. It must be of proper dimensions and design. Its draft must be right. If it is not radically wrong, carbonization or caking will eventually straighten out this defect.

"As for the cluck in the pipe's innards that makes you say 'wum' and make your exit, it can be eliminated by blowing into the pipe after every dozenth draw upon it. Occasionally the moisture can be expelled through the mouthpiece by a wide sweep of the arm, after which the mouthpiece is furtively dried on the palm of the hand or a convenient portiere curtain.

"The incurable 'wet' smoker may have his pipe made with a well of the desired capacity, or with a patented device incorporated in it.

"If you take up any real game—chess or bridge or golf—you don't grouse because you can't master it in a day. Its charm lies in its intricacies. So consider the greatest game of them all smoking the virgin brier."

* * *

We wish we could believe that it was our increasing skill in the art of pipe smoking that makes the ordeal slightly less unendurable. We doubt it. We are inclined to believe that our sense of taste is developing a protective atrophy; that our ideas of what is pleasant and desirable in life are becoming mummified by nicotine.

We are a wet smoker. We doubt whether any one is so fluent a smoker as we are. Knowing our qualifications, we question whether any patented device would ease our misery. What we need is a pipe with a complete plumbing system.

We have learned one thing, anyhow. We have discovered why the usual pipe material is known as "brier." To any one still in ignorance on that point one glance at our excoriated tongue will bring enlightenment.—FREDERIC F. VAN DE WATER, in *New York Tribune*.

Studying Local Conditions

Sim Reinach, the Chicago leaf dealer, is making a close study of New York conditions this week.

THE MEADS TOBACCO CO.

If It's **TOBACCO** *We Have It*

RED LION, PA. U. S. A.

W. K. Gresh & Sons

NORRISTOWN, PA.

Manufacturers of

The MEDITATION Cigar

Write Us if you need

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Correspondence Solicited

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LANCASTER, PA.

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CHOICE CIGAR LEAF TOBACCO

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The Cream of the Rich Northwest Section

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Co-operative Packers and Jobbers

MT. JOY, PENNSYLVANIA



To Cigar and Cigarro Manufacturers –

The only

SCRAP CUTTER

built for economical results and service

WHAT IT DOES

Cuts damp tobacco. Cuts 2500-3500 lbs. per day. Cuts uniform. Is adjustable to different sizes. Consumes little space and power.

WHAT IT DOES NOT DO

Does not choke up.

Does not tear or drag the leaf.

Does not make over 1-10% dust.

Made in two sizes.

Himoff Tobacco Machine Co.

13th Street

LONG ISLAND CITY, N. Y.

D. DREUX, Inc.

Successors to Wm. Quanjer, Inc.

Importers of Sumatra and Java Tobacco

Telephone John 2789 136 Water Street, New York



EL PRODUCTO
for real enjoyment

MARSHALL FIELD CIGARS

Distinctive Quality

After all nothing satisfies like a good cigar

THE CORAZA CIGAR CO.
HOWARD F. PENT, President
7th & Cherry Streets *Philadelphia. Pa.*

Philadelphia Cigar Factories Keep Up Activity

Continue Efforts to Increase Production to Supply Exceptionally Large, and Unusually Early Demands for Holiday Goods—Labor Conditions Improving—Trade News.

PHILADELPHIA, Oct. 23.—The past week saw a continuation of efforts to increase production to supply an exceptionally large and unusually early demands for holiday goods. Meantime, the orders for immediate deliveries show no signs of slackening.

Labor conditions are steadily improving and manufacturers are able, because of the more responsive attitude of hands, to increase output without sacrificing quality. Jobbers, too, join in the good reports of present day experiences and of future possibilities, their only plaint being that collections continue to be slow.

A week of bright, sunshiny weather stimulated retail sales, despite the fact that it was of August or September qualities rather than those of October. Warm and unseasonable as it was, it did not seem to check the interest shown by bulk purchasers of holiday goods for distribution among employes or patrons. The vogue for giving holiday expression in the shape of cigars is very pronounced.

Receiver Appointed

During the week the Court appointed Maurice Craine, of S. Weinberg, leaf dealer, receiver for the Progressive Cigar Corporation, 1201 Race St., whose failure was reported in these columns last week. The factory which the company maintained until recently at Twelfth and Race streets, has been closed. In fact, for some time past production of the firm's leader, Madam Butterfly, has been in the hands of others. The partners in the Progressive Co. are Max Lipschutz and Morris Cravis. This is the second time that the firm was reported in straitened circumstances in the last two years. On the previous occasion a compromise was effected on the basis of a forty per cent settlement, although it is understood that this was not completely carried out. The receiver is now engaged in an effort to ascertain assets and liabilities and until further progress is made through appraisal, it is a mere guess what percentage can be made available for the creditors. Announcement of the firm's difficulties came with no sense of surprise to the trade.

Compromise Offered and Accepted

A 25 per cent compromise was offered to and accepted by the creditors of the Spencer Morris Cigar Co., 812 Winter street, of which Morris Bryer is proprietor. After a discussion of the conditions, creditors agreed to accept a ten per cent immediate cash payment, the remaining 15 per cent in the form of notes payable in 3, 6 and 12 months, secured by guarantees. The business is to be continued. It was established originally by Benjamin and Morris Bryer, first on Cherry street, near Thirteenth, and later at its present headquarters. Benjamin Bryer consequently withdrew to enter the retail business, conducting stands at Twelfth and Filbert streets, and in the Schaff Building, Fifteenth and Race streets.

Contract Awarded for Second Eisenlohr Memorial Building

Second of the generous benefactions made by the late Louis H. Eisenlohr, of Otto Eisenlohr & Bros., will be used for the erection of a new four story and basement Nurses Home on the grounds of the Methodist Episcopal Hospital, Broad and Wolfe streets. The bequest, according to the statement of Charles M. Boswell, Corresponding Secretary of the Hospital, will amount to $146,516, and during the week a contract was awarded to Cramp & Co. for the erection of the building, which is to be of fire proof construction, to cost $140,000. Architect Horace W. Castor has prepared plans for the building, to contain 50 bedrooms, eight baths, a reception room and one suite of rooms with bath. Mr. Eisenlohr, who died June 7, 1922, left $300,000 to charity, as previously published, to be distributed by his executors, Charles J. Eisenlohr and Daniel Housman.

Distributors Appointed

Many distributors throughout Ohio and New York were appointed by George I. Watson, of the Associated Cigar Mfg. Co., 1039 Race street, who returned a few days ago after a three weeks' trip through that territory. The firm is running to capacity its three out of town factories on Rey Oma and Dependo, and will make special holiday packings of 40ths for the coming season.

New Holiday Packings

The new holiday packing for Adlons and 44's which the Consolidated Cigar Corporation, Eleventh and Wharton streets, is to place on the market has enjoyed so favorable a reception that a large increase in the original estimates will be made. It is proposed to wrap five Adlon Perfectos and five 44 Invincibles in tin foil, a preservative of freshness and aroma, in a handy pocket pack. The firm is maintaining three salesmen doing missionary work on the street, arranging window displays of both Adlons and 44's all over the city, working under the direction of Louis Levenson, salesmanager. Herbert Weil, of the Consolidated Cigar Corporation, New York, visited the local offices during the week.

To Please Patrons

In order to accommodate patrons the G. H. P. Cigar Co., Third and Brown streets, will put up limited packings of its leader, El Producto, in 40ths in three sizes, 2 for 25 cents, 3 for 50 and 50 cents straight. Distribution for the new packings will begin the first of November.

The full complement of salesmen for the Girard Cigar Co., 315 N. Seventh street, is now on the road with the regular stock lines, and these are selling very well. Edward Weil left the home office during the week to travel through New York and Pennsylvania and then westward as far as Michigan.

Brisk Gift Trade Anticipated

Preparations of the holiday packing of 40ths in Marietta's, Lew Wallace and La Madrid, by P. C. Fulweiler & Bros., 927 Sansom street, is now in progress in anticipation of the holiday gift trade far in excess of those of a year ago, the estimate being made on the basis of orders already in hand.

Samuel Olster, of the Ruyera Lopez Cigar Mfg. Co., 137 N. Third street, has deferred proposed road trips in order to give his time to the supervising of the newly acquired retail stand at Thirteenth and Market streets, run in connection with the National Drug Co.'s store there.

Holiday needs of the retail trade are being looked after by Frau & Pena, 1536 Columbia avenue, by special packing of its leaders, Mi Ydillo, Mi Escudo and Beldad, each of which will be packed in 10 shapes in 40ths and regular boxes.

York County News

Five New Factories Opened

YORK, Pa., Oct. 22.—Five new cigar factories were opened during September in the York division of the U. S. Internal Revenue Department, and one closed down, according to a report received from the Philadelphia district office. The factory which ceased operations was owned by the Contesta Cigar Co., located in York. The new factories and their locations are here given: United Tobacco company, Seven Valleys; Jacob E. Knisely, Windsor; Marcus Auschnitt, York; Penn Cigar, Red Lion, and John G. Bergdoll, York. George C. Enders, deputy revenue collector in the stamp department of the

ɔcal office, who had been on his annual acation for 10 days, has resumed his ıties.

Tobacco Crop Best in Years

Farmers in the southern section of ork county have completed cutting their ɔbacco and claim the 1923 crop is the ɛst in years. The color of the tobacco a dark green instead of the light yel-w that has usually prevailed and is ıe to the perfect weather conditions ıat have existed during late Summer.

One reason that is given for the suc-ɛssful crop is that the farmers have arned to grow tobacco. Instead of anting in different fields from year to ɛar as is customary with other crops, e rotation system has been abandoned ıd the tobacco planted in the same field ɛr and over again. The field is fer-ılized with stable manure, potash, cot-ın seed mead and green bone.

The crop this year is clean and the af free of worm holes and flea bites. or was there any hail to cut the leaves. he crop yield is expected by the farm-s to be 2,000 pounds to the acre.

The result has been so satisfactory is year that the farmers contemplate creasing their acreage next year. A rmer residing in East Hopewell town-ip who has been growing tobacco for years stated that he has never har-ɛsted a better crop. He estimates that his township alone there will be not ss than 20 carloads of tobacco for le. While the tobacco in different parts the county has been inspected by a ımber of dealers, no sales have yet been ported.

Working on Full Time

The El Francisco Cigar Co., Wrights-lle, S. Lewis Reisinger, foreman, which ıd been on a short time schedule for veral months, is now working full ne, having received a large order for gars, which will keep the factory busy r several months to come.

The factory which has been opened Wrightsville by Clarence Gable who ırchased the factory and fixtures of . H. Raab & Son, Second and Hellam reets, is working full time, with Wil-ım U. Carr, foreman. The present ɔrking force, it is said, will be in-eased.

Arthur H. Thompson, of the firm of E. Brooks Cigar Co., Red Lion, has ıturned from a business trip to the ıuth.

Vernon D. Frey, of the firm of A. C. ey & Co., cigar manufacturers, Red ɔn, is on a business trip to the north-st. Upon his return trip he is to ɔp at Omaha, Neb., where he will visit sister, Miss Naomi Frey.

C. M. Ehehalt, Red Lion, cigar ɔker, has returned from a seven weeks' p to the northwest in the interest of cigar trade.

Both the Havana Cigar Co. and the hn C. Herman Cigar Co., of Dover, e enjoying a period of prosperity and e rushed with orders for the Christmas de. Both factories are working full ne.

The Fix-Haynie Cigar Co., has opened second branch factory in this city. ıe new factory is located at the ex-me south end of Queen street. The ıer factory is located on North Queen eet near the Pennsylvania Railroad. e additional factory will increase the tput of the Fix-Haynie plants about quarter million cigars a week. Isaac jahn is the district manager for the x-Haynie plants.

Popper's 8-Cent cigar, made by E. pper & Co., Inc., New York, has re-ıtly been added to the line handled by ylor Brothers, 668 West Market street. a campaign with the firm's special resentative the Saylors have had most ıtifying results and have placed the ınd in many stores.

A campaign on the El Poderso cigar, nufactured by A. C. Fehsenfeld Cigar ., Baltimore, has just been finished by S. L. Etter & Son, North George street, jobbers. A special salesman for the company accompanied Sam Etter over the territory and many orders were booked.

Black Cigarettes Hit York

YORK, Pa., Oct. 20.—The black cigarette is the latest fad to reach York,—cigarettes rolled in black papers, as black as the inside of an ink bottle at midnight, and having elegant gold tips. These cigarettes of sombre wrappers have been placed on sale in cigar stores and are high priced. They are Turkish, but have an English name; the name has a London flavor.

Why black cigarettes? Of what advantage are they over those rolled in white papers? Are they intended for folks in mourning? Are they for smoking at funerals? Will undertakers adopt them as their brand? These are the questions asked by a local paper, which makes comment on them as follows:

"It is claimed for the black cigarettes that the rice paper wrappers are treated chemically to remove the offensive taste that ignited rice paper has for some smokers. For women who want to smoke surreptitiously the black cigarette has the advantage of being inconspicuous and easily concealed.

"How far the fad of black cigarettes is going to go in York remains to be seen. A man and two women—theatrical people probably—smoking cigarettes of this new brand in an all night restaurant attracted considerable attention.

"'What are they smoking?' was whispered by people at the other tables, who were not aware that the black cigarettes had arrived in York. It is said that boys in the York High School are affecting them."

Baltimore Market

BALTIMORE, Md., Oct. 19.—Gieske & Niemann, leaf tobacco merchants, make report, as follows:

MARYLAND: We have to report for the last week receipts of 588 hogsheads, against sales of 1,536 hogsheads. Market has been very strong with prices advancing on all grades.

OHIO: No receipts nor sales.

Association Data

The Leaf Tobacco Association of Baltimore City, issues these statistics for the week ending Oct. 17:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date	Same 1922
Maryland ..	601	26,788	27,389	25,732	23,167
Ohio	..	1,084	1,084	1,006	529
Total	601	27,872	28,473	26,738	23,696

Reinspections this week: Maryland, 13; Ohio, —; to date, Maryland, 1,657; Ohio, 78.

Deliveries

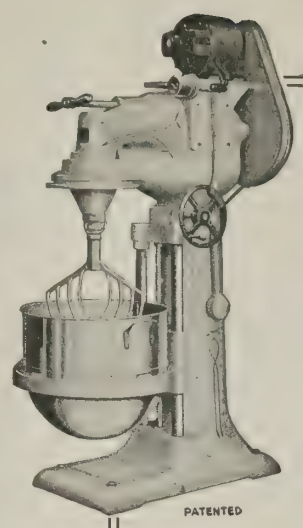
	Maryland: Coastwise and Domestic	Maryland: Foreign	Total	Ohio	Total
This week ..	486	1,716	2,202	...	2,202
Previously ..	5,017	15,183	20,200	1,572	21,772
Total	5,503	16,899	22,402	1,572	23,974

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1	9,590	3,025	12,615
Receipts since	25,732	1,006	26,738
	35,322	4,031	39,353
Delivered since ...	22,402	1,572	23,974
Stocks today	12,920	2,459	15,379

Sales

	Maryland	Ohio	Total
This week	1,536	....	1,536
Previously	22,933	1,185	24,118
Totals	24,469	1,185	25,654



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READ THREE SPEED MIXER

Should Always Be Used

SAVES

Time, Labor and Material

REMOVES

All Lumps, Thereby Requiring No Straining Whatsoever

Used by many leading cigar manufacturers in this country, such as the various plants of Otto Eisenlohr & Bro. Co.

Write for further data

READ MACHINERY CO.

YORK, PA.

Protect that Delicate Aroma

Safeguard your cigars, cigarettes and tobacco by packing them with Diamond F Protective Papers. Good both as an inside or an outside wrapping.

Diamond-F PROTECTIVE PAPERS

GLASSINE—is noted for its fine transparency and grease proof qualities. This paper is free from wax and is particularly adapted for the tobacco trade. It can be had in either plain or beautiful embossed sheets of various designs. Write today for samples and a quotation on an attractive protective paper that will safeguard your goods and save you spoilage losses.

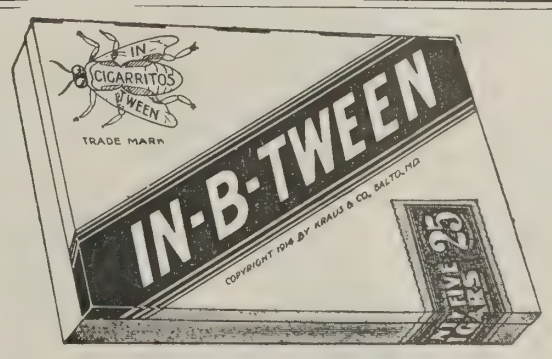
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Diamond State Fibre Company

Bridgeport (Near Philadelphia) Pa.

In Canada: Diamond State Fibre Co. of Canada, Limited 245 Carlaw Ave., Toronto, Ont.

Five in Foil 25c.



Ten in Tin 50c.

Tins of 25 and 50 as well. Four inches of a 25c. cigar

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FLOR DE MOSS LA TERESA SAY-SO

KRAUS & CO., Inc.

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Charles Denby Going Strong

Willem Quanjer, New York representative of H. Fendrich, Inc., of Evansville, Ind., manufacturers of the celebrated Charles Denby cigar, reports an enormous demand for this high-grade brand.

San Francisco

(*Continued from page* 39)

going east. The South West Cigar Co. at Dallas, Texas, is having fine placement. Fighting Bob among their local trade seems to be enjoying a still greater popularity.

Michalitschke Bros. & Co., in addition to the Epco, recently taken on, will also distribute the D. C. Tampa five cent clear Havana cigar.

Conditions Appear Good

Leo Michaels, Vice-president of the Tobacco Products Corporation, has returned from his trip to Nevada, Utah, and the northwest, and reports that conditions seemed everywhere of the best.

Word received from A. Dahlman, the Demuth pipe representative, informs that he is at Denver, and has had a very successful trade trip so far on his return from the East, and that he will be back at the Golden Gate in a very short time.

The Reiss-Premier Pipe Co., located at 87 New Montgomery street, reports that it is having an excellent season for the pipe trade.

New Orleans

(*Continued from page* 35)

Mississippi field. The New South Cigar & Tobacco Co. job the Renaldo brands.

H. G. Whitlock and W. E. Harris, of the American Tobacco Co., are visiting the New Orleans distributors of 111 cigarettes, and Blue Boar combination pipe, the New South Cigar & Tobacco Co. The success of One Eleven cigarettes in New Orleans has been phenomenal.

A. Wolfe, representing Cuesta, Rey & Co., of Tampa, is in town, looking after the interests of his factory. He reports a good measure of success.

B. Haine, water color artist, and L. A. Haily, of the Hava-Tampa Cigar Co., have been in the city for the past fortnight looking after the business of the factory, whose products the New South Cigar & Tobacco Co. distributes. They report business very satisfactory.

Had Narrow Escape

Vice-president DeBen of the Crescent Cigar & Tobacco Co., narrowly escaped death, while out with his wife and mother auto riding in the suburbs a few nights ago. A heavy car, driven by some inexperienced chauffeur, ran into his Dodge Sedan as he swerved his car to avoid the impact. Apart from considerable damage to his auto and a slight injury from shock suffered by Mrs. DeBen, they escaped from what might have proved a tragic affair.

Roi-Tans Much in Evidence

A. B. Wyatt, Mississippi representative of H. T. Cottam & Co., New Orleans distributors, is in attendance at the big fair in Jackson, selling, sampling, smoking and advertising Roi-Tan cigars. Gus Block doing similar work at the Shreveport, La., fair, declares that judging from the crowds smoking Roi-Tans one would think there were no other cigars being sold these days. Modlin-Cook Cigar Co., Shreveport, La.; Corr-Williams Tobacco Co., Jackson, Miss.; The Tom Lynn Grocery Co., Meridian, Miss., and scores of other jobbers in the states named, are forwarding flattering orders for Roi-Tans.

To quote L. M. Haynie, manager of H. T. Cottam's cigar department, "Roi-Tans are selling bigger and bigger every day, in every way, in Louisiana and Mississippi." The firm is also doing a fine business in Little Toms, Cubanolas, St. Charles, Havana Smokers, and Washington Hand Mades. It is their belief that the Roi-Tan "ad" in TOBACCO helped them considerably.

Sigmund Loeb Dies

Sigmund Loeb, a valued employe of Valloft & Dreux, is dead. He has been engaged as city salesman for the firm for nearly twenty years, and was held in high esteem by both his employers and the trade.—CRESCENT.

Chicago

(*Continued from page* 49)

gars. Clever electric La Palina signs burn in the windows at night.

The Yellow Cab Co. has stocked several sizes of Pancho Orango Cigars for use in the company's commissaries. Frank Murray closed this important deal.

The Central Manufacturing District Club on 35th street, reports Pancho Orango, made in Bond cigars, as being asked for, more than any other brand it carries.

The Pleasing Personality

Good reports are given out by the dealers regarding the sale of Personality cigars. While only on the market here a few weeks, hundreds of duplicate orders have been received by Ryan & Raphael Cigar Co., the distributors.

One-Eleven Cigarettes

In all the General Cigar Co.'s windows was a full showing of One-Eleven cigarettes.

The Wm. J. Seidenberg Havana smoker, at 2 for 15 cents, is repeating rapidly for the Berkhoff Restaurant at Adams and State streets.

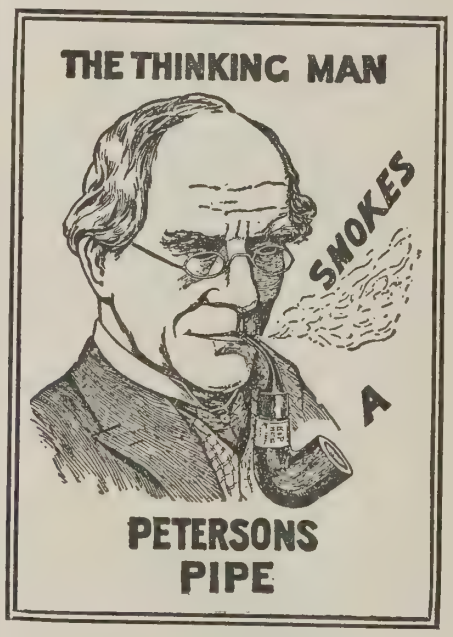
Dry Move Puts Damper on Cigar Trade

Mayor Dever in his fight to eliminate booze, has closed up over 1,000 coffee shops, near beer saloons and billiard halls. This has worked a hardship on all the local cigar jobbers who have extended credit to these people. Most of the places have been locked by the government agents and the agents and the owners have departed, leaving the creditors to whistle.—H. L. H.

CLASSIFIED ADVERTISING

DISTRIBUTORS AND BROKERS wanted for our quality cigars, retailing at 3 for 10c and 2 for 5c, hand made, long filler. Sample shipments charged; however, credited on first order. Mella Cigar Factory, 304 S. 12th St., Louisville, Ky.

SITUATION WANTED. Young man, eight years on Amsterdam tobacco market, experienced in European trade, wants position with tobacco concern on Kentucky or Virginia markets. Address: Amsterdam, care of Tobacco, 10 E. 39th St., New York City.



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World-Wide Reputation

BELOW ARE A FEW SHAPES POPULAR IN THE U. S. A.

THERE ARE 500 OTHER PATTERNS TO SELECT FROM

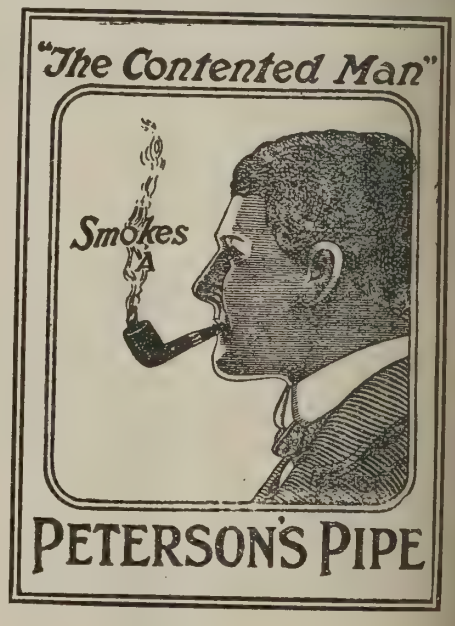
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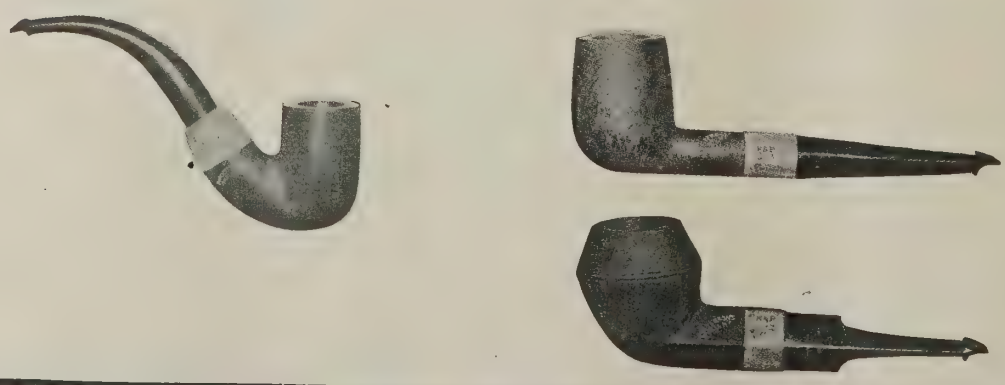
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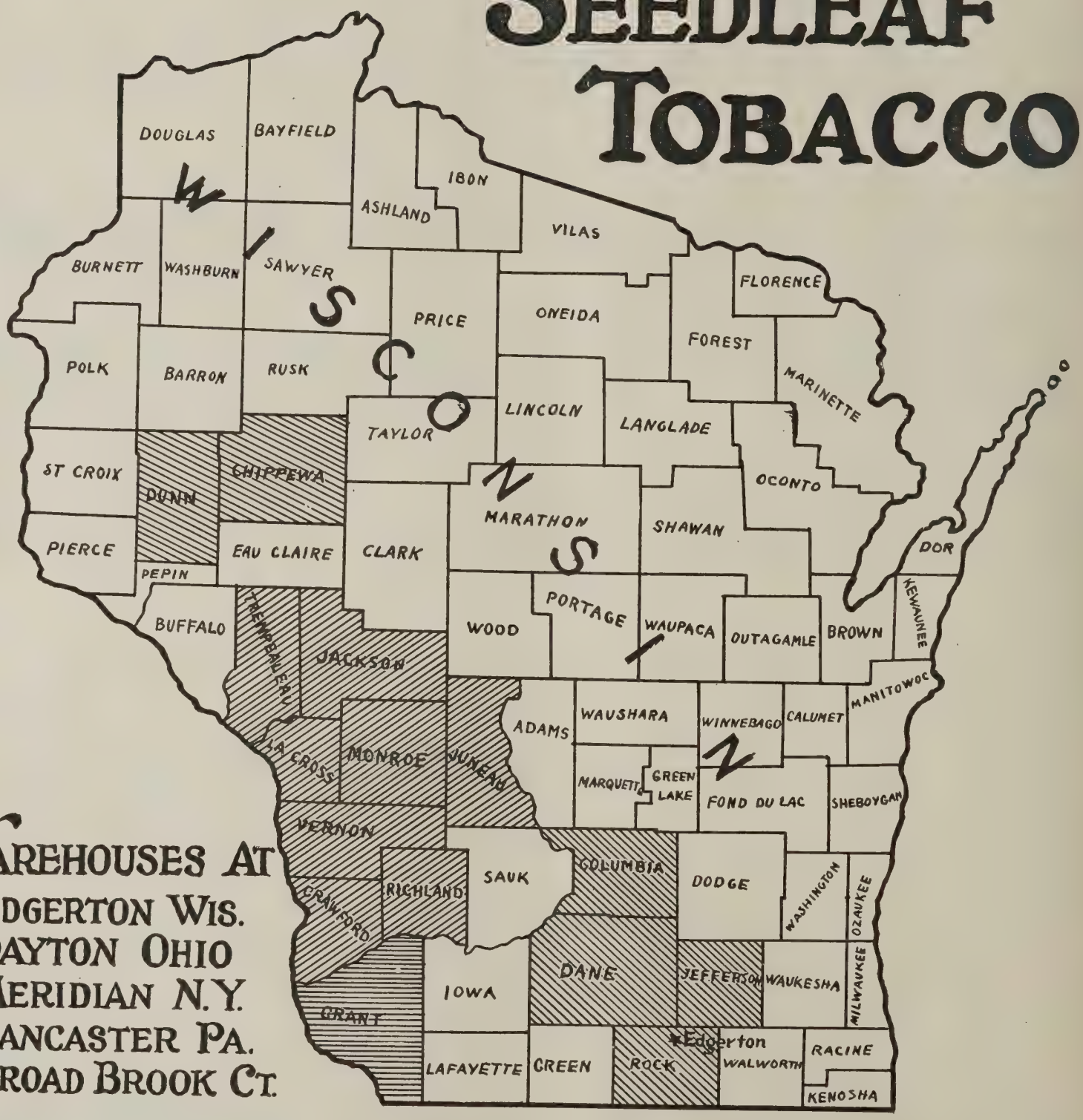
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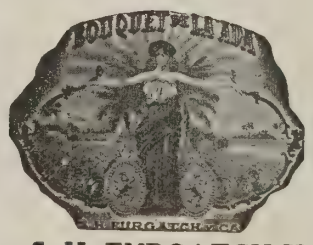
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